



Nautilus Solar Energy will:

Sales

- Educate partner organization on Nautilus Solar
- Analyze our partner's existing contact list to help target and screen future opportunities
- Provide immediate customer screening and targeting services
- Have designated Nautilus Solar professionals for target market and customer questions
- Perform all necessary technical and administrative activities to develop customer proposals
- For successfully screened customers, provide 24-hour design/layout solar services
- Provide an efficient contract set that is guaranteed to be fundable

Marketing

- Develop a marketing plan and identify appropriate marketing activities based on membership scope
- Promote the Partner Program to customers via web, social media, events/sponsorships and seminars
- Provide verbiage for press releases, website, newsletters, landing page, and marketing materials – when needed, or as proposed in agreed-upon marketing plan

Rewards/Compensation

- Competitive referral fee based on project size (\$/Watt)
- Reward you with a flexible compensation structure that can accommodate your short-term and success-based revenue generating goals

Organization will:

- Supply Nautilus with Excel data file of customers/prospects including contact information to include: company name, contact name, mailing address, phone, email address, building size and electricity pricing and consumption (as available)
- Promote the Partner Program to all employees and customers via communications, web, social media, events/sponsorships, and seminars
- Assist with setting up appointments with key organizations and obtaining customer electricity billing information
- Identify customers that have opted to obtain solar as testimonial candidates

Value of Endorsement:

- \$30,000 per MWdc (not to exceed \$50,000 per project; 300kW minimum project size)



<i>Marketing Activities</i>	<i>Nautilus Solar Energy</i>
<i>PRINT/ COMMUNICATIONS MATERIALS</i> Press Releases Magazine Articles Newsletter Articles Conference Programs Directories Program Flyer	✓
<i>WEB</i> Emails Web Page Content Banner Ads Co-Branded Landing Page	✓
<i>SOCIAL MEDIA</i> Facebook LinkedIn Twitter YouTube Blog	✓
<i>EVENTS SEMINARS WEBINARS</i> Sponsorships Prospecting Events Energy Seminars On-Demand Webinars	✓