

SolarClean.

Giving Solar Panels a Shine

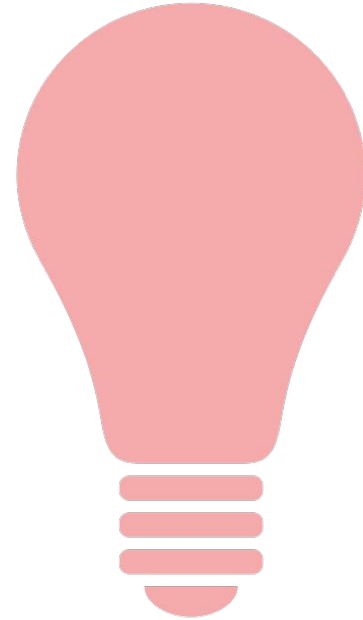
INSPIRATION.

How were you led to this product?

- A friend's complaint

Who contributed to the product idea?

- Sriya and Jinwoo



PROBLEM.



- Dust reduces efficiency by 25~30%
- Manual cleaning is difficult and inefficient
- Goal: bring back the efficiency by the same percentage

OUR TEAM.

Rising rookies in Silicon Valley

Santa Teresa High School

Jinwoo Park, 12

Daniel Binoy, 11

Francis Indaheng, 12

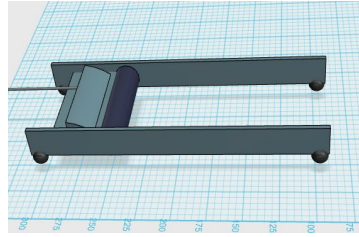
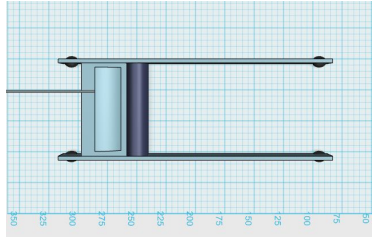
Warms Springs Elementary School

Sriya Bairy, 6

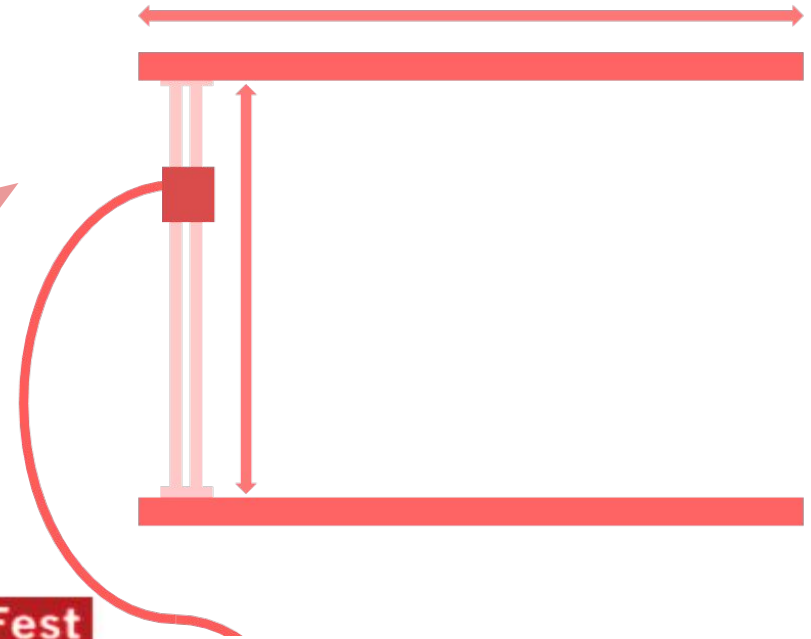
SOLUTION.

Mechanized Solar Panel Cleaning

Version 1.1



Version 5.4



ASSISTANCE.

As a startup how did you collaborate with the world and seek help?

- Industrial Applications
- Ecoppia, NOMADD
- Industrial→ Consumer Level



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Market Analysis.

COMPETITION.

Manual

- Not very thorough
- Inconvenient (distance)
- Already has a buyer community



SolarClean

- Very thorough
- Stays at the house
- New product
- Relatively larger initial cost
- Consumer Niche: Busy professionals

MARKETING AND SALES.

Recommendation System

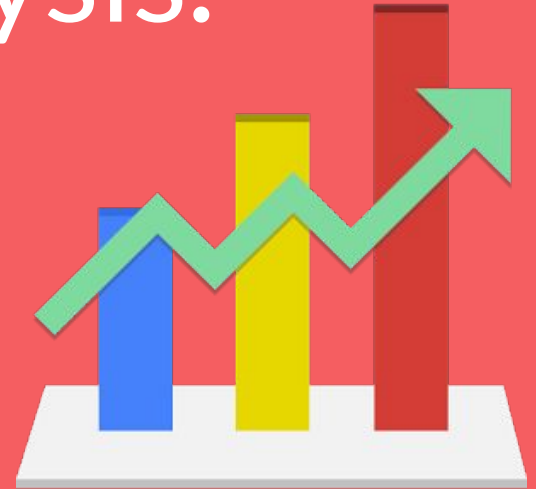
Partnership

Direct Sales

Online sales



Financial Analysis.



BUSINESS MODEL.

Focus on direct sales for a bottom-up approach



Identify need →

Create product →

Discover customer niche →

Market and sell product

MATERIAL COST.

Parts	Cost (usd)
x railing	\$20
device casing	\$1
y railing	\$60
fan	\$0.50
hose adapter	\$0.50
motors (2)	\$104
solar panel	\$16
arduino	\$7
buzzer	\$0.97
wifi(esp8266)	\$4
stop valve	\$9
brush	
servo for stop valve	\$10
	Total Cost(usd)
	\$233

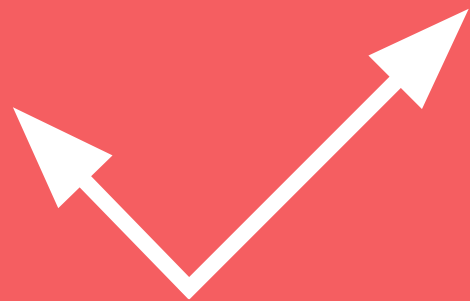


FINANCIAL PROJECTIONS.

	Past Year	Q1	Q2	Q3	Q4	TOTAL 1st Year	TOTAL 2nd Year	TOTAL 3rd Year
REVENUE	0	\$9,000	\$11,250	\$15,000	\$16,667	\$51,917	\$74,250	\$121,667
COGS	0	\$4,266	\$5,332	\$7,110	\$7,900	\$24,608	\$36,500	\$40,667
R&D	0	\$500	\$550	\$600	\$650	\$2,300	\$3,000	\$4,000
G&A	0	\$650	\$650	\$650	\$650	\$2,600	\$4,000	\$5,250
EBIT	0	\$3,584	\$4,718	\$6,640	\$7,467	\$22,409	\$42,642	\$71,750

DEMO

TIME!

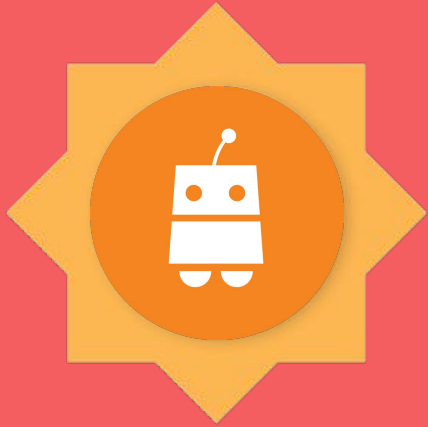




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THANK YOU.