

## Delivering on its Promise: Upsolar's Best-In-Class Warranty is Unmatched in the Solar Industry

By Tony Foster, North America Sales Director, Upsolar

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One of the many benefits of solar PV modules is the long-term warranty included with the products. The warranty brings the peace of mind that – in the event that the purchase is damaged or malfunctions during the warranty period – it can be repaired at little to no cost.

In the past, the validity and reliability of such warranties was not much of a consideration. Today, however, with commercial and utility-scale PV systems costing in the hundreds of thousands or millions of dollars, it is becoming commonplace for customers and their financial partners to consider not only the quality of the product, but also the type of warranty offered and how that warranty is backed up.

It is important to understand that all warranties are not created equal. Warranties are not worth the paper they are printed on if the terms are so unfavorable to the customer that they offer little value, or if there is no guarantee that the company backing the warranty – typically the manufacturer – will remain in existence for 25 years.

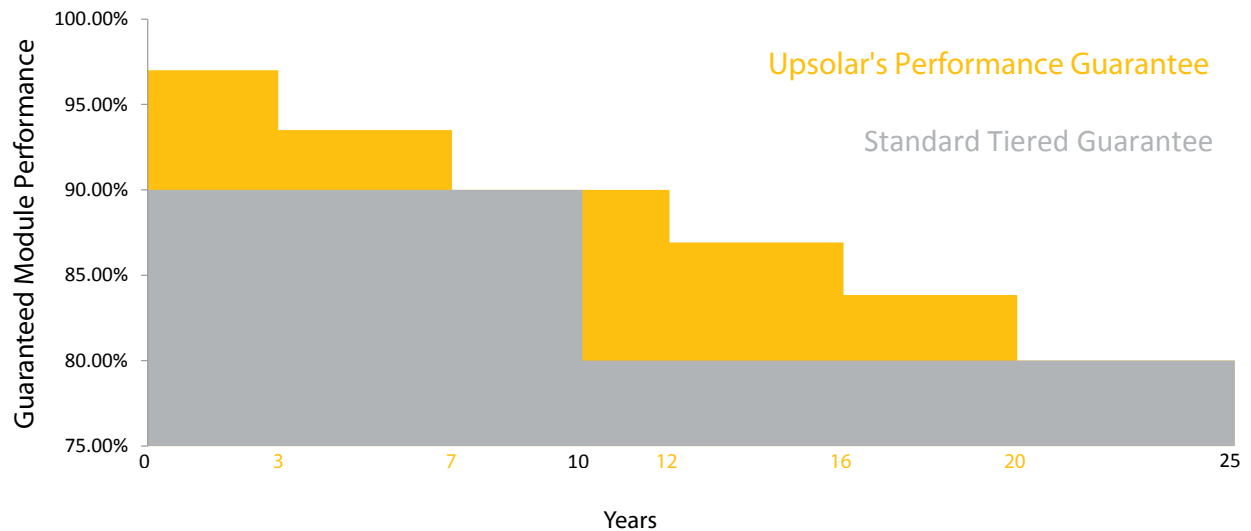
Upsolar is an international developer and producer of high-quality, reliable solar PV modules offered at competitive prices. Utilizing components from trusted manufacturers around the world, we provide customers with PV modules for commercial and utility-grade installations, including grid-connected field arrays, tracking systems and large-scale building-integrated photovoltaic (BIPV) projects.

Beginning December 31, 2010, Upsolar's PV modules will be backed by PowerGuard Specialty Insurance Services' comprehensive PowerCLIP warranty. Upsolar's PowerCLIP warranty is unparalleled in the industry, offering the most contractual liability coverage available for solar PV manufacturers. PowerCLIP securitizes and "back-stops" Upsolar's warranty coverage – a significant added benefit for Upsolar's customers as well as for the banks, lenders and investment firms who support them.

The PowerCLIP warranty has many advantages. Chief among them is that it is non-cancellable, meaning the warranty will be honored over 25 years regardless of Upsolar's solvency or existence. In addition, the PowerCLIP warranty provides protection from serial defects, delaminating of modules, backs Upsolar's new enhanced Limited Peak Power Warranty and provides immediate coverage, as opposed to the usual two- to five-year waiting period imposed by other insurance policies.

Most importantly, the PowerCLIP warranty provides unprecedented protection through highly rated, internationally recognized insurance providers (A.M. Best-rated "A" or better), thus guaranteeing they will be in business to honor all future claims. This "bankability" feature of the PowerCLIP warranty mitigates the risk to lenders and assures them that Upsolar products are a sound investment.





Indeed, the PowerCLIP warranty was designed with the aim of appealing to project lenders skeptical of a solar provider's ability to honor a multi-decade warranty. With the availability of credit growing ever-more scarce, warranty issues may leave lenders feeling reluctant to lend against large-scale solar projects.

In order to best attract investors in commercial and utility-scale systems, and to enhance our contribution to the expansion of sustainable technologies, we are including the added layer of security offered by PowerCLIP. With its double coverage feature, the new Upsolar PowerCLIP warranty provides the safety net that developers and financiers of solar projects are seeking.

PowerGuard has historically accepted only five percent of warranty applicants. Their decision to back Upsolar's products is based largely on Upsolar's "Excellence at Each Step" integrated manufacturing approach.

Upsolar's independent third-party QC auditors and our rigorous testing procedures ensure that we deliver only the highest quality PV modules. Our state-of-the-art Test and Development Centre is focused on the testing of PV module materials, components and technologies. After selecting the best components, we develop prototype modules that are tested under harsh environmental conditions – including ambient temperature variations, high moisture exposure and ultraviolet rays – in order to validate their level of performance.

In addition, our team at the Test and Development Centre works in conjunction with independent third-party laboratories to test our products and to update our certifications of conformity to international standards for each design. Once a component goes into production, quality control engineers are stationed at our manufacturing partners' plants to guarantee that our high standards are met at each stage of the production process.

The regular feedback we receive from customers who use our products under harsh environmental conditions reinforces our confidence in their quality. To further elevate this confidence, we elected to invest in world-class warranties backed by highly reputable, internationally recognized insurance providers.

Upsolar's PowerCLIP warranty also includes step-down Limited Peak Power Warranty with six trigger points; at years 3, 7, 12, 16, 20 and 25 (far superior to the industry standard output guarantee with two trigger points at years 10 and 25) and five-year product coverage for defects in materials and workmanship.

The highly volatile solar industry will inevitably suffer attrition, leading to the eventual insolvency of many suppliers in the future. This will leave some customers with no support or warranties for their hefty investments. In contrast, Upsolar has chosen to provide our customers with what we believe to be the best warranty in the industry. We would do no less: our reputation as a leader and innovator in the solar industry is firmly based on our commitment to quality and our long-term relationships with our customers.

While the solar industry is rapidly changing, Upsolar's combination of high quality products, competitive prices, world-class warranties and bankability makes us the leading choice in the worldwide solar market.

For more information on Upsolar, please visit the website at-

[www.upsolar.com](http://www.upsolar.com)