



ENERGYBIN

WHOLESALE SOLAR B2B EXCHANGE

Join EnergyBin to buy and sell new, used, excess, refurbished and hard-to-find solar panels, inverters, racking, batteries and more at 20-70% below cost from thousands of members.

Look at all the perks the members of EnergyBin enjoy.



Buy & Sell Solar Equipment



Wholesale Solar Pricing



Locate Hard-To-Find Parts



Market Intelligence



Obtain Multiple Quotes



Trusted, Centralized Access

LEARN MORE!

Email: Sales@EnergyBin.com

Toll Free: (800) 610-3579

Website: www.EnergyBin.com



LEARN MORE AND JOIN TODAY AT

WWW.ENERGYBIN.COM



*"EnergyBin works.
Within 24 hours, we
finalized our first major sale.
To me, that's eye-opening.
It is business-changing.
EnergyBin is a genuine
tool for success for
Solarflexion."*

- Rebecca Sanchez
Vice President of Sales

SOLARFLEXION

Uploading your inventory to EnergyBin is **EASY, FAST and GOOD FOR BUSINESS!**

Easy: Add a part on the Quick-Add form.

Fast: Or, upload multiple line items in seconds.

Good for Business: Your listed inventory and company name is now visible to thousands of buyers.

Need help or crunched for time?

Your EnergyBin representative is here to assist you with uploading your inventory.
Just consider your rep an extension of your team.

No transaction fee Guarantee

When a buyer is ready to buy from you, know that the deal is between you and your buyer.
Once you make your membership payment, EnergyBin won't charge you with extra transaction fees.
That's how committed we are to creating a community of wholesale solar equipment buyers and sellers.

Upload your inventory on EnergyBin today!

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\$100 CASH REWARD!

EnergyBin Referral Program

Refer a company to EnergyBin and receive **\$100 CASH** if your referral becomes a member.

Spread the word about EnergyBin!

As membership to the network grows, everyone benefits with more inventory to source from, more contacts to sell to and more networking around the world!

Quick, Easy 1-2-3 Steps

- 1.** Share about EnergyBin with your solar business contacts.
- 2.** Fill out the Referral Form at <https://resources.energybin.com/referral-program>
- 3.** Collect your \$100 cash reward as soon as your referral becomes a paying EnergyBin member.

**Did we mention there is no limit to how much cash you can earn?
Send us one referral, earn \$100. Send us ten referrals, earn \$1,000.***

**Note: to be eligible for the cash reward, referees must become paying EnergyBin members.*

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What is EnergyBin?

EnergyBin is a wholesale solar B2B exchange for solar companies to buy and sell new, used, excess, refurbished and hard-to-find solar panels, inverters, racking, batteries and more at 20-70% below cost.

How does EnergyBin work?

EnergyBin connects solar companies across the supply chain in one centralized platform where buyers and sellers of solar equipment negotiate deals and share market intelligence on pricing, supply and demand.

Why should I join EnergyBin?

EnergyBin provides one centralized network of solar companies across the supply chain for you to buy and sell solar equipment at or below wholesale solar prices. Whether you are looking for bulk deals or trying to locate a hard-to-find replacement part, you save time and money as you easily access the network.

How are solar equipment warranties covered?

Warranty information is clearly stated by the seller of the solar equipment.

Does EnergyBin handle transactions?

No, EnergyBin does not handle the purchase/sales transaction. We provide the platform for the listing, RFQ, and other communication to list inventory and facilitate a transaction, but the transaction itself takes place between the buyer and seller of the product(s).

Does EnergyBin charge a transaction fee?

No, EnergyBin does not assess a transaction fee. Purchasing terms are agreed upon solely between the buyer and seller.

What can I list for sale on EnergyBin?

You can list any solar equipment for sale, including wholesale solar panels, inverters, micro-inverters, racking, trackers, BOS systems, energy monitoring systems, storage batteries and more – basically, anything that has to do with residential, commercial, agricultural, industrial, and small-scale utility solar arrays.

What is the criteria to be an EnergyBin member?

You must be a verified solar company that meets these qualifications:

- Conduct business in the solar industry
- Provide references from companies you do business with in the industry
- Provide your business registration information
- Complete a live interview with one of our business account managers
- Active, professional website, with domain specific email addresses (preferred)

How do I handle uploading inventory on EnergyBin and keeping it updated?

You have several options for uploading inventory and keeping it updated. Your business account manager will work with you to upload your inventory list.

What happens if I purchase solar equipment from another EnergyBin member who doesn't deliver it or sends me the wrong product?

We suggest you first contact the seller to rectify the situation. If you are not able to arrive at a satisfactory outcome, please contact your EnergyBin account manager. Our Ethics Committee will investigate the situation and help to seek a resolution.

Does EnergyBin offer a trial package?

YES! To try EnergyBin for free, request a demo at www.EnergyBin.com

CONTACT US!



Email: Sales@EnergyBin.com



Toll Free: (800) 610-3579



Website: www.EnergyBin.com



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Solar Supplier leverages EnergyBin network to gain new customers and pricing insights.

ATEN Solar has been an EnergyBin member since July 2017. ATEN is a solar supplier that specializes in surplus liquidation and reselling top quality PV panels, inverters, mounting hardware and other solar products at prices starting at 5% lower than other solar suppliers. Before joining EnergyBin, ATEN struggled to find a qualified lead base. After using EnergyBin, ATEN experienced:

- 100% ROI with just two sales deals made within two months
- ≤1 Day to resell inventory posted on EnergyBin
- 15% growth in new business leads



In Search of Qualified Leads

ATEN was on a mission to find more qualified leads to sell surplus and new product direct from the port. The company had a customer base it worked with, but found itself more and more in a supply-heavy and customer-shy position.

"In this business, a lot of customers aren't loyal. They usually place 2-3 orders before they drop off," explains Yousri Abdou, Business Development Manager at ATEN. "We knew that we had to create a new customer funnel in order to maintain our competitive edge and cycle through our inventory."

In an attempt to create a new customer funnel, ATEN tried email marketing and dabbled in Google AdWords. Then, ATEN heard of the online B2B exchange concept and signed up for PVXchange. However, ATEN felt these efforts did not provide a targeted lead generation approach.

Connecting with Buyers Ready to Deal

Finally, ATEN discovered EnergyBin and instantly recognized it as a focused and carefully curated network of solar companies.

"I realized that EnergyBin is the best chance, if any, to find people who are really ready to buy," remarked Yousri.

ATEN joined EnergyBin and immediately went to work on posting solar equipment for sale and connecting with new business leads. On any given week, ATEN logs into EnergyBin's platform 3-5 times to post and update inventory for sale. Every Monday, ATEN takes time to read new business opportunities emailed to all EnergyBin members. EnergyBin has provided ATEN with tremendous insight on pricing. If ATEN's product does not sell within 24 hours, ATEN realizes the price was set too high for the industry and makes adjustments to the listing.

"Aside from offering a good supply of customers we hadn't connected with before, EnergyBin provides us with an in-depth view of supply and demand for many kinds of panels in the market. Plus, EnergyBin helps us keep tabs on surplus pricing."

Great Results and Big Future Plans

It didn't take long for ATEN to see results. Within two months of joining EnergyBin, ATEN brokered two sales deals that more than covered the company's annual membership dues.

In addition to 100% ROI achieved nearly instantly, ATEN usually sells posted inventory in one day or less to other EnergyBin members. ATEN reports a 15% growth in new customer leads since joining EnergyBin.

Looking forward, ATEN has plans to increase its network of resellers for its growing surplus supply and is seeking qualified individuals with a sales background. EnergyBin is the tool ATEN needs to leverage its network, connect with new customers and reap results.



About ATEN Solar

Aten Solar was founded in 2004 by Yousri Abdou, who focused on bringing renewable energy to the web and to the DIY enthusiasts by reducing the costs of green energy systems and guiding buyers through the process of how solar procurement, design and installation works. ATEN supplies top quality PV panels, inverters, mounting hardware and other solar products to solar integrators and other qualified solar contracting firms.

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