

# Soluz Operations Manual

## Adaptation and Support

# REDCO Tools BUSINESS

Packaged Experience for  
Rural Energy Delivery Companies

**Soluz works with the REDCO to produce a company-specific operations manual. The handbook covers all operational and organizational aspects of running a REDCO—from identifying markets to collecting payments.**

- Lay strong fundamentals for the REDCO by properly assessing potential markets, educating potential customers, and assessing demand
- Build the business by attracting customers, procuring components, hiring and training personnel, installing systems, and collecting payments
- Expand business by mapping finances, planning growth, and attracting investment
- Solidify the company's market position with strong customer service and good investor relations

The customizable Soluz Operations Manual draws from Soluz's extensive REDCO experience to offer comprehensive information on principles of PV business operation and finance.

The Manual delineates the principles of developing a PV business plan, from finding a market to financing imported stocks. Step by step, Soluz details the process of building a successful REDCO. The customized Manual includes examples of potential financial strategies, product lines, and revenue streams.

Along with appropriately chosen products and well-designed finance structures, the Manual emphasizes customer education and customer service, essential ingredients to any sustainable business.

Soluz works with the REDCO to adapt the Operations Manual to the company's particular needs and market using company- and site-specific information.



*The Soluz team works with the REDCO to develop specific step-by-step approaches to growth based on the company's particular circumstances*

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**Soluz, Inc.**

**55 Middlesex Street, No. 221 • N. Chelmsford, MA 01863 • USA**

**tel: 978-251-5290 • fax: 978-251-5291**

**email: info@SoluzUSA.com • web: www.SoluzUSA.com**