



Engage Low-to-Moderate Income Customers with Solar + Storage

Support your low-to-moderate income (LMI) customers with a turnkey solar + storage solution that costs them nothing to install – made possible by Generac Grid Services (GGS) and PosiGen. Program participants will receive a PWRcell solar + storage system **regardless of their FICO score** and **with no money down** at installation. PosiGen will own the system and GGS will ensure its optimal performance in your incentive-based energy storage system (ESS) program, providing your LMI customers with access to low to no-cost, clean energy.

Financing for the LMI Segment

PosiGen's unique financing supports customer enrollment into utility programs while enabling LMI customers to reap the benefits of PosiGen-owned and maintained solar + storage. LMI customers gain access to clean energy generated onsite with:

- No credit check
- No down payment
- Low fixed monthly payments

Designing Effective LMI Programs

Generac Grid Services works with our utility partners to develop effective ESS programs that provide the incentives required to support this unique offer, including:

- Upfront and performance-based incentives
- Integration with existing programs
- Value-stacking ESS to justify incentives
- Marketing and customer acquisition plans (working jointly with PosiGen)

PWRcell Backup Solutions

PWRcell provides utilities with up to 18kWh of usable capacity when grid tied, and keeps the lights on for LMI customers during outages.



ABOUT GENERAC GRID SERVICES

Generac Grid Services is a group of Generac, a leading designer and manufacturer of energy technology solutions and other power products. Generac Grid Services is changing the way the world generates and uses electricity. From turnkey solar + storage solutions, to backup generators, additional distributed energy resources and virtual power plant software, Generac Grid Services is accelerating the world's transition to a cleaner, more reliable power grid.