

After-sales service for government procurement of fixed solar-powered containerized solar panels





Overview

How does the Federal Government procure a solar system?

The federal government procures construction services and materials for solar systems through multiple agencies. All procurement notices for federal contracts over \$25,000 are posted on the System for Award Management (SAM) website. For example, a 5-MW solar system at Fort Campbell in Kentucky was installed in 2017 and accounts for 10% of the base's energy needs.

Why do federal agencies need O&M services for solar PV systems?

Federal sites host more than 3,000 solar PV installations. With this large fleet of PV systems, agencies need to adopt effective O&M plans to ensure that these systems provide years of safe and reliable energy production. Many agencies lack the resources and personnel to perform O&M services to their PV systems.

What are the different types of price in federal solar contracts?

Federal solar contracts can have different types of price, including fixed-price contracts, cost-reimbursement contracts and incentive-type contracts.

Can a solar vendor sell to the U.S. government?

Solar vendors who want to sell to the U.S. government should be familiar with the General Services Administration (GSA). The GSA is a self-supporting federal body that assists the government in obtaining products and services. It also oversees its schedules, which are itemized lists of vendors who provide commercial goods and services.



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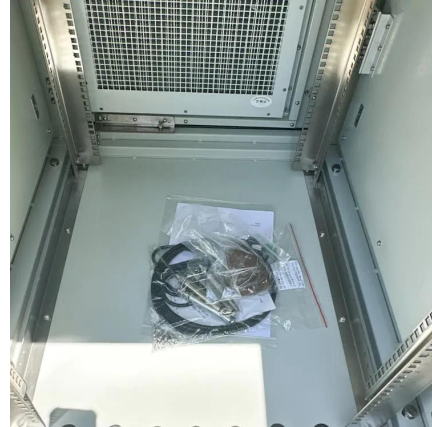
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With after sales service, customer relationships do not end with the conclusion of a transaction, but are maintained for a product's entire duration of use. Unfortunately, solar companies, ...

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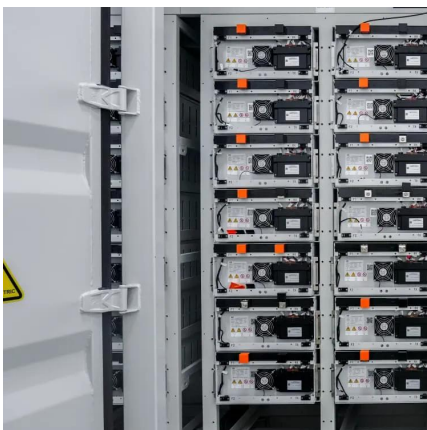
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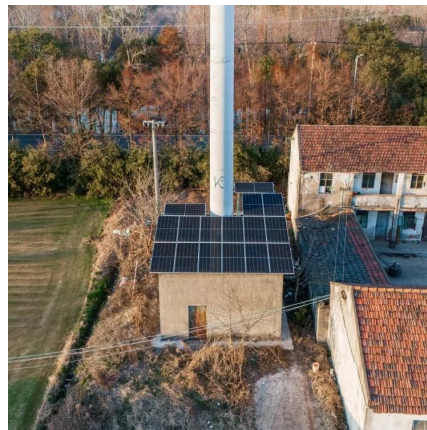




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