PANDUIT VALUE PROPOSITION

Panduit's broad portfolio offers 75 percent of a typical Electrical Balance of System (BOS) bill of materials, which covers more ground than any other manufacturer. Combine this with direct access to expert consultants and strategic R&D investments that maximize efficiencies and decrease the total cost of ownership across the entire project.

- Reduce Installation Time Panduit solutions are known for patented, time-saving features that reduce the required number of installation steps
- Longer Operating Life Panduit solutions for the solar industry are rated for UV compatibility; the combination of our engineering and manufacturing expertise results in products that deliver optimized product life spans
- Harsh Environment Applications Panduit conducts extensive testing to ensure product performance and under conditions that include high wind, high vibration, intense UV exposure, extreme temperatures, and corrosive atmospheres.
- The Value of Partnership With Panduit as a partner, companies have the confidence of knowing that an entire team of knowledgeable professionals is available to provide a complete solution

CUSTOMERS

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TARGET AUDIENCE	LEADING QUESTIONS	CUSTOMER CHALLENGES	BENEFITS
EPC/Contractor Construction / Project Manager	What safety standards are applicable to your solar farm project?	Project constraints: Time is Money–reduced timelines, productivity, fewer resources, tighter budgets Workforce training & Safety Product availability Product reliability Ease of Installation	Tooling and Kitting; the right product at the right time. Tech Support and Panduit Certified Installer training program Stock at distribution Ongoing R&D Documented reliability — 25 years of operating life
Engineer/ Consultant Specification / Design Engineer	Who is designing and constructing your solar farm? Are you using outside contractors?	Minimize project cost & meet project specs Adapt vendor-specific codes to local standards Performance & Reliability Standards	 Tooling solutions: lowest installed cost due to savings in material and labour Quantifying solution impact on project Expertise in standards applicability
OEM Combiner Boxes / Disconnect Boxes / Inverters	Who is supplying the panels? Are they also providing combiners and inverters?	Maximize energy output (KW /panel) Increase productivity (# of panels / year) Minimize operational maintenance	 Part # consolidation – Kitting or bundling products specific to wire management, grounding Engineering advantage solutions with respect to specific products – nylon 12 cable ties, or plastic and metal edge clips Superior tool design and training
End User/Owner i.e. Utility Company, Microsoft, Facebook	What is the size and scope of your project? small <10MW medium >10MW but <100MW large >100MW	Lowest cost of ownership Regular maintenance / MRO Uptime / Operating life Product testing for product reliability, longevity, and overall quality	 Lowers total installed cost Regional Representation Warranty Program Beyond the Balance of System (BOS): Panduit's stewardship of green initiatives



OVERVIEW

As the solar industry has matured, solar-derived power has evolved beyond a scattering of simple panels to complex assemblies of solar conversion devices, control systems, and transmission stations. Solar power technology has advanced impressively while also becoming less expensive. Getting PV panels installed is a perfect way to generate electricity without negatively impacting the environment. Solar energy equipment, whether for a utility-scale application of solar energy, commercial or residential, requires you to consider various components to produce a quality system that will last for the 25+ years that customers are expecting.

MARKET TRENDS

Heliovolta releases an annual report on solar performance and safety called the SolarGrade PV Health Report, which uncovered that 59% of all issues are field-made connectors and wire management. Installer error isv typically the root cause for these categories of issue, highlighting the value of reliable and easy to install solutions.

- Renewable energy accounted for 22% of US generation in 2022 and is expected to gain two to five percentage points per year, reaching nearly 50% by 2030.
- More and more, Solar PV installations are being paired with Battery Storage, a balancing act that helps to create a more flexible and reliable grid system when there is more supply than demand
- Deloitte's, analysis indicated that by 2030, the Largest US electric companies could collectively spend upwards of \$1.8 trillion to strengthen and decarbonize the grid.
- Balance of System (BOS) will play a larger role in increasing the performance and minimizing the cost of utility-scale PV installations

ADDITIONAL SALES OPPORTUNITY

- Solar farms, along with being a power generation utility are also a Network Infrastructure end user. They will have network needs typical of enterprise networks and data centers.
 As such, they will automatically be users of the entire range of Panduit network infrastructure products such as fiber optic and copper connectors, cables, pathways, racks, cable management systems and cabinets.
- Energy Storage plays an important role in the balancing act and helps to create a more flexible and reliable grid system when there is more supply than demand. This presents an opportunity to sell Panduit's electrical and network solutions.

FAST FACT



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VALUE CHAIN Solar Farm Developer Design & Engineering Construction & Commissioning Operations & Maintenance OEM Construction

Power Distribution Substation

Energy Storage

SOLAR PV SYSTEM CONFIGURATION - LARGER COMMERCIAL & UTILITY

Annuity Sales Opportunity

- Typical OEM Panel, Array, Combiner box, Inverter Box, Wire Harness, Transformer Manufacturer
- New Construction: \$1000 installed components sales opportunity per mega watt or 4000 panels

OEM

Design & Construction

PROJECT TIMELINES & KEY MILESTONES

- Construction timeframe is typically approximately 10 Months
- Grounding and Bonding is specifiable and brand selection is made separately from other balance of system solutions
- Grounding and Bonding solution provider holds key position in the opportunity
- PV Wire Management represents biggest pain point during construction

ADDITIONAL RESOURCES

Solar Solutions Microsite

Solar Solutions Brochure

Solar Solutions Overview

Understanding the Balance Of System Infograph

Renewable Energy & Electric Vehicle Roadmap

Sample Bag: Part No. SOLAR-BAG

Sample Bag: Part No. SBAG-ID

SOLUTIONS MATRIX

Parellaria Confine Bot Inverted Transformer Substation Refronted Life Store Life Store Confine Bot Life Store Life

Remote Data Center

Control &

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GROUNDING CONNECTOR SOLUTIONS							
CTAPR Series Grounding Connector	•	•	•	•			
Mechanical Connector Split Bolts	•			•			
Service Post	•			•			
Grounding & Fence Clamps	•			•			
CT-2980/STBT	•	•	•	•			
CT-2931/STBT	•	•	•	•			
POWER CONNECTOR SOLUTIONS							
Aluminum & Copper Lugs		•	•	•			•
Aluminum Splice		•	•	•			•
Braided Bonding Straps							
Lay-In Lugs	•	•					•
Aluminum Mechanical Lugs		•		•			•
Ring Terminals		•	•				•
Fork Terminals		•	•				•
CT2300/ST Series		•	•				•
CT-1550 Crimp Tool		•	•				•
CD-550 Die Insert		•	•				•
CABLE MANAGEMENT SOLUTIONS							
Edge Clip with Cable Tie Mounts	•		•				•
Metal Solar Edge Clip			•				•
Plastic Solar Edge Clip	•		•				•
GTS-E	•	•	•				•
GTH-E	•	•	•				•
Weather Resistant Nylon 612 Cable Ties	•	•	•		•		•
Weather Resistant Nylon 12 Cable Ties	•	•	•		•		•
Weather Resistant Nylon 6.6 Cable Ties	•	•	•		•		•
StrongHold Fully Coated Stainless Cable Ties	•	•	•		•		•
UV Rated CLT	•	•	•				•
MLT Double Loop Cable Cleat Configuration						•	•
Polymer Trefoil Cable Cleat Configuration						•	•
Polymer Cable Cleat One-Hole Configuration						•	•
Polymer Cable Cleat Two-Hole Configuration						•	•
SS Solar Wire Hanger	•						

Parellkray Condinat Box Inverted Transformed Stransform Secretaries Fire Stores

DENTIFICATION SOLUTIONS								
TDP43ME Desktop Printer	IDENTIFICATION SOLUTIONS							
Arc Flash Labels Self-Laminating Wire Markers Continuous Tape Continuo	PXE™ MP300 Mobile Printer	•		•	•	•	•	•
Self-Laminating Wire Markers Continuous Tape Heat Shrink SAFETY SOLUTIONS Pre-Printed Solar Labels Detectable Tape Lockout Padlocks Barricade Tape Lockout Device Lockout Device Lockout Padlocks Barricade Tape Lockout Device Barricade Ta	TDP43ME Desktop Printer	•		•	•	•	•	•
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Heat Shrink SAFETY SOLUTIONS Pre-Printed Solar Labels Detectable Tape Detectable Tape Lockout Padlocks Barricade Tape Lockout Padlocks Lockout Padlocks Barricade Tape Lockout Padlocks Lock	Self-Laminating Wire Markers	•		•	•	•		•
SAFETY SOLUTIONS Pre-Printed Solar Labels Detectable Tape Lockout Padlocks Barricade Tape Detectable Tape De	Continuous Tape	•		•	•	•		•
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SmartKeeper RJ45 Blockout Device SmartKeeper USB Type A Blockout Device SmartKeeper USB Type C Blockout Device • • •	RJ45 Plug Lock-in Device						•	•
SmartKeeper USB Type A Blockout Device SmartKeeper USB Type C Blockout Device • •	LC Duplex Adapter Block Out Device						•	•
SmartKeeper USB Type C Blockout Device	SmartKeeper RJ45 Blockout Device						•	•
	SmartKeeper USB Type A Blockout Device						•	•
SmartKeeper Master Key ● ●	SmartKeeper USB Type C Blockout Device						•	•
	SmartKeeper Master Key						•	•

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