



Brilliant Green Energy



CASE STUDY
BRILLIANT GREEN ENERGY

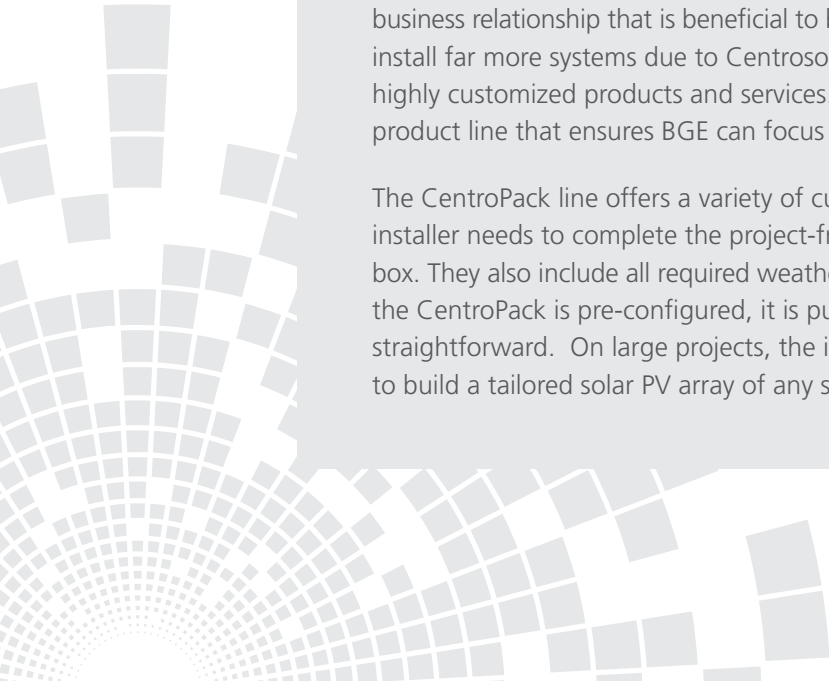


Solar Integrator Adopts Centrosolar Offering in Arizona

Brilliant Green Energy (BGE) is passionate about renewable energy technologies and specializes in solar energy integration, engineering, and installation of residential and commercial PV systems throughout Arizona. The company excels in managing projects from beginning to end including the logistics of securing ITC credits, coordinating financing, and all aspects of the installation for their customers.

Wendy Williams, BGE COO and co-founder, explains, “We love dealing with Centrosolar as they are a professional and competent group who listened to our needs and worked with us to create a business relationship that is beneficial to both parties. We have been afforded the opportunity to install far more systems due to Centrosolar’s streamlined processes and ability to provide us with highly customized products and services. The CentroPack® design has proven to be a winning product line that ensures BGE can focus on generating more sales, not service calls.”

The CentroPack line offers a variety of customized installation kits that include everything the installer needs to complete the project—from the panels and rack system, to the inverter and junction box. They also include all required weatherproof labels, hardware, and electrical connectors. Because the CentroPack is pre-configured, it is purchased as one part number, making ordering very straightforward. On large projects, the installer can mix and match different pack configurations to build a tailored solar PV array of any size.





Toby Rolt, CEO and co-founder, adds, “We are very quality conscious because every installation is also a reference and referral for future business. We look at panel and component quality and performance when calculating the total cost of ownership. Centrosolar makes a great product for this market where extreme temperatures are the norm.”

BGE’s biggest challenge is securing the financing and navigating the ITC incentive process for their clients. They have a sizable backlog of projects waiting on paperwork. “Financing can be a challenge in this business. By working with Centrosolar, we can show that the systems are high-quality and engineered as a complete system. This helps to mitigate some of the risk, which can smooth out the financing process,” says Toby.

About CentroSolar America, Inc.

Centrosolar America, Inc. is a wholly owned subsidiary of CENTROSOLAR Group AG, headquartered in Munich, Germany. CENTROSOLAR Group AG is a publicly traded market leader in photovoltaic module manufacturing, mounting systems, and solar glass production with over 1,000 employees in offices in North America (Phoenix, AZ, San Francisco, CA, and Edison, NJ), and throughout Europe. Centrosolar America, Inc. offers modules, inverters and racking components, and markets a line of installation-ready packaged photovoltaic systems for residential and commercial grid-tied roof installations.

About Brilliant Green Energy (BGE)

Brilliant Green Energy is a renewable energy technology company that is passionate and informed about the renewable energy industry. The company integrates, supplies, engineers, and installs solar photovoltaic grid-tied systems for residential and commercial applications.