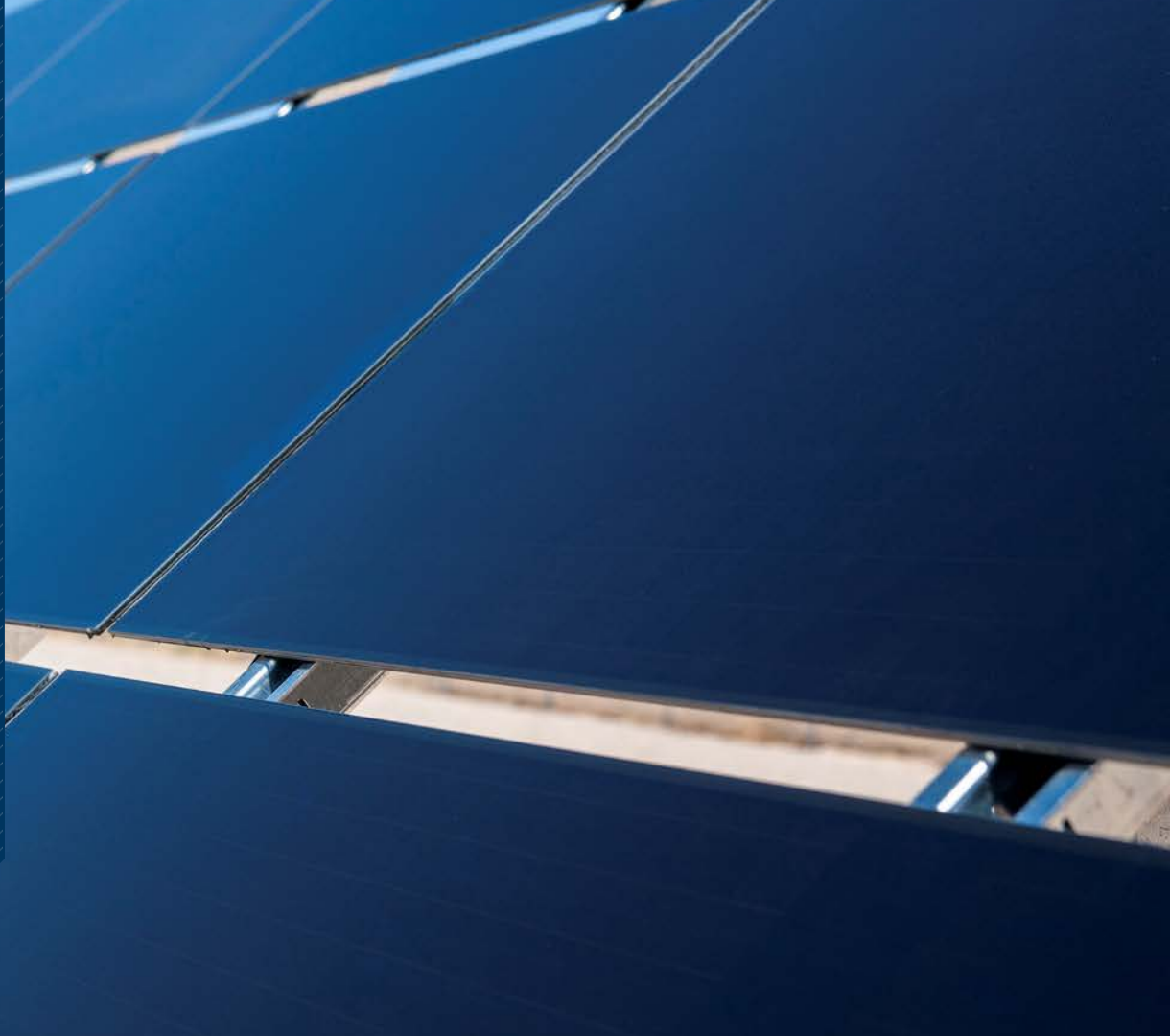


# FIRST SOLAR ENERGY SERVICES:

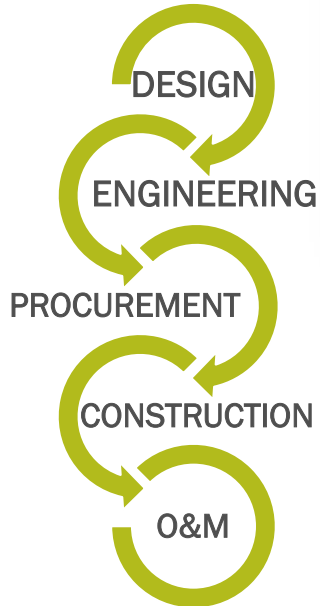
## SUPPLY INTRO









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Procurement & Contracting  
Department



# THE FIRST SOLAR *ADVANTAGE*

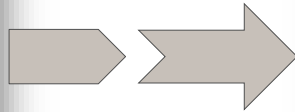


- Over **17 GW+** modules deployed / **7 GW+** of Power Plants under operations globally
  - **LONGEVITY** of regional Power Plant operations
    - *most solar plants are designed to operate for 25 plus years*
  - Strongest balance sheet in the Solar industry
    - *\$9B in facilitated financing and \$2B net cash*
  - Leader in every facet of solar industry
- |  |  |   |  |
|--|--|---|--|
|  Grid Integration & Plant Control Systems |  Engineering & Plant Optimization |  Project Development                   |  Project Finance          |
|  Advanced PV Modules                      |  Balance of Systems Technologies  |  Procurement & Construction Advisement |  Operations & Maintenance |
- Opportunities for supply of **SERVICES** and **TANGIBLES** of almost **EVERY** type and industry
    - *Become setup and be added to our GLOBAL list of Suppliers, Vendors, Subcontractors, and Consultants*

# OUR SCALE DRIVES THE OPPORTUNITIES FOR EXTERNAL SUPPORT...

## Average components in 1MW Block

- 3+ acres of solar modules
- ~17,000 solar modules
- 1,000+ strings
- 35,000+ connectors
- 1,500+ fuses
- 2 inverters
- 1 transformer
- 1 mile of wiring
- 0.1 weather stations



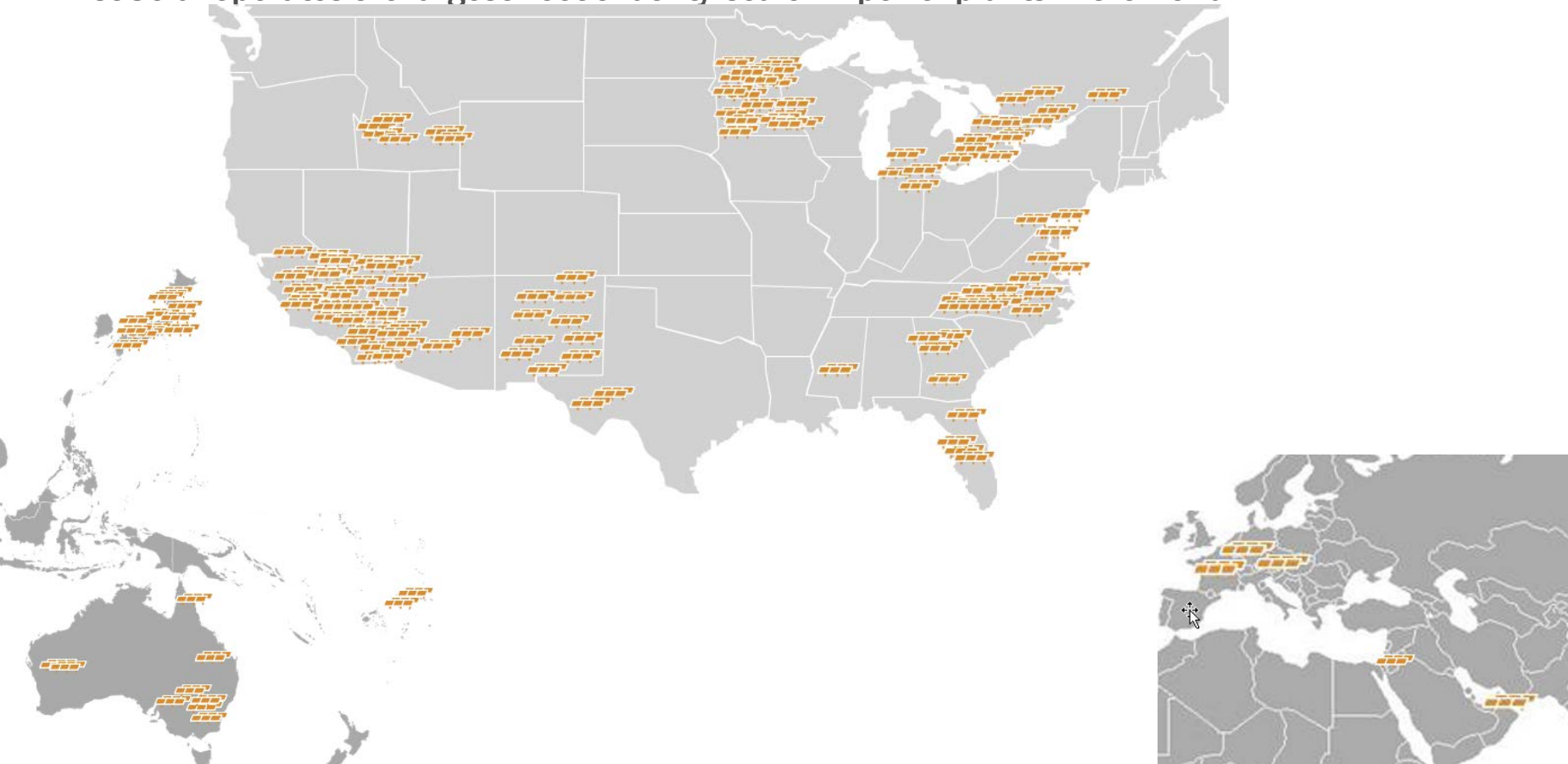
## Average components in 250MW Plant

- 750 + acres of solar modules
- ~4.25 million solar modules
- 250,000+ strings
- 8.75 million + connectors
- 375,000 + fuses
- 500 inverters
- 250 transformer
- 250 miles of wiring
- 25 weather stations



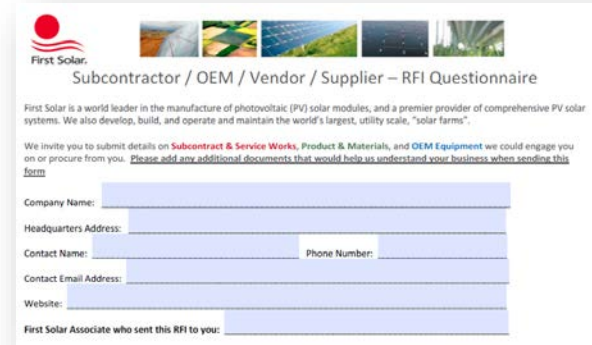
# FIRST SOLAR O&M PLANTS +7GW

First Solar operates the largest fleet of utility-scale PV power plants in the world.



# INVITATION TO POTENTIAL SUPPLIERS, VENDORS, & SUBCONTRACTORS

- We invite you to complete the Request for Information form attached here. Submit it so we can learn more about you and your offerings.



The image shows a screenshot of a web form titled "Subcontractor / OEM / Vendor / Supplier – RFI Questionnaire" from First Solar. The form includes the First Solar logo and a header with five small images of solar panels. The main text reads: "First Solar is a world leader in the manufacture of photovoltaic (PV) solar modules, and a premier provider of comprehensive PV solar systems. We also develop, build, and operate and maintain the world's largest, utility scale, 'solar farms'." Below this, it says: "We invite you to submit details on Subcontract & Service Works, Product & Materials, and OEM Equipment we could engage you on or procure from you. Please add any additional documents that would help us understand your business when sending this form". The form contains several input fields: "Company Name:", "Headquarters Address:", "Contact Name:" (with a "Phone Number:" field to its right), "Contact Email Address:", "Website:", and "First Solar Associate who sent this RFI to you:". All input fields are currently empty.

- To learn more about First Solar, please see our Corporate Overview video, link to view: [First Solar Corporate Overview - YouTube](#)





# Subcontractor / OEM / Vendor / Supplier – RFI Questionnaire

First Solar is a world leader in the manufacture of photovoltaic (PV) solar modules, and a premier provider of comprehensive PV solar systems. We also develop, build, and operate and maintain the world’s largest, utility scale, “solar farms”.

We invite you to submit details on **Subcontract & Service Works**, **Product & Materials**, and **OEM Equipment** we could engage you on or procure from you. Please add any additional documents that would help us understand your business when sending this form

Company Name: \_\_\_\_\_

Headquarters Address: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Contact Email Address: \_\_\_\_\_

Website: \_\_\_\_\_

First Solar Associate who sent this RFI to you: \_\_\_\_\_

### Subcontract & Service Works:

Please indicate what scopes of work you’re interested in performing or contracting for below:

Definitions:

“Self-Perform” → services that you can perform using your own employees.

“Sub-tier” → services that you would subcontract to another third-party or contract entity.

**\*General Electrical AC / DC (up to 1kV)** Self-Perform Sub-tier

**\*MV line or equipment works (12kV to 34.5KVA range)** Self-Perform Sub-tier

**\*HV line or equipment works (34.5V and up range)** Self-Perform Sub-tier  
*(Cable Splicing & Terminations (T-Body, spade, etc.), Vacuum/SF6 breakers, Motor/Manual Disco, etc.)*

**\*Overhead Line Work** Self-Perform Sub-tier  
*(Overhead cable, Transmission Pole work, isolator cleaning and inspection, etc.)*

**\*Substations** Self-Perform Sub-tier  
*(GSU Transformers, Relays, Switching, Capacitor Banks, etc.)*

**\*Electrical Testing – MV / HV** Self-Perform Sub-tier  
*(TTR, VLF, Megger, Low-OHM, PT/CT, Ground Resistance, etc.)*

**\*SCADA / DAS system** Self-Perform Sub-tier

**\*Data Com, Communication maintenance & repair** Self-Perform Sub-tier  
*(Fiber Cable work, Interconnection equipment work, etc.)*

**\*CCTV maintenance & repair** Self-Perform Sub-tier  
*(Camera calibrations, camera replacement / repair work, etc.)*

**\*Transformer Field & Shop repair (500KVA – 2MVA, GSU)** Self-Perform Sub-tier  
*(Leak Repair, Pressurization, Bushing Repair, Oil Sampling, In-Shop Rebuilding of units, etc.)*

**\*Confined Space Services** Self-Perform Sub-tier  
*(Provide Equipment for self-performed and secondary Work in Vaults and GSU transformers, etc.)*

\*HVAC  Self-Perform  Sub-tier

\*Well / Pumps / Septic  Self-Perform  Sub-tier  
*(Septic System maintenance and pumping, Well system Maintenance, Water Pump system, above and below ground water storage tanks etc.)*

\*Building Maintenance, Janitorial Services  Self-Perform  Sub-tier

\*Crane, Rigging, Transportation, Fork-lift, Flatbed  Self-Perform  Sub-tier  
*(Lifting, Setting, transporting on site Transformers, Switchgear, and other loads from 10,000 pounds (4,500kg) up to 30,000 pounds (13,000 kg)*

\*Land Maintenance  Self-Perform  Sub-tier  
*(Erosion Control / Remediation, fix drainage issues, SWEPP, Retention Basins, Landscaping and irrigation/drip system work)*

\*Weed Abatement / Growth Control  Self-Perform  Sub-tier  
*(Mowing and grass cutting, chemical growth control / stunting of grass growth, Post-Emergent and Pre-Emergent abatement of broadleaf weeds or invasive weeds \*\*\*able to perform in confined space areas, in and around post mounted structures and buildings\*\*\*)*

\*Hydro Seeding  Self-Perform  Sub-tier  
*(Hydro Mulching and Seeding \*\*\*able to perform in confined space areas, in and around post mounted structures and buildings\*\*\*)*

\*Pest Control  Self-Perform  Sub-tier  
*(Application of pesticide, bating, trapping, removing, and other control methods against insects, reptiles, or mammals which are classified pests \*\*\*able to perform in confined space areas, in and around fixed post structures and buildings\*\*\*)*

\*Hydrovac / Vacuum Excavation  Self-Perform  Sub-tier  
*(Providing BOTH Hydro Excavation or Vacuum Excavation as well as back fill \*\*\*this is the preferred method of excavation to uncover buried electrical lines in many areas\*\*\*)*

\*Road Maintenance  Self-Perform  Sub-tier  
*(Dirt / Access Road Grading, Repairs)*

\*Dust Control  Self-Perform  Sub-tier  
*(Water Truck, Soil Stabilizer) – able to quickly and effectively spray thousands of acres quickly)*

\*Fence & Gate Repair  Self-Perform  Sub-tier  
*(Chain Link, Manual & Automatic Gates)*

\*General Contractor Services  Self-Perform  Sub-tier  
*(WILLING TO TAKE SOURCE AND TAKE CARE OF ODD TASKS THAT COME UP FROM TIME TO TIME)*

\*Other Services:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Service Field Size:  
**General** information about your work force (further details we'll gather from your billable rates submittal).

Field Employees: \_\_\_\_\_ Vehicles / Equipment: \_\_\_\_\_

Specialty Equipment Details (bucket trucks, skip loaders, hydro vacs, cranes, stinger trucks, etc.):

\_\_\_\_\_  
\_\_\_\_\_

Licenses:

If applicable to your work interests, please list all applicable licenses carried **and** the State / Province they are in:

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**Product & Materials, and OEM Equipment:**

Please indicate what products, materials, or OEM Equipment you distribute or manufacture / service:

Definitions:

“Parts” → provide equipment spare / replacement parts.

“Services” → provides specific services on equipment.

“Distribute” → sell and ship other’s products and materials.

“Manufacture” → sell and ship your own products and materials.

- \*PV Combiner Boxes (1000VDC, 1500VDC, and up)  Parts  Distribute  Manufacture
- \*PV Combiner Boxes w/ Disconnect (1kVDC, 1500VDC, and up)  Parts  Distribute  Manufacture
- \*PV Solar Module Ground Mount Fixed Tilt  Parts  Distribute  Manufacture
- \*PV Solar Module Ground Mount Tracker  Services  Parts  Distribute  Manufacture
- \*PV Solar Modules  Distribute  Manufacture
- \*PV Central Inverters (1000VDC, 1500VDC, and up)  Services  Parts  Distribute  Manufacture
- \*PV String Inverters (1000VDC, 1500VDC, and up)  Services  Parts  Distribute  Manufacture
- \*MV / HV Switchgear or Circuit Breakers  Services  Parts  Distribute  Manufacture
- \*MV / HV Relays (protection system)  Services  Parts  Distribute  Manufacture
- \*MV Pad Mount Transformers  Services  Parts  Distribute  Manufacture
- \*MV / HV Grid Step-Up Transformers  Services  Parts  Distribute  Manufacture
- \*UPS and Batteries  Services  Parts  Distribute  Manufacture
- \*Capacitor Bank or SATCOM (FACTS)  Services  Parts  Distribute  Manufacture
- \*Other Goods or Services & BRANDS / MANUFACTURES DISTRIBUTED:

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**Service areas, Distribution, Manufacturing** Locations:

Address: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country \_\_\_\_\_

Address: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country \_\_\_\_\_

Address: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country \_\_\_\_\_

Address: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country \_\_\_\_\_

Address: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country \_\_\_\_\_

Address: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country \_\_\_\_\_

**PLEASE ATTACH**

Line Cards or Key Product Brochures:

Please provide any line card and key product information with this RFI for First Solar's review and consideration.

Subcontract and Service Works → Time & Material / Billable Rates:

Please provide any applicable Time & Material / Billable Rate sheets un-planned or on-call services. If you have many broken up by regions – this is ok, please submit those for areas in which you would wish to provide the services listed as work you are interested in providing.

If you wish to have a sample sheet sent to you for reference, please request so when you return the completed RFI and we'll be happy to provide.

Thank you for your time in completing this RFI. You may be contacted subsequently after submittal for further engagement including execution of an NDA agreement and Prequalification package to be added to First Solar's Global list of Service Providers / Subcontractors.

**CLICK Button below to submit by email or email all documents to:  
FSESprocure@firstsolar.com**

**NOTE: Information contained in this RFI or subsequently provided to applicants is sensitive and confidential in nature to First Solar and shall not be distributed or used for any other purpose without written approval from First Solar. This RFI is not an offer or agreement. First Solar is not obligated to contract for any products/services described in the RFI. The assumptions, assessments, statements, and information provided here or later may not be complete.**