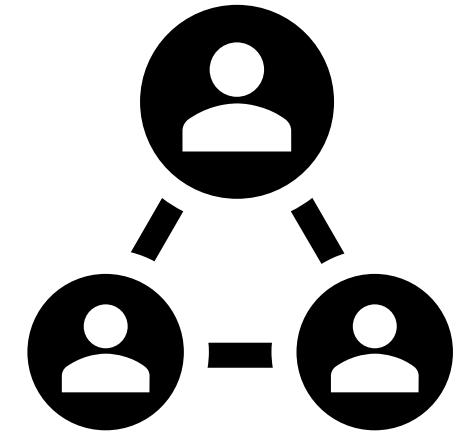


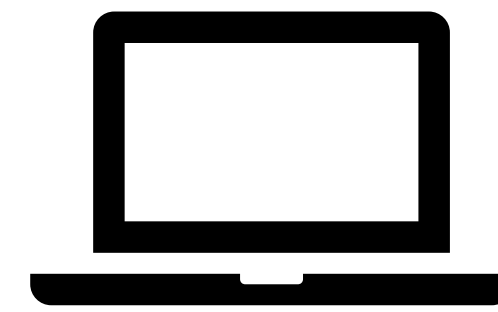
Challenges Facing the Solar Industry

Rapid Growth



Prior to the IRA, forecasted annualized growth within the solar industry saw a rate of 21% over the next five years. New and continued tax incentives through the IRA will result in an even sharper incline in organic growth and scaling through acquisitions, presenting new challenges to existing operating models.

Tech Maturity



In preparation for rapid growth, businesses need to streamline operations and optimize their technology stack. Having the right tools / ERP systems in place increases productivity and reduces license and support costs, allowing your organization to focus on revenue generating activities.

Cybersecurity



Complex hosting environments, patchwork cybersecurity tools and an unclear IT strategy can lead to increased exposure to threats. These critical cybersecurity gaps open the door to ransomware attacks, data loss, business disruptions and access outages to key applications. Impacts can range from minor inconveniences to catastrophic financial losses

What Can You Do to Get Ahead of These Challenges?

M&A Capability

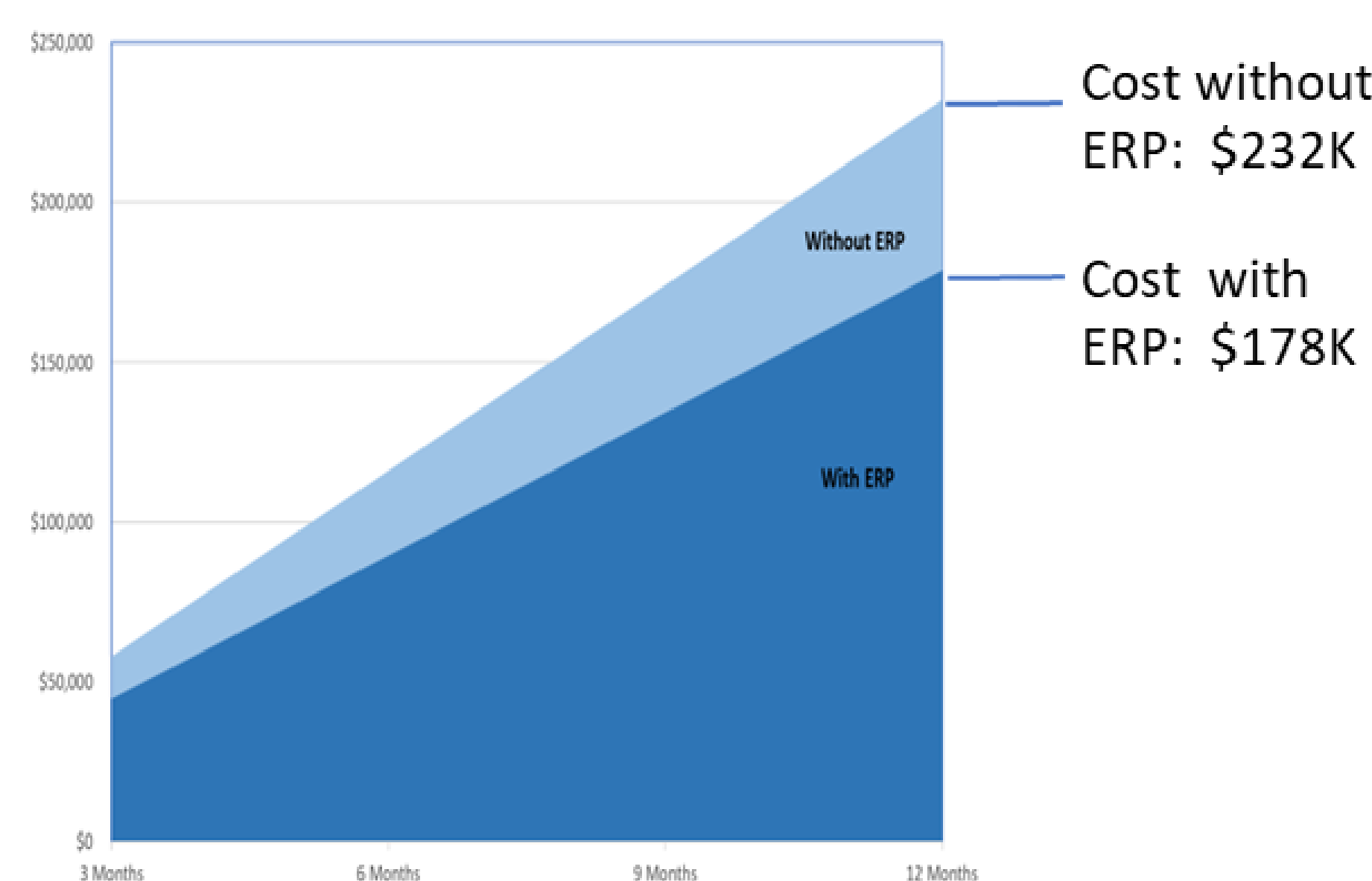
Robust Financial and IT M&A diligence processes can identify risks, value drivers and growth opportunities that may impact deal valuation. This also involves understanding organizational structure and business processes to ensure you are ready to scale.



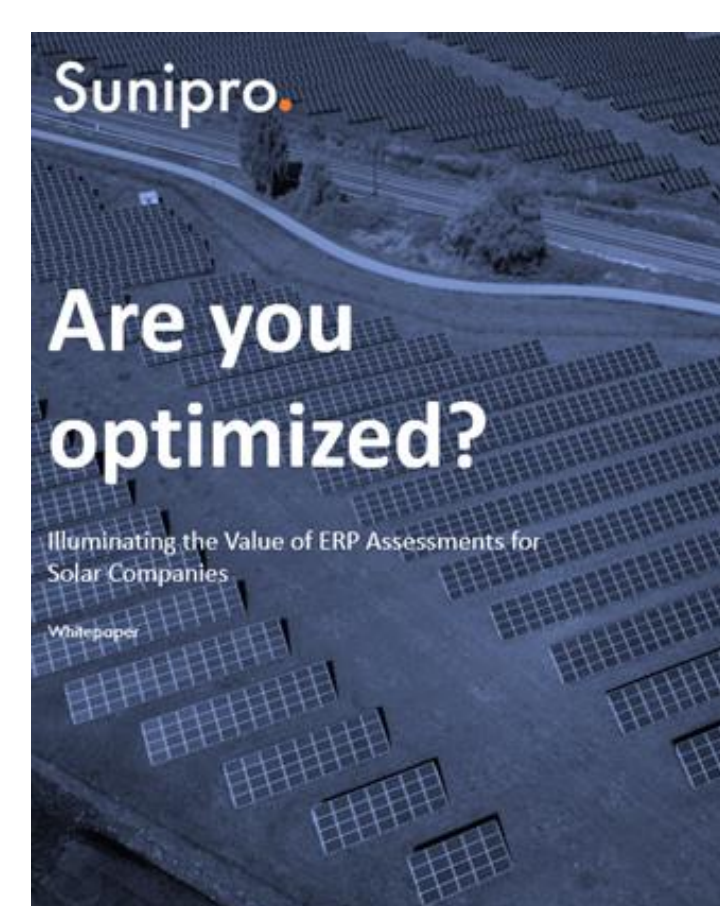
Technology Assessments

Leveraging proven assessment methodologies provides a clear view of current technology gaps by conducting a rigorous evaluation and scoring process.

Annual Operational Cost of Midsize Co.



Scan QR code below to read our Solar ERP White Paper



Understand Cybersecurity Posture

Rigorous security reviews provide critical information about your how your tools, infrastructure landscape and organizational structure can impact cybersecurity posture:

- Evaluate existing security controls
- Identify critical security concerns, increasing the organization's resistance to common attacks, such as ransomware and phishing
- Ensure the target is ready to scale to meet the strategic objectives of the investment



- Evaluate existing roadmap (12-18 months) for alignment with business strategy**
- Evaluate ability of existing team to execute on existing roadmap**
- Assess:**
 - Executive leadership
 - Team size and structure
 - Skillset gaps
 - Key-person risks
 - Hiring and training process
- Assess overall cybersecurity posture**
- Review past incidents and remediations**
- Evaluate existing security controls**
- Evaluate sensitive data policies and compliance**
- Review back-office infrastructure against business objectives**
- Assess hardware assets (end-user devices, firewalls, switches)**
- Evaluate back-office application processes**

	Does Not Exist	Primitive	Operational	Optimized
Governance	●			
Protection		●		
Detection				●
Response			●	
Recovery		●		

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