



Reliable People ::: Reliable Products ::: Reliable Power!



Solar Energy Solutions for Electric Power.

SUNWIZE AT A GLANCE

We offer superior solar electric solutions for residential, commercial, and industrial customers in the U.S. and abroad. The SunWize advantage is complete commitment to our customer's satisfaction while providing solutions with economical and environmental benefits.

This succinct mission statement underscores our commitment to providing solutions to our customers' problems. It also summarizes our charter to develop and deliver those solutions across a broad range of on-grid and off-grid applications and markets worldwide.

ON-GRID		
COMMERCIAL	RESIDENTIAL	Channel
Direct Installation Dealer/Installer	Direct Installation Dealer/Installer	
PowerPort Site-Built Systems	Grid-Tie Systems Battery Backup Power Center	SunWize Manufactured Products
Solar modules Inverters Balance of system	Solar modules Inverters Balance of system	SunWize Distribution Products
OFF-GRID		
INDUSTRIAL	RESIDENTIAL	Channel
OEM Service Providers Engineering Firms	Dealer/Installer	
Power Ready Systems Power Stations Designer Lighting Specialty Modules	Power Center RV Systems	SunWize Manufactured Products
Solar modules Batteries Controllers Balance of system	Solar modules Batteries Inverters Balance of system	SunWize Distribution Products

A STATEMENT FROM SCOTT TONN, PRESIDENT AND CEO, SUNWIZE TECHNOLOGIES



What distinguishes us as a company? What do we stand for? What is our essence? It is these types of questions I want to answer for those interested in knowing 'Who is SunWize'... in understanding our character and spirit.

First and foremost, SunWize is its people and the unique culture we created. A culture of care, respect and appreciation for the people who work here, our vendor business partners, and for the customers we exist to serve. You can say who we are and what we have to offer is founded on relationships.

Our relationships and our organization play a vital role in the industry supply chain; not only do we form the link to the end-customer and those directly serving them, we act as the heart and arteries of the industry; circulating solar electric solutions to a broad range of markets and applications throughout the world.

The SunWize Difference:

Customer Satisfaction. As a company we understand that our principle advantage, the source of our success, is our ability to connect with our customers and provide exceptional service. This is the core of our existence. All SunWize employees believe this tenet and act accordingly.

Vendor Partnerships. We understand an exceptional level of customer satisfaction requires an equal emphasis on supply-side relationships and satisfaction, which is why SunWize develops and maintains long term partnerships with vendors built on integrity and trust. We constantly call on those relationships to benefit our customers. That is one reason we often can obtain product when no else can.

Knowledge and Experience. Our culture attracts the "best of the best" in the solar industry. We have many of the most knowledgeable and experienced people; all committed to working closely with our customers for their success. Our people are frequently sought by manufacturers to evaluate their latest technologies. This is one way we are at the forefront of developments.

Commitment to Innovation. Our people and company continually introduce ground-breaking solutions into the solar industry. For instance, we pioneered off-grid integrated power systems and polymer encapsulated photovoltaic (PV) modules. We are committed to using our experience and engineering expertise to continue to provide innovative, leading edge solutions to our customers.

Diversification. SunWize is a highly diversified company. Our business includes specialty module manufacturing, industrial system integration, distribution, and residential and commercial installation. We're balanced across the on-grid and off-grid markets, across the industrial, commercial and residential market segments, and across hundreds of customers within each segment. As a result, we have synergies providing a competitive advantage and stability to our overall enterprise.

Industry Leadership. We hold a leadership position in the industry with a reputation of integrity, honesty, and expertise. From manufactured specialty modules to site-installed systems to an extensive component inventory, our solutions, coupled with outstanding customer support, have established SunWize at the forefront of solar electric technology integration.

Mitsui & Co. (USA), Inc. Subsidiary. While we operate independently with our stellar management team, Mitsui provides us with the financial backing and global network of a Fortune 200 company and a means to inject best practices from other industries into SunWize. In an ever-changing industry, we believe it's critical to have a parent/partner able to grow and stabilize our business.

We are also a "green" or "clean tech" company. However, we were in business long before these buzzwords came into popularity. We do what we do not only to support our customers, but also because we believe solar energy serves the greater good of all people.

ON-GRID SOLUTIONS: THE DISTRIBUTED POWER GROUP

The Distributed Power Group is distinguished within SunWize by its strategic focus on the ever-changing, fast growing grid-tie market. It is chartered to meet the emerging needs of the residential and commercial grid-tie segments through its distribution, residential and commercial installation business units. The Distributed Power Group is the fastest growing group within SunWize and is headquartered in San Jose, CA.

Solutions for Dealer/Installers

SunWize is widely recognized as the premier North American distributor of solar electric products to dealers and installers serving the off-grid residential and on-grid residential/commercial markets.

SunWize helped pioneer the solar industry, continually setting new standards along the way. SunWize introduced the industry's first wholesale product catalog, solar trainings, dealer conferences, complete engineered system kits, and pre-integrated control panels. Throughout, SunWize has set the benchmark for customer service.

SUNWIZE HAS THE LARGEST INVENTORY OF ANY SOLAR DISTRIBUTOR IN NORTH AMERICA

Today, within 85,000 square feet of warehouse space, SunWize has the largest inventory of any solar distributor in North America. Its two distribution centers, one on each coast, provide same day shipping to over 700 customers. Twenty sales offices, located throughout the US and Canada, along with an experienced engineering staff, provide the pre and post sales support that continues to distinguish SunWize.

Solutions for Home Owners

In 2007, SunWize Technologies launched its Residential Power Systems Division. To accelerate the growth of and add important talent to the Division, SunWize has made strategic acquisitions of leading photovoltaic installers as well as organically expanded its operations into new geographies. The Residential Power Systems Division currently serves residential and small commercial customers in the Los Angeles Basin, Coachella Valley, Temecula Valley and Silicon Valley regions of California. It is a licensed Class B general contractor and C-10 electrical contractor in the state of California.

Solutions for Businesses, Institutions, and Government

The Commercial Power Systems Division, formed in 2007 at the same time as its sister division, designs, fabricates, and project manages turnkey grid-tie systems larger than 50 kW for commercial customers across North America. Example installations include: the Veteran's Administration Medical Centers in Dallas, TX and Loma Linda, CA, 337 kW and 309 kW respectively, other experiences include a canopy and roof-mounted system for the New York City Transit Authority, an 82 kW system for Beaumont Self-Storage in Beaumont, CA, and a 20kW showcase system for a Toyota subsidiary manufacturing facility in Tupelo, MS.



The versatility of solar as a distributed power technology allows it to serve a diverse range of residential and commercial applications. SunWize has responded to these opportunities with a broad selection of products and services, all centered on company core competencies in system integration and product distribution.



Simplify and Speed Residential Installation

Location:

Las Vegas, Nevada

Challenge:

Finding ways to reduce cost and streamline operations is imperative in today's increasingly competitive world of residential solar installation. Traditionally, residential solar electric systems involve design, documentation, sourcing of individual components, off-site receiving and staging, and one-of-a-kind on-site installation. This process is relatively complex, prone to error, and time consuming.

Solution:

SunWize® Grid-Tie Systems are complete, pre-engineered solar electric systems packaged as a kit and delivered directly to the job-site using a single part number. They come fully documented and permit-ready. Crews that work with standardized Grid-Tie Systems quickly move through the learning curve and become highly efficient in their installation.

OFF GRID SOLUTIONS: THE INDUSTRIAL POWER GROUP

Since 1992 SunWize has been a leading global provider of cost-effective and dependable power solutions to industry and government with applications in telecommunications, oil and gas, security and transportation. SunWize's experienced team of professionals develops rugged systems powering mission-critical load equipment where reliability is paramount.

Our Industrial Power Group's power system expertise includes solar electric technology, which is highly effective where commercial power is unavailable or impractical, and uninterruptible DC power supplies for utility connected equipment. SunWize systems are installed on all seven continents and continue to operate through climate extremes such as hurricanes, tropical rainforests, snow, corrosive salt air and temperature extremes ranging from the cold of Antarctica to desert heat.

Industrial Power Solutions

As a recognized leader in power solutions, SunWize's Industrial Power Group is highly regarded for developing innovative products. The diverse range of technologies and knowledge offers customers multiple

THE SUNWIZE INDUSTRIAL POWER GROUP PROVIDES A WIDE RANGE OF POWER SOLUTIONS

power solutions to address a range of applications. Products include the SunWize® Power Ready System and the SunWize® Power Station for remote, off-grid deployment. SunWize® Power Online Systems address the increasing demand for uninterruptible power supplies with AC input and battery backup systems. The group also offers a complete line of kits designed for the recreational vehicle and marine market.

Specialty Solutions

The Specialty Products Group manufactures and integrates custom polymer encapsulated solar modules into battery-operated products. The module maintains the battery's state-of-charge, extending battery life and lowering the product's life-cycle cost. The result of years of research and development, these modules offer superior weather and impact resistance. They are utilized in a growing variety of specialty applications such as floating water purifiers for swimming pools, traffic counters, GPS systems, oil and gas flow regulators and battery charging for railroad hopper cars. The Specialty Products Division also manufactures custom laminated solar modules for the U.S. Coast Guard powering navigational aids on ocean buoys.



Because many projects require special considerations, SunWize offers engineering services including specification preparation, site analysis, installation supervision, operations and maintenance manual preparation, and system commissioning. SunWize combines high quality components with proven engineering and project management skills to build systems that generate reliable, cost-effective power.



Provide Uninterruptible Power in a Harsh Environment

Location:

Fredonyer Peak, California

Challenge:

When designing systems SunWize engineers consider a variety of environmental and technical conditions, which is an integral part of putting equipment into remote sites. It brings the PV engineer into some of the world's most far-reaching and hostile locations. Throughout all this, PV systems have proven themselves remarkably robust and reliable no matter the environment they are subjected to, making them an ideal power source for rugged, remote-site locations.

Solution:

SunWize engineers reviewed the harsh environmental factors on this mountain site of 7943 feet with high winds and high snow accumulation. They designed a 3 kW photovoltaic system with redundant backup to provide 100% of the daily load for 6 radio systems. Due to the critical nature of these loads, the system maintains power even in the event of multiple failures. Reserve battery backup and a generator provide power during extended cloudy weather. The mounting structure is designed to withstand 120 MPH wind speeds and is corrosion resistant.

ENABLING SOLUTIONS: OPERATIONS GROUP

The Operations Group is chartered to enable both the Distributed Power and Industrial Power Groups to better serve customers through continual improvements in supply chain management, information systems, and value added integration capability. It currently operates a will-call warehouse in Willits, CA and two distribution centers combined with manufacturing/integration facilities in Kingston, NY and Rancho Cucamonga, CA. In addition, the Operations Group plans and manages the ongoing enhancements to the processes and technologies that form the foundation of SunWize's ability to serve its customers and support its continuing expansion.

Solutions Facilitated by Supply Chain Management

SunWize uses its financial strength to invest in what is the industry's largest product inventory. The Operations Group is charged with strategically managing the level of inventory and balancing it across our distribution centers to ensure shorter delivery times and lower freight costs.

SUNWIZE MANAGES THE LEVEL OF INVENTORY TO ENSURE SHORTER DELIVERY TIMES AND LOWER COSTS

The Operations Group is constantly working to improve the flow of products to our customers. For example, the warehouses will incorporate a bar code scanning system to provide faster and more accurate movement of products through our facilities. In addition, product planning is strengthened by a material requisition process to further facilitate the timely ordering and receipt of inventory.

Solutions Streamlined with Advanced Information Systems

The Operations Group supports customer service with accurate, real-time information. SunWize businesses are driven by a powerful, core enterprise resource planning application, to which new features and capabilities are continually added. One such capability is *SunWizeConnect.com*, which enables dealers to check inventory and the status of their orders online.

Solutions Based on Value-Added Integration Capability

Two value-added manufacturing facilities are maintained by the Operations Group, one in Kingston, New York and the other in Rancho Cucamonga, California. Through these manufacturing sites, SunWize supplies their customers with a wide range of value-added products such as SunWize® Grid-tie System kits, SunWize® Power Ready Systems, and SunWize® RV Solar Power Systems.



SunWize is highly regarded throughout the PV industry for developing innovative products with distinct technical and commercial advantages. The diverse range of technologies offered by SunWize is unique and provides customers with multiple solutions. These items, coupled with excellent customer support, have established SunWize in the forefront of the solar industry.



Evaluate system performance

Location:

SunWize East Coast HQ,
Kingston, New York

Challenge:

SunWize endeavors to offer reliable, environmentally clean power systems and products by employing the most advanced PV technology and high quality components. We believe continual testing of components and systems best serves our customers. With that mission in mind, SunWize engineers installed SunWize® Grid-tie Systems and a SunWize® Power Station at the Kingston headquarters to compare grid-tie system performance and to evaluate battery backup power.

Solution:

In order for SunWize engineers to evaluate system performance, five SunWize® Grid-tie Systems were mounted on the roof of SunWize's headquarters and manufacturing facility. Each Grid-tie System uses a different type and size of solar module and inverter. The systems are configured to permit the installation of different inverters for future testing and evaluation. The combined systems have a total rated power output of 15kW and supply approximately 18,000 kWh of energy per year.

SUNWIZE HISTORY AND MILESTONES

SunWize Technologies helped pioneer the solar industry in the 1990s and has grown into one of the industry's premier providers of solar electric solutions.

Apr 2008 Solar assets of Mitsui Comtek acquired, organizational restructuring completed

FY 2007 Revenues exceed \$100M and employees number over 100 for the first time

Nov 2007 Acquisition of Southern CA installer GenSelf completed

Jun 2007 West Coast distribution center moves to 71,500 sq. ft. facility in Rancho Cucamonga

FY 2006 Revenues exceed \$60M and employees number over 50 for the first time

Dec 2006 SunWize Technologies acquired by Mitsui & Co.

Oct 2003 Will-call distribution facility opens in Willits, CA

Jan 2002 First West Coast distribution center opens in Oxnard, CA

FY 2001 Revenues exceed \$10M for the first time and SunWize becomes profitable; expanded focus on emerging grid-tie market; successful introduction of SunWize Grid-Tie Systems

FY 2000 SunWize moves into its new custom designed headquarters in Kingston, NY, housing corporate offices and manufacturing/distribution

1995-1998 SunWize introduces a series of highly successful products: Power Ready Systems, Power Stations, and Specialty Modules

FY 1992 SunWize founded by renewable energy pioneer and entrepreneur Michael Zinn



Many states and utilities in the US are recognizing that distributed power generation has the potential to improve power supply reliability and reduce the cost of electricity. Solar systems reduce the strain on conventional utility power during periods of peak demand which coincide with periods of greatest PV output. SunWize has responded to this need by developing grid-tie systems for residential and commercial applications.



COMMERCIAL GRID-TIE



RV KITS



RESIDENTIAL GRID-TIE



OFF-GRID HOMES



LIGHTING SYSTEMS



TELECOMMUNICATIONS



MARINE



OIL AND GAS



SECURITY



WATER PUMPING



TRAFFIC



CUSTOM MODULES





Reliable People ::: Reliable Products ::: Reliable Power!

CORPORATE HEADQUARTERS

111 W. Saint John Street, Suite 1200, San Jose, CA 95113

800.817.6527

info@sunwize.com

www.sunwize.com

