



Solutions for PV Repair, Resale and Recycling

Ep. 7 – Planning for PV System End-of-Life: What you need to know about decommissions

August 30, 2022 | 10-11 AM CST

Presented by:

*Rob Van Demmeltraadt, EnergyBin.com –and–
Alexandra Harrison, Ontility.com*

Thanks to our Co-Host:



Copyright © 2022 EnergyBin, LLC. All Rights Reserved.

"We are committed to accelerating a robust and sustainable secondary market."

Contact:



Rob Van Demmeltraadt
Sales Manager
Rob@energybin.com
507-369-6218



We bring together PV professionals who provide solutions for repair, resale, and recycling.

- **Trade**
- **Networking**
- **Education**



Home



Explore



Shorts



Subscriptions



Library



History



Your B2B community for PV repair, resale, and recycling



Website



EnergyBin

182 subscribers

SUBSCRIBE

HOME

VIDEOS

PLAYLISTS

CHANNELS

ABOUT



Uploads



PLAY ALL



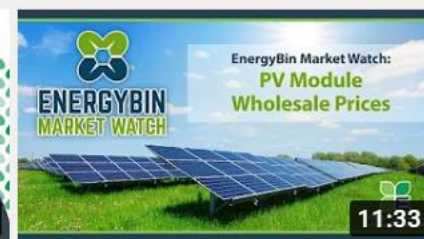
Sell Solar Equipment on EnergyBin

18 views • 1 month ago



Buy Solar Equipment on EnergyBin

36 views • 2 months ago



EnergyBin Market Watch: PV Module Wholesale Prices

68 views • 4 months ago



EnergyBin Insights Ep 6 - Secondhand Solar Panels

4.6K views • 4 months ago



EnergyBin Insights Ep 5 - 2ndLife Batteries

47 views • 6 months ago

Our Guest Speaker: Alexandra Harrison



Alexandra Harrison, EVP & General Manager

Email: Lifecycle@Ontility.com

Phone: +1-281-854-1400

Website: www.ontility.com

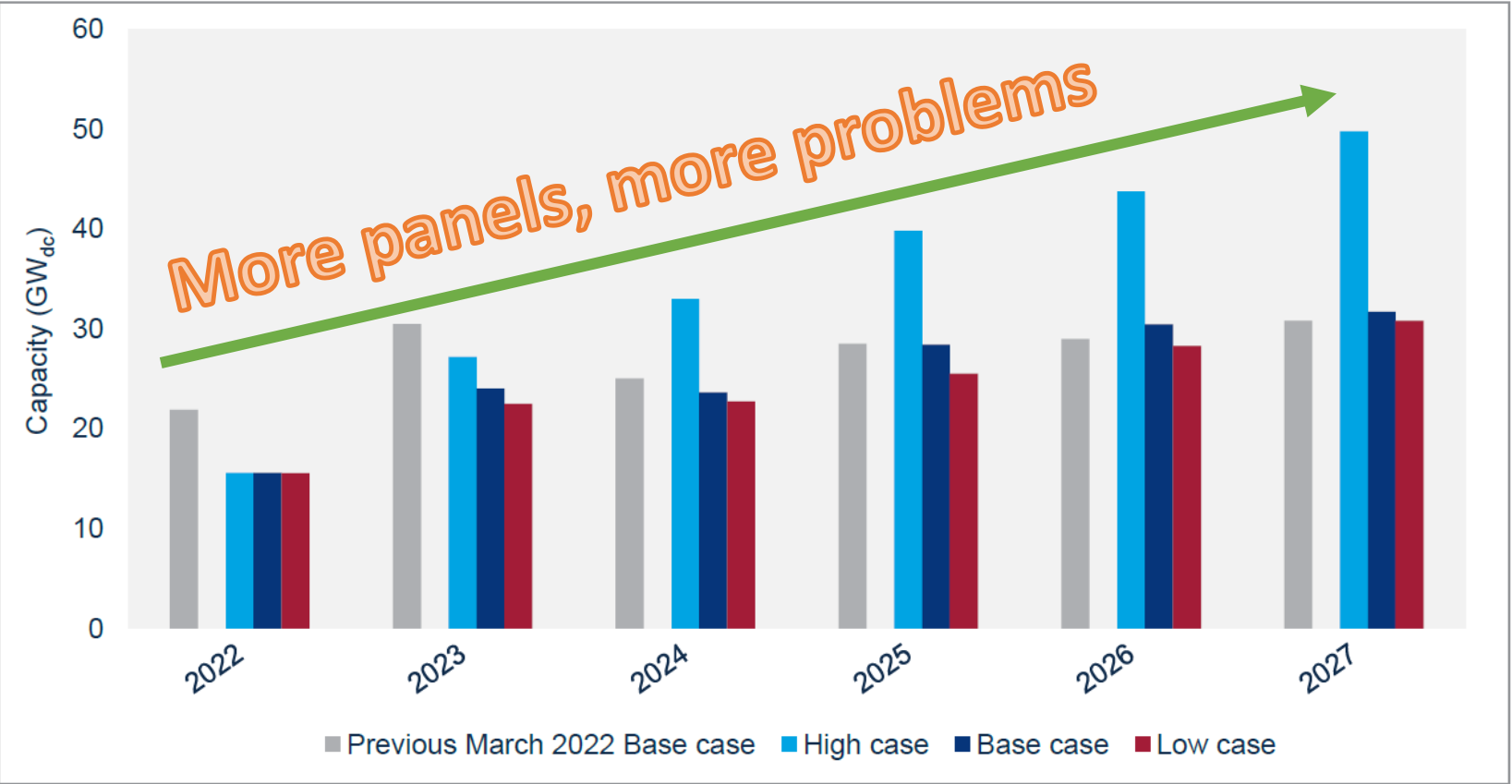


ONTILITY Introduction



Market Snapshot

US solar forecast scenarios compared to the March 2022 Base case



Source: Wood Mackenzie



ONTILITY'S Solutions



ONTILITY'S Solar Lifecycle Solutions

SOLAR — **LIFECYCLE** SOLUTIONS

WHERE?



REPOWER



DECOMMISSION

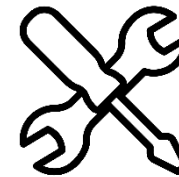


CLAIMS

WHAT?



RESELL



REMAN



RECYCLE

Where? → Repower Sites

Existing solar systems are upgraded with new, higher wattage panels.



Where? → Decommission Sites

A complete removal of the solar system.



Where? → Claims

Panels are removed due to under performance or damage.



What? → Reman

Sort, clean, test, and repair of solar panels.

SORT



REMAN

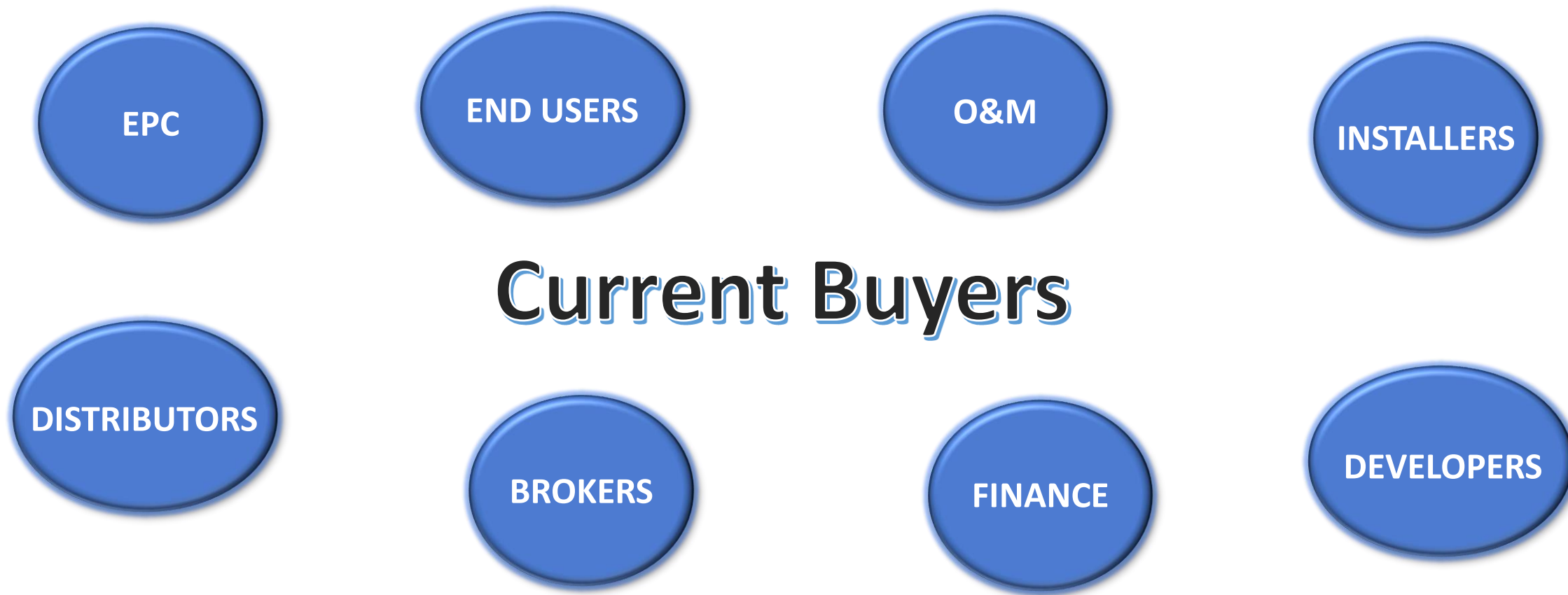


RESELL



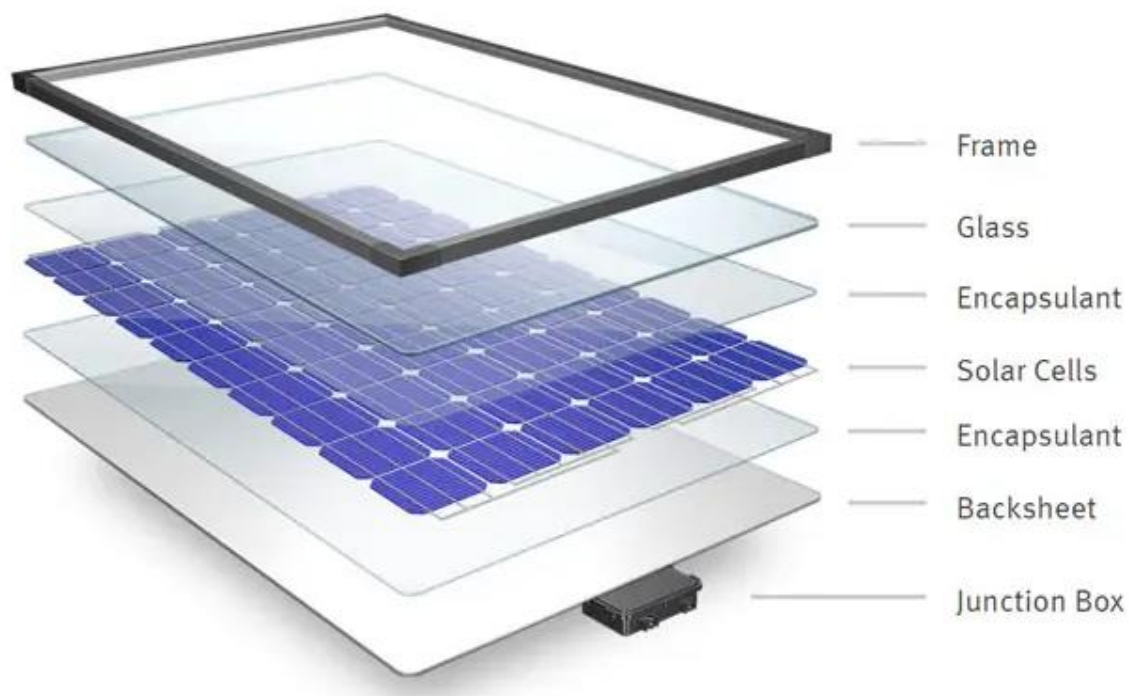
What? → Resell

Selling used and remanufactured solar panels back into the domestic and global markets.



What? → Recycle

Disassemble, harvest, and convert as much solar panel waste as possible into reusable materials, while maintaining traceability.





Case Study: Weather-Damaged Panels

CHALLENGE: A large solar farm in West Texas experienced extensive hail damage.

SOLUTION: Connected with ONTILITY for a solution where the customer ended net positive on the project.

BENEFIT: Expedited removal of panels off-site; returns were realized; ONTILITY was able to supply product to several customers in need of solar panels.



ONTILITY Leads by Example





Solar Lifecycle Solutions Buying & Deinstalling Tips

Looking to buy used panels?

- Ask Questions
- Get Photos
- Vet Your Source
- Get it in Writing

Planning for a deinstallation?

- Don't Wait Until the End
- Ditch the Dumpster
- Handle with Care
- Experience Matters



Q&A



Why do you think panels will be decommissioned in 20-25 years when most panels have at least a 25-year warranty? [David Moya, SolCal Solar]



Would you go over packaging solar panels that are removed, and do you work with batteries?
[Steve Feinberg, Bluewater Battery Logistics]



What trends do you see regarding the market for used solar equipment, especially transformers, inverters, and parts?
[Nick Goodwin Self, Participant Energy]



How does recycling work, and what can be recycled? [Mike Wessner, JJD Electric]



Can you share some specific information on projected costs and comment on viable recycling options? [Loren Bills, ARI]



Toll Free: 877.858.7479 • **Email:**

Lifecycle@Ontility.com

55 Waugh Drive, Suite 200, Houston, TX 77007

Ontility.com





Join Our Community:
www.EnergyBin.com

1-800-610-3579

Connect with us:

f [Facebook](#)

in [LinkedIn](#)

 [Twitter](#)