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