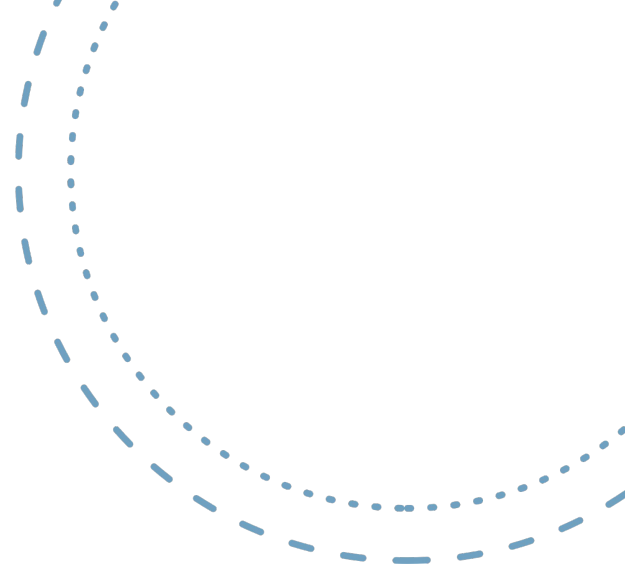


# Originate Next Steps

A walkthrough of how to get started

# PROCESS

- NDA signed
- MPA signed
- Project boundaries and exclusions provided
- Project readiness checklist provided
- Project analyzed in Develop Analyze to create listing
- Digital match to buyers on the Originate marketplace
- View support services confirm buyers are new opportunity
- Introduction to buyers
- Counsel completes redlining of PPA term sheet
- Term sheet signed
- PPA Finalization



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## Buyer Outreach

- Connect with buyers
- Determine total annual load and other buyer details
- Educate buyers on PPA process before matching eligibility

# RECOMMENDED TIMELINE

