



# Solar Modules Overview

Anza is a new procurement platform transforming how large-scale module and energy storage buyers purchase equipment for their projects. Our vision is that Anza is the place the solar and storage industry goes to make optimal purchase decisions.

Anza is an analytical tool that helps project developers and owners earn more project profit. It quickly analyzes and ranks a project's module options by most net present value – providing a wide breadth of options, often not previously considered, and enables the buyer to see the value between them instantly. In addition to a robust analytics engine, buyers gain access to excellent pricing, pre-negotiated terms and SPAs in place to lock in orders when equipment is actually needed.

For nearly 20 years, the Anza team has created and maintained relationships with Tier 1 module suppliers based on trust and transparency. Historically, we were one of the largest commercial procurers of modules for our own turnkey EPC business at Borrego, and we have efficient and effective procurement logistics processes. We are technical and financial experts in project optimization analytics, skilled at evaluating all design, procurement, and site characteristics to solve for the highest returns and lowest risk. We previously optimized our own EPC and development projects using these analytical tools. We created Anza as a standalone procurement application in 2021 to scale the technology for broader industry use and to further our mission of accelerating the adoption of renewable energy.

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Want to access full module info and receive your project's customized ranking report? [Submit Project](#)

**Sample Project**  
Last Updated 02/09/2023 [Edit Project Details](#) [Submit Project](#)

Delivery Date	Project Size	Racking Type	Location
Dec 2023	52,000 kW DC	Fixed Tilt	Sacramento, CA

  

Manufacturer	Module	Watt Class	Price	NPV Delta	Revenue Delta	CapEx Savings
1		570 W	0.414 \$/W	-	-	-
2		585 W	0.483 \$/W	-\$944,710	-\$154,551	-\$790,159
3		540 W	0.414 \$/W	-\$1,325,955	-\$3,177,362	\$1,851,407
4		660 W	0.456 \$/W	-\$1,718,913	-\$3,031,587	\$1,312,674
5		655 W	0.456 \$/W	-\$1,881,686	-\$3,066,829	\$1,185,142
6		640 W	0.462 \$/W	-\$2,774,053	-\$3,255,414	\$481,361
7		540 W	0.387 \$/W	-\$2,780,134	-\$3,139,682	\$359,548



For more information, visit [anzarenewables.com](https://anzarenewables.com), and to see Anza's power for yourself, submit your next project in the app at [app.anzarenewables.com](https://app.anzarenewables.com)

See More. Buy Better.™

## How Anza Creates Value

- Increase your project profit through better procurement.  
(We see \$3MM in project value created for a typical 100 MW project).
- See nearly every available module instantly.
- Compare module options on value, not price.
- Transact rapidly to capitalize on the best available modules.

## How Anza Works

### 1. Get a typical 3-week RFP process done in a day

- See indicative bids daily specific for your project.
- View module & CapEx costs, revenue and NPV deltas between modules instantly.
- Improve & expand OEM relationships and avoid repetitive quote requests.

### 2. Go deep on diligence & negotiate a shortlist

- Review all manufacturer and product due diligence pre-collected.
- Run a shortlist for the top 3 options, and see the final pricing in 5 days.

### 3. Accelerate contract execution

- Step into Anza's best-in-class pre-negotiated OEM contract
- Satisfy your contract requirements
- Hire us to manage your logistics



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*“ When we had the choice to procure directly from a manufacturer or through Anza, we chose Anza because it provides more value. **With Anza, I get better information, more diligence, a pre-negotiated contract I can trust, and a team that knows what they are talking about.** ”*

C.J. Colavito, VP of Engineering,  
Standard Solar



*“ Anza gives us access to the entire solar module market and information to make **informed decisions for our projects.** Because of Anza, I don't need to hire additional procurement or engineering staff to support our module supply needs. ”*

Alejandro Fernandez, VP of  
Construction, Renewable Properties



*“ Anza allows us to quickly see the available products in the market and **understand which product has the highest return on investment.** This information is very valuable to us. ”*

Taymaz Jahani, Chief Operating  
Officer, Oya SolarSolar



*“ We procure modules through Anza for the **painless pricing, the timely updates, the trust in the people we are purchasing from, and ultimately the company's credibility.** The Anza application provides a thorough understanding of all options in one view, as well as up-to-date trends in the market. ”*

Christian Thompson, Construction  
Manager, Alchemy



*“ Borrego has been our valued partner for more than twelve years, which in this industry is akin to a lifelong partnership. Throughout our collaboration, we have constantly been impressed with the **depth of Borrego's product knowledge, its deeply analytical approach** to assessing multiple aspects of location-based product performance, and its confidence in being on the leading edge of product development. They drive a hard but fair bargain, and **few, if any, clients have their impeccable track record of successfully procuring the highest value solutions** irrespective of the market fluctuations. ”*

Robert Petrina, President, JA Solar



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