THE PROCESS

Step 1
Evaluation of Opportunity

- Interested party in our supercapacitor technology and or offerings as a whole. Potential opportunity by a sales lead
- MNDA/NDA is signed before we have a deep dive with our team.
- Put in Hubspot CRM tool
- Determine who is the primary lead; strategy, review opportunity and then position it on a SWOT Analysis as well as a Gap Analysis and then finally a Lean Canvas. Review with Renee and Saro from a strategic perspective/technical perspective. Determine next steps.
- Structure call with client; determine who should be on call
- Meeting with client

Step 2
Technical/Engineers Solution

- Create solution; utilizing necessary alignment partners, technology and resources available to solve customer problem
- Agree upon the solution. Right size.
- Run the Xendee report if a microgrid/oil and gas project so that the cash flow analysis is confirmed; viable for the investor/partner

Step 3
Financial Consideration

- Once the proposal is prepared, have leadership (Renee/Saro) sign off on the financial analysis and submit the solution
- Once the Proposal is accepted, in theory, then create an LOI and understand the financial model from the end customer
- Create Quote/Purchase Order from Enercap. They should send quote for the details/said price and we accept it and provide a PO. Need to create templates for our accounting. Make sure all Terms and Conditions are understood and what is NOT included.
- Pricing on equipment, EaaS, Taxes, Shipping Preferences have to be included in to the Accounting/Order to Enercap. FOB/exWorks Dubai or Florida?
- Get all ACH/Wire Transfer information for both sides into .
- Call CPA to make sure if there are any specific details.
- Get the down payment and provide a fully detailed financial understand for both end client, alignment partner and the sales representative or any 3rd party provider involved.

Step 4
Communications for Monitoring

- Monitoring and communication details to be reviewed and aligned. Monitoring Service Agreement to be signed and deposit provided
- Is an Escrow account needed?

Step 5
Commissioning/ Implementation

- Once service is confirmed an on-boarded; a letter of confirmation and service details (like Allstream) would be sent to the end customer

Step 6
Order Equipment from OEM

- Send 50% to Enercap
- Confirm preferred shipping
- Receive provide quote to customer
- Receive purchase order from alignment partner or customer
- Customer to send ACH money to
- Send customer confirmation of delivery date

Step 7
Payout to Sales Team

- Final payment should be made. All sales paid

Step 8
Wrap-up and Follow-up with Customer

- Confirm in Hubspot that it is closed out and confirmed to a service/monitoring contract