

Boost your solar project pipeline

Let's help more customers access Solar PV



Helping businesses to access the solar opportunity

As the UK moves towards its target of net zero emissions by 2050, and many businesses strive to make a 'green' recovery from Covid-19, Solar PV could help organisations of all shapes and sizes to become more sustainable. That's why more businesses are seeking solar solutions, as they try to reduce their carbon footprint and use less grid energy, which is becoming increasingly expensive.

As an installer, you might not be seeing this increased interest in Solar PV reflected in your pipeline. That's because many businesses are falling at the final hurdle - funding. Lots of businesses simply cannot afford the upfront costs involved in installation, which means they can't get their Solar PV projects off the ground.

That's why we want to work with you to help businesses to access the benefits of Solar PV. We can fully fund the installation of Solar PV projects for your prospective customers, and you can install them - or simply earn a referral fee for projects that we design and install ourselves. As you can offer your customers a fully funded solution, you should be able to close more deals, more quickly - and we'll be able to reach more customers with our funding.

A flexible partnership

Forming a partnership with us has never been easier, and we're ready to work with you. You can either:

Bring us projects from any of your customers that would benefit from a solar project but don't have the funding required to get a Solar PV installation off the ground. We'll agree the specification with you as the installer and then assess whether their project is eligible for funding from us. If it is, we'll provide them with the finance they need through a Power Purchase Agreement (PPA), and once the finance is in place, you can install the asset on their site.

Earn a referral fee by sending us the details of any customers that you think might be interested in a PPA and we will assess the opportunity on your behalf.



Take advantage of fully funded solar energy

We are looking for creditworthy clients that are assessing options to save money on their utility bills through installing fully funded solar panels.

We cover the development, construction and operational costs of the plant, based on a long term contract with the client.

We recover our investment through the sale of the solar electricity produced at a competitive price to the client.



Our ideal customer will:

Use > 1,500 MWh of electricity per year

Has a potential to install 150 kWp per site

Has a roof or ground space with a min. of 1,500 sqm

Turnover > £10 million per year

Be paying at least 9p per kWh for electricity

Has multiple sites

Think you have a suitable client?

We fund PPA's to SMEs and industrial clients ranging from schools to large manufacturing corporates. Our in-house development team can provide an assessment of your potential client.

Client benefits:

- Zero upfront costs
- Competitive PPA electricity rates and conditions
- Visibility of the electricity price generated by the solar panels
- Green energy marketing credentials
- Flexibility for exiting the PPA contract

Working with you to become your ideal partner

AMP Clean Energy is a distributed energy company which funds and develops low carbon heat and power assets, including Solar PV and supplies biomass heat services. We help UK businesses and organisations unlock the potential of decentralised, sustainable energy which supports the UK's transition to net zero. We are backed by a €1bn fund and have an established track record, with £100m already deployed in low carbon assets across 170 different projects.



Why do customers choose our fully funded solution?

By giving your customers access to our fully-funded solution, the potential to expand your pipeline increases as you can offer the following to your clients:

Low carbon, renewable electricity, without any initial investment or operational risk

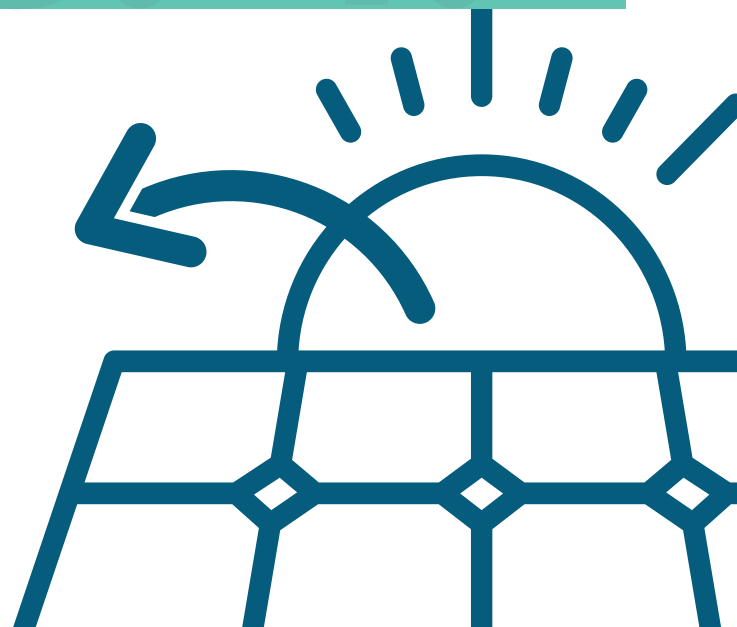
Long-term security of electricity supply

Protection from volatile electricity price rises

Low cost energy throughout the agreement

Have you installed a Solar PV system in the last 5 years?

We can buy back Solar PV systems that you have installed. Our in house team can assess any opportunities you would like to discuss.



Your questions answered...

What do I need to bring to the partnership?

You will put us in touch with potential customers and install any solar projects that are approved for funding.

What is a PPA?

A Power Purchase Agreement (PPA) is essentially a long term contract executed with a creditworthy client to buy the electricity produced by the solar panels. The PPA contract provides the client electricity price certainty and gives us a predictable revenue stream.

What is the contract term?

We offer 15, 20 and 25 year contracts. The longer the contract, the more competitive PPA tariff we can offer.

Why is AMP Clean Energy different?

We have our own funding facility, so we skip intermediary funding and PPA agents. Our inhouse development team is highly experienced on connections and permitting matters.

What does AMP Clean Energy bring to the partnership?

We'll provide the funding for the installation of the solar project through a Power Purchase Agreement (PPA) with the customer. We'll own the asset, and take responsibility for all of the service and maintenance requirements for the duration of the contract with us.

How long does it typically take for funding for solar projects to be approved by AMP Clean Energy?

Once the projects are approved by our investment committee, we've obtained the connection offer and the planning permission (if required), we reach financial close. After this point, we can release the funds immediately as we have our own funding vehicle.

What are the basic documents we need the client to sign?

The issued PPA offer includes the below documents:

Heads of Terms

We ask for an exclusivity period of 3 to 6 months. During this period we carry out a financial and technical due diligence i.e. (site and structural surveys).

Letter of Authority

This letter allows us to assess the technical and financial feasibility of connecting the solar project, but does not give us any rights over the client's business or create any obligation to proceed with the project.

Partner with us today

If you have any projects you think might be suitable, call us today on 0800 157 7331 or email solar@ampcleanenergy.co.uk.

