



ALIGN SOLAR PROTECTION

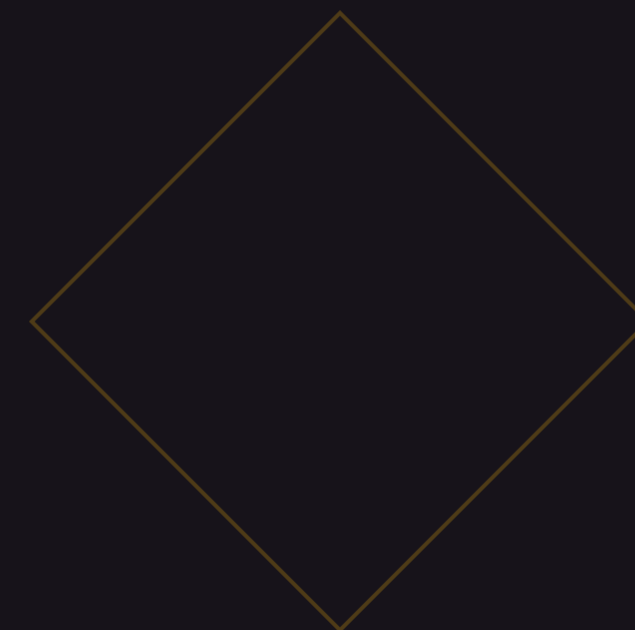
Enhancing solar confidence.

The solar industry's most comprehensive warranty solutions —
protecting homeowners' investments and growing your business.

70+ yrs
combined experience

Lifetime
warranty solutions

Insured
third-party backed



OUR BRAND PRINCIPLES

Built on protection.



Mission statement

To empower solar professionals with the industry's most comprehensive warranty solutions — enabling them to increase profits, minimize risks, and instill unwavering customer confidence in solar energy investments.

WHY PARTNER WITH ALIGN SOLAR PROTECTION

Elevate your solar offering — and your bottom line.

Our warranties protect homeowners' investments and amplify your business value, so customers can focus on enjoying their homes — not worrying about their solar.



Build trust in your customers



Enhance your business offerings



Stand out from the competition

WHO IS ALIGN SOLAR PROTECTION

Led by proven operators.

Steve Rosenvall

Co-Founder

25+ years of warranty expertise from founding Alpha Warranty Services — a rock-solid foundation for the industry's leading warranty provider.

BJ Taylor

Co-Founder

22+ years in sales, where he saw the need for homeowners to have added protection — and brought Steve and Derrick together to build it.

Derrick Brown

Co-Founder

20+ years of business and sales leadership across industries, with a passion for solar that led to co-founding Align Solar Protection.

Neal Barth

Director of Operations

15+ years in solar operations, building and leading teams — sharing the founders' vision of protection for homeowners and stability for solar companies.

Makenzie Roberts

Partner Success Manager

Deep experience in customer success, software implementation and partner enablement — driving adoption and measurable outcomes through strategic collaboration.

Jacob Yada

Sales

7 years in solar with a consultative, partner-first approach — guiding dealers and installers to sell and install with confidence.

Mike Kaelin

Account Executive

10+ years scaling residential solar at every level — from door-to-door, to co-founding a dealership, to Chief Sales Officer at a major installer.

ABOUT ALIGN SOLAR PROTECTION

The leading provider of solar protection products and warranty services.

We give financial institutions and solar resellers reliable, affordable protection for their customers' solar investments — backed by a parent organization with unrivaled experience.

Lifetime
Leading provider of lifetime solar protection products

70+ years
Of combined experience across warranties and solar

Reliable
Affordable customer protection you can count on

AN ORGANIZATION WITH UNRIVALED EXPERIENCE

Backed by an award-winning parent organization.

Award winning
Top Workplace honored with 20+ national and local awards.

Industry-leading ratings
Among the best ratings on Google, with one of the highest review counts.

Deep resources
Direct access to top attorneys, insurance firms and actuaries.

Committed to protecting your lifestyle

\$400M+
paid in claims

1M+
lifestyles protected

THE COVERAGE DIFFERENCE

Full protection, product by product.

A closer look at what each Align product covers — and how simple a claim is.

WHAT'S COVERED

Limited Lifetime Warranty

◆ Solar panels	Repaired or replaced on mechanical breakdown.
◆ Inverters & optimizers	The equipment that converts your power.
◆ Racking & hardware	Brackets, fasteners and racking included.
◆ Labor, diagnostics & service	Labor to \$100/hr, diagnostics to \$100/claim, service calls to \$300 (two per covered repair).

Lifetime
while you own your home

Included
with your system cost

Insured
third-party underwritten

How a claim works

- 01 Report** within 30 days, before repairs, to your installer.
- 02 Review** — we confirm coverage; photos or maintenance proof may be requested.
- 03 Repair** — an authorized installer performs the work.
- 04 Resolve** — we pay the installer directly.

Covers mechanical breakdown — defects in material or workmanship. Excludes normal wear, weather and alterations. Transferable once prior to year 15 for an additional 10 years of coverage; transfer fees may apply.

WHAT'S COVERED

25-Year Limited Battery Warranty

◆ Battery cells & banks	Replaced if the battery suffers a complete failure.
◆ Battery-integrated inverter	The inverter built into your storage system.
◆ Gateway device	Covered when one is part of your system.
◆ Labor, diagnostics & service	Labor to \$100/hr, diagnostics to \$100/claim, service calls to \$300 (two per covered repair).

◆ **Complete failure** means the battery can no longer charge above 5% of its rated capacity — covered by a one-time replacement, including after the manufacturer's warranty has expired.

25 years
or while you own your home

Included
with your system cost

Full swap
one-time replacement

How a claim works

- 01 Call your installer** within 30 days of noticing an issue.
- 02 They handle it** — remedy the issue and submit the claim on your behalf.
- 03 No longer in business?** Contact Align and we'll provide a servicer.
- 04 Resolve** — we pay the installer directly.

Excludes main-panel, wiring, firmware and monitoring-connection issues, plus weather and surges.

WHAT'S COVERED

Small Commercial Limited Warranty

◆ Solar panels	Repaired or replaced on mechanical breakdown.
◆ Inverters & optimizers	The equipment that converts your power.
◆ Racking & hardware	Brackets, fasteners and racking included.
◆ Labor, diagnostics & service	Labor to \$150/hr, diagnostics to \$300/claim, service calls to \$300 (two per covered repair).

25 years
from install & PTO

Included
with your system cost

\$150/hr
commercial labor cap

How a claim works

- 01 **Report** within 30 days, before repairs, to your installer.
- 02 **Review** — we confirm coverage; documentation may be requested.
- 03 **Repair** — an authorized installer performs the work.
- 04 **Resolve** — we pay the installer directly.

Installer must remit payment within 60 days of PTO. Remote monitoring access required.

WHAT'S COVERED

Extended Protection Plan

◆ Solar PV panels	Repaired or replaced on mechanical breakdown.
◆ Microinverters & optimizers	Repaired or replaced on mechanical breakdown.
◆ String & central inverters	Repaired or replaced on mechanical breakdown.
◆ Racking & hardware	Brackets, fasteners and racking included.
◆ Labor, diagnostics & service	Labor to \$100/hr, diagnostics to \$100/claim, service calls to \$300 (two per covered repair).

◆ **Getting started:** a system inspection confirms eligibility, a short waiting period applies, and coverage begins once the plan is paid in full. Insured by American Bankers Insurance Company of Florida.

\$0
deductible on claims

Flexible
terms from 1 to 7 years

A+ rated
insurer-backed

How a claim works

- 01 Report** within 30 days, before repairs, to your service partner.
- 02 Review** — prior approval is required for all covered work.
- 03 Repair** — your service partner performs the work.
- 04 Resolve** — we pay the service partner directly.

A purchased service contract — not insurance. Eligibility requires manufacturer warranty life remaining on covered parts.

WHAT'S COVERED

Limited Roof Penetration Warranty

◆ Lag bolts	The structural bolts that anchor your racking to the roof.
◆ Flashings	Flashings for L-feet at every attachment point.
◆ Sealants	The watertight seals on bolts and flashings.
◆ Watertight restoration	Parts and labor to bring the roof back to watertight condition.
◆ Labor & service calls	Labor to \$100/hr and service calls to \$300, two per covered repair.

10 years
from the attachment date

Included
with your system cost

Insured
third-party underwritten

How a claim works

- 01 Call your installer** within 30 days of noticing a leak, before any repairs.
- 02 Review** — coverage confirmed; photos may be requested.
- 03 Repair** — your installer brings the roof back to watertight.
- 04 Resolve** — covered service-call and diagnosis charges reimbursed per caps.

Excludes equipment beyond 3" of the attachment, altered roofs, foot traffic, ice dams and weather events.

HOW OUR INSURANCE DIFFERS

Reserves where the risk actually is.

Equipment costs rise late in a system's life. The question every partner should ask is whether that money is properly reserved now — or whether the reserves simply won't be there when the claims come.

ALIGN SOLAR PROTECTION

Insured and reserved from day one.

- ◆ **Every warranty individually insured** by a third-party carrier — not pooled against a single balance sheet.
- ◆ **Reserves funded up front** so the claim dollars for later years already exist.
- ◆ **Protected against insolvency** — installer, manufacturer or Align.
- ◆ **Built with actuaries and insurers** — priced for the whole term, not the first few years.

Coverage that holds up in year 30 as well as year 2.

TYPICAL COMPETITOR STRUCTURE

A manufacturer default policy.

It only pays out if the **manufacturer goes out of business** and can no longer honor its own warranty — coverage that fills a gap only after a company fails.

- ◆ **The hole:** if the manufacturer is still in business the policy never activates — so if the warranty company goes under, the responsibility falls back on the homeowner.
- ◆ If the warranty provider as obligor is out of business, the homeowner and installer hold the risk.
- ◆ If reserves aren't held so the majority remains when exposure is highest, the result is denied claims — or a company that ceases to exist.

A warranty is only as strong as the reserves behind it.

The reasons partners choose Align.



Enhanced value

Add value for your customer while enhancing your bottom line — protection that builds trust and helps close more deals.



Affordable & profitable

Positioned to be affordable for customers and profitable for you — margin built in without pricing yourself out.



Individually insured

Each warranty is backed by a 3rd-party insurer against installer, manufacturer or Align insolvency — coverage that outlasts any single company.



Knowledgeable experts

70+ years of combined experience in solar and warranties — built and managed with top attorneys, insurers and actuaries.



Easy claims process

Simple and efficient — your customers focus on what matters most. Report, review, repair, resolved, with us paying installers directly.



Lifetime warranty

No term restrictions — protected as long as they own their home. A promise most competitors simply can't match.



Customer focused

An unrivaled experience — valuing people over profit, with real support behind every claim your customers file.



Flexibility of product

Custom programs — commercial, D&R, or existing-system coverage — tailored to the way your business actually sells.

A simple claim, backed by industry-leading software.

How a claim works

01 · Report

The homeowner calls their installer within 30 days, before any repairs begin.

02 · Repair

An authorized installer performs the covered repair or replacement.

03 · Review

Coverage is confirmed and the claim is approved.

04 · Resolve

We pay the installer directly — no out-of-pocket surprises for the homeowner.

PROPRIETARY PARTNER PORTAL

Spark

One place to run every warranty you sell — monitoring, claims, registration and progression, all in a single portal.

- ◆ **Monitoring** — system health visibility across your book of business.
- ◆ **Claims** — file, track and resolve without chasing paperwork.
- ◆ **Warranty registration** — register systems as they go live.
- ◆ **Progression** — see exactly where every warranty stands.

Industry-leading and proprietary — there is nothing like it on the market.

BENEFITS OF PROVIDING A LIFETIME WARRANTY

The best product for their system — and more profit for you.

+5%

increase in overall closing percentage when providing a lifetime warranty

20%

win rate over competitors when going head-to-head with another solar company

+10%

increase in sale-to-install rate, plus more returning and referred customers

80%

of customers surveyed said the warranty **directly impacted their installer of choice**

ONBOARDING PROCESS

Up and running in days, not months.

From partner form to first attached warranty — with our Partner Relations team handling training, materials and integrations.



Partner Relations delivers

◆ Spark training ◆ Marketing material ◆ Warranty docs ◆ Marketing & adders in your proposal tool ◆ Sales rep training ◆ Integration capability review

CONTACT US

Let's protect more solar together.

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