



Prospecting at the Speed of Light



Challenge

- Rapid expansion – Nationwide
- Inconsistent, low-res satellite imagery
- Constrained views – no seasonal change



Solution

- Timely imagery = speed and accuracy
- Complete virtual solution drives customer sat
- Immediate opportunity qualification



Impact

- Proposal development: 2 weeks to 2 days
- Leaf-on, Leaf-off: precise lead qualification
- Accurate measurements: 3-4 times faster panel placement proposal

SPEED TO MARKET

1,000 – 3,000 additional homes qualified per week