## **TECHNICAL ASSISTANCE REQUEST**

Sulas Industries operates in a small shop in Silverthorne, CO. After producing snowboard bindings for years, Fin and his staff can build (3) different sizes of HelioDrives from scratch. In addition, he has built a number of Test Stands designed to demonstrate the operation and torque power of this new technology.



Pursuit Solar intends to initially leverage local steel fabricators and finishers to make Trackers in kit form. Approximately 1,000-3,000 ft2 of space for assembly, welding, and crating will be required. In addition, a Welder, Truck with Trailer, and Fork Truck will be needed. Mid-term vision would include bringing more of steel fabrication in-house to lower production cost. For example, a simple CNC Plasma Tube machine can be programed to make nearly all the main structural components.



Given the groundbreaking technology utilized by Pursuit Solar, success will be contingent on a number of technical deliverables that must be provided by 3<sup>rd</sup> Party partners. Listed below are a number of needs anticipated (with known, but there may significantly more required after further development.

- 1. <u>Marketing Research</u> Need better understanding of addressable market and size. The solar industry is so segmented (Residential, Agricultural, Commercial & Industrial, and Utility-Scale, etc.), we need to see the best fit for our product.
- 2. <u>Customer Engagement</u> Customer feedback and recognition.
- 3. <u>Trademark Registration</u> While the technical innovation is patented, we need to protect some trademarks.
- 4. <u>Product Testing and Certification</u> Load Testing, Quality and Reliability Protocols, Durability, Accelerated Lifetime Testing, Electrical Grounding, etc.
- 5. <u>Wind Tunnel Evaluation</u> Critical to structural evaluation for cost-effective structures.
- 6. <u>Drafting, Design and Modeling Services</u> Design for connections, movement, etc., including solid works files, for all part drawings and assemblies for production.
- 7. <u>Structural Engineering Services</u> Structural analysis to validate structural integrity and perform calculations with PE stamp for projects.
- 8. <u>Manufacturing</u> CNC Laser and Plasma cutting, assembly, welding, finishing, etc.
- 9. <u>Supply Chain Management</u> As volume increases, JIT processes will be needed to control/reduce inventory.
- 10. <u>Product Distribution Partners</u> Essential to scaling up the business, Distributors provide local support services to regional customers.