



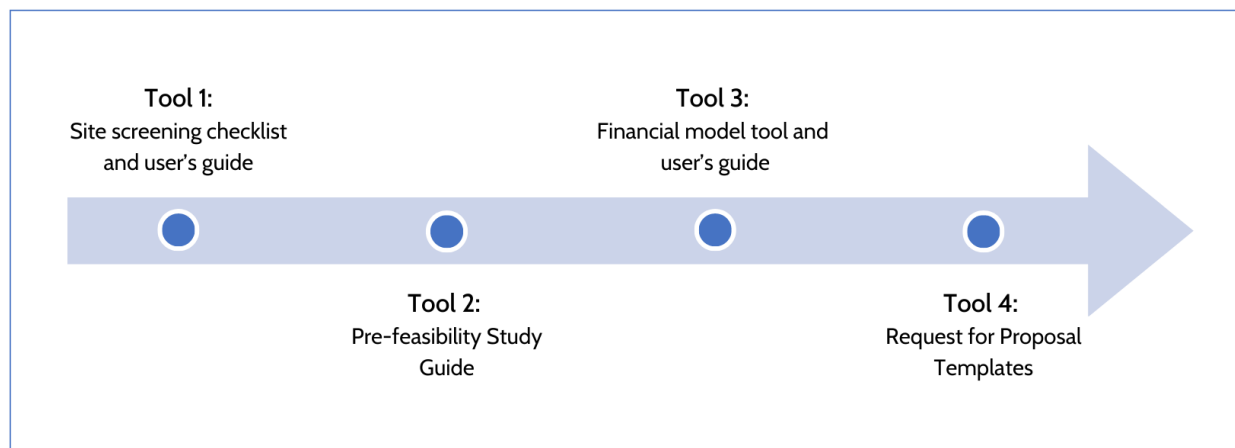
Summary

In partnership with the Apparel Impact Institute (Aii) and IDH, the Sustainable Trade Initiative, the Clean Energy Investment Accelerator (CEIA) has developed and codified a **collection of tools, guides, and templates** to support **industrial energy users** throughout the clean energy procurement process. These tools were developed with a specific focus on **Vietnam** and can be replicated and customized to support energy users across a range of geographies.

Introducing the Rooftop Solar Toolkit for Industrial Energy Users

The following replicable knowledge products (guides, templates, tools, and more) are designed to support industrial energy users throughout the clean energy procurement process. The expectation is that **users will be able to use these products on their own to make procurement decisions**. However, we do suggest that you use these in a sequence, shown in Figure 1, to get the most out of this process.

Figure 1. Sequence of tools



Please contact the CEIA team at info@cleanenergyinvest.com if you require assistance utilizing these tools for your specific use case. Materials shared in this toolkit are for knowledge purposes and may not be used for third-party commercial products or services without first obtaining permission from the CEIA team.



Tool 1: Site screening checklist and user's guide

The checklist is designed to assess a manufacturing supplier's early-stage technical viability and interest in procuring a rooftop solar photovoltaic (PV) system. Key questions prompt the user to collect data about their facility's prospective site, building structure, rooftop, and resource potential. The user inputs their answers and the tool returns basic, high-level responses. These responses help potential buyers of PV to begin considering the strengths and potential challenges of doing so for a given site. This is a Microsoft (MS) Excel-based questionnaire and the first step in the PV energy procurement process. The Excel checklist is accompanied by a guide which helps the user interpret its results.

[Click here to access the Site Screening User's Guide.](#)

[Click here to access the Site Screening Checklist.](#)

Tool 2: Pre-feasibility study guide

This document is for those who have reviewed the previous *Site Screening Checklist* and determined they would like to explore further the prospects of onsite PV procurement. This Pre-Feasibility Study tool enables users to assess the business case more deeply for rooftop PV by providing rough quantitative estimates for the technical and financial aspects that determine the viability of a project. The tool and guide document will provide an overview of the pre-feasibility study process, walk the user through data collection requirements for the technical and financial aspects of the study, and provide information on additional relevant tools and templates.

[Click here to access the Pre-Feasibility Study Guide.](#)

[Click here to access the Pre-Feasibility Study Technical Analysis Template.](#)

[Click here to access the Global Solar Atlas Walkthrough.](#)

[Click here to access the PVWatts Walkthrough.](#)

Tool 3: Financial model tool and user's guide

This tool includes an MS Excel tool which enables users to calculate the comparative cost of installing a PV system on their facility, relative to the site's current electricity costs. The accompanying guide document walks the user through the tool, including how to enter the inputs. In the end, it helps companies, potentially interested in procuring rooftop PV, to understand at a high level the potential cost-effectiveness of investing in PV.

[Click here to access the Financial Model for Rooftop Solar User's Guide.](#)

[Click here to access the Financial Model worksheet.](#)





Tool 4: Request for Proposals templates

This set of resources includes two solar Request for Proposals (RFP) templates: one for users interested in receiving bids for a turnkey purchase model and one for users seeking onsite power purchase agreements (PPA). An evaluation spreadsheet is also included to support the analysis of bids.

[Click here to access the Turnkey RFP Template.](#)

[Click here to access the Onsite PPA Template.](#)

[Click here to access the Bid Assessment worksheet.](#)

