

Virtual Power Purchase Agreements (VPPA) are a commonly used solution to meet short and long term renewable energy goals because they are scalable and provide access to the favorable economics of utility-scale renewable projects.

Kinect Energy maintains a large and growing portfolio of VPPA projects to ensure we have insight into current market trends and the best options for our client's off-site renewable energy needs. We currently have over 100,000 MW of wind and solar projects across 32 states and 16 developers that are scheduled for completion in the next two years. VPPA placement is done

The Kinect Energy advantage is a fee structure that is half what is charged by other national brokers, creating more value for our clients.

via a brokerage model, so there are no up-front costs to the client, but Kinect Energy receives payment from the developer in the event that a VPPA contract is signed.

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Kinect Energy's VPPA brokerage service leverages our deep electric market and risk management experience to deliver the best value to our clients. The overall VPPA selection process is outlined on the following page.



1 CLIENT NEEDS ASSESSMENT

- Goals and objectives definition
- Driver characterization – economic vs. environmental
- Project Preferences – technology, location, terms, additionality
- Desired timeline
- Outcome: roadmap for high-level market review

2 HIGH-LEVEL MARKET REVIEW

- Opportunity identification & presentation
- Ranking of project opportunities
- Outcome: prioritized project list for in-depth investigation & review

3 IN-DEPTH OPPORTUNITY ANALYSIS

- In-depth economic analysis of priority projects
- Project risk assessment – quantitative and qualitative review of project, developer & market risk
- Outcome: In-depth analysis to support project selection

4 PRIORITY PROJECT PRESENTATION

- Presentation of in-depth economic analysis
- Presentation of risk assessment
- Discussion with client team on project benefits and risks
- Outcome: project selection for contract negotiation

5 CONTRACT NEGOTIATION

- Update priority project offers
- Review contract terms to identify potential issues & minimize risk
- Negotiate final contract terms to meet client goals and objectives & minimize risk
- Outcome: final contract for execution



Kinect can also provide post-contracting services including: VPPA marketing and carbon accounting analysis and advice, REC management services, and verification of project production and invoicing.

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