

# MEPNN Supplier Scouting Opportunity Synopsis

## Section 1: General Information

|                              |   |
|------------------------------|---|
| Scouting Number              | 2024-338  |
| Item to be Scouted           | Solar Panel Manufacturer/Assembler  |
| Days to be scouted           | 15  |
| Response Due By              | 11/15/2024  |
| Description                  | <p>An international sourcing company is seeking a solar panel manufacturer or assembler located in the U.S., with a preference for New Jersey but not restricted to it. The ideal candidate should be flexible in producing lower wattage panels (e.g., 200Wp) and comfortable with non-utility-scale volumes, starting with a few thousand panels per year. Experience in providing off-grid solutions for applications like RVs and cabins is highly desirable.</p> <p>Detailed technical specifications and drawings will be shared upon signing a Non-Disclosure Agreement (NDA) with potential partners.</p> |
| Notify Requester Immediately | No  |
| State item to be used in     | New Jersey  |

## Section 2: Technical Information

|   |  |
|---|--|
| Type of supplier being sought   | Manufacturer   |
| Reason  | 2nd Supplier   |
| Describe the manufacturing processes (elaborate to provide as much detail as possible)        | Detailed technical specifications and drawings will be shared upon signing a Non-Disclosure Agreement (NDA) with potential partners.                                 |
| Provide dimensions / size / tolerances / performance specifications for the item              | - 200Wp capacity<br>- Specifics will be detailed in the technical specifications provided later  |
| List required materials needed to make the product, including materials of product components | Standard materials for solar panel manufacturing are required, and manufacturers will be familiar with these. Specific details will be provided upon signing an NDA. |
| Are there applicable certification requirements?  | No   |
| Are there applicable regulations?   | No   |
| Are there any other standards, requirements, etc.?  | No   |
| NAICS 1   | 221114 Solar Electric Power Generation   |
| NAICS 2   |  |
| Additional Technical Comments   |  |

## Section 4: Business Information

|   |   |
|---|---|
| Estimated potential business volume                                     | Comfortable with non utility-scale volume: a few thousand panels per year to start with   |
| Estimated target price / unit cost information (if unavailable explain) | To be determined in negotiation. There's no targeted price as customer never worked with a US-based manufacturer before and the product needs certain customization |
| When is it needed by?   | By the end of this year, a small quantity pre-serial production will be made and starting 2025 a few thousand panels will be needed for each model                  |

|                                  |   |
|----------------------------------|---|
| Describe packaging requirements  | Specifics to be determined in negotiation. Product must arrive undamaged. |
| Where will this item be shipped? | US  |

## Additional Comments

Is there other information you would like to include?