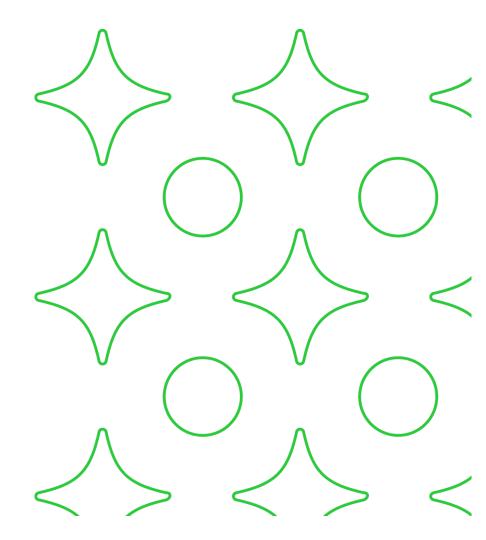




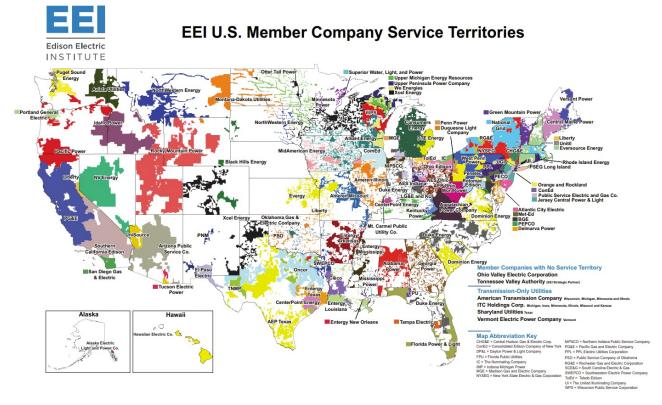
State and Industry Pathways in Advancing Solar Solutions

October 29, 2025





Investor Owned Utility Network









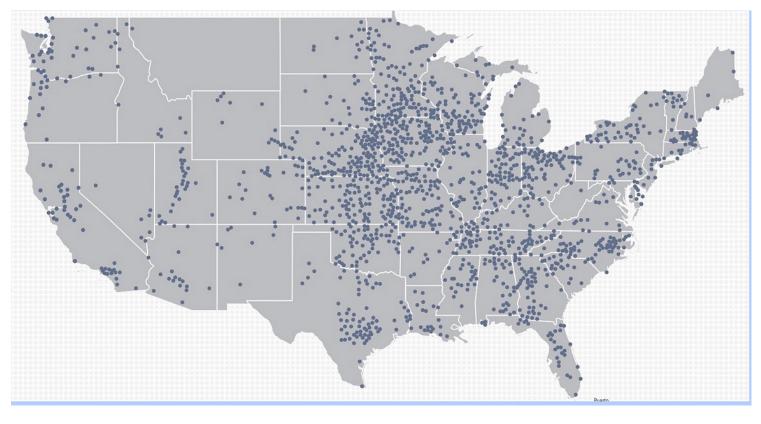
Electric Cooperative Network







Public Owned Utility Network







Utility Networks

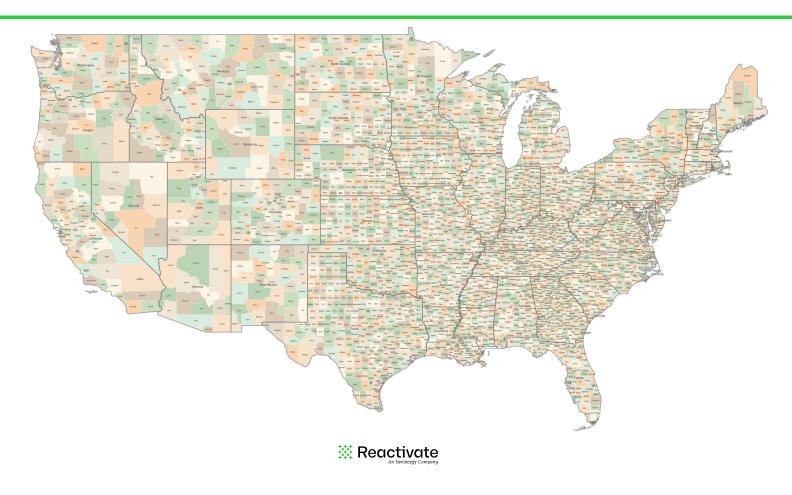
303/

Each has their own rules, interconnection processes, fee structures, timelines





US Counties (or equivalents)





Counties

3143

Each has their own rules, permitting processes, fee structures, timelines





Barriers

- Fragmented systems (3037 utility networks, 3143 counties)
- Limited/Lack of Transparency (Hosting capacity maps, resource planning, adherence to timelines [utilities/permitting])
- Narrow interconnection pathways
- Misaligned financial incentives for IOUs (CAPEX vs OPEX)
- Limited or overly restrictive green tariffs
- Full value proposition of DERs not quantified
- Resource constraints (people and tools)



Let's Talk Solutions



