

# BUSINESS MODEL

## Key partners

- Companies supplying electrical supplies.
- Local electrification company.
- Vereda las Nubes.
- Sponsoring companies.

## Key activities

- Raising awareness of the project with the community.
- Training and technical maintenance of equipment.
- Adaptation of the financial model.
- Investment evaluation.
- Analysis and evaluation of the sale of securities.

## Value propositions

Sale of securities of discounted energy credits

Electric power generation from non-conventional energy sources

Corporate social responsibility, supply of clean electricity.

Clean energy contribution to the grid.

## Key resources

- Solar panels.
- Power inverters.
- Bidirectional meter.
- Backup meter.
- Infrastructure.

## Cost structure

- Acquisition of supplies.
- KWh marketing costs.
- Test costs.

## Revenue Streams

- Sale of KWh to the conventional network / Sale of securities.
- Reputational benefits.
- Tax benefits.

