



## Unlock The Value Of Solar Storage With The **Stem Partner Program**

From creating new revenue streams to reducing energy costs, solar + storage offers incredible value to solar EPCs and end-users alike. Understanding how adding storage to solar projects can boost project benefits can be challenging, but through the Partner Program, Solar Partners can discover how to maximize viable opportunities through increased attachment rates.

To provide the resources needed to attain solar + storage success at every level, Stem invites you to collaborate with us in our Partner Program. Become a partner and gain access to these and many more benefits:



### **Higher Margins on Projects**

Increased storage attachment rates adds value to your deals



### **Stay on the Cutting Edge of the Energy Storage Market**

Stay on top of all new storage opportunities and ahead of the competition



### **More Value for Your Customers**

More solutions to your customers' problems means more deals for you

Through Stem University, Stem's online education portal, our Partner Program gives you access to educational resources and certifications for Sales, Sales Analytics, and Deployment. These courses are designed to provide hands-on business and technical training for sales professionals, sales analysts, and project managers. The resources available in Stem University give you the power to identify and address customer needs, creating mutually beneficial deals with added value for everyone involved.

# What Does the Stem Partner Program Have to Offer?

In addition to the resources and training available in Stem University, the Stem Partner Program offers its Partners a variety of attractive benefits. From leads and co-marketing dollars, to enhanced training and support, the Stem Partner Program empowers you to be successful along every step of the project life cycle.

## Stem Lead Program



- Available to Certified and Premier Partners
- End-User Leads are distributed to partners quarterly based on a combination of need/territory/fit
- Each ensuing quarter, access to new leads for all parties is contingent on Stem's receipt of the prior quarter's lead reports

## Stem MDF Program



- Available to Premier Partners
- Partners who match funds have the opportunity to receive more funds from Stem
- Stem and the Partner use quarterly business reviews to:
  - See results of the current quarter's co-marketing efforts
  - Plan for next quarter's co-marketing funds
- Funds available for mutually agreed-upon activities promoting Stem Products and Services

## Stem Early Offering Access Program



- Available to Premier Partners
- Up to three weeks prior to broad release of new markets, applications, and hardware partnerships, Premier Partners will be:
  - Notified via email and in-person communication
  - Trained and authorized to sell via exclusive webinars and in-person training

## Stem Project Construction Support Program



- Available at to all Partners
- Includes assistance from an experienced Stem Project Manager to provide consultative support for project design and implementation, onsite construction training, and inflight project support
- Certified and Authorized Partners are entitled to Stem Project Construction support for a fee
- Premier Partners are entitled to Project Construction Support for free.