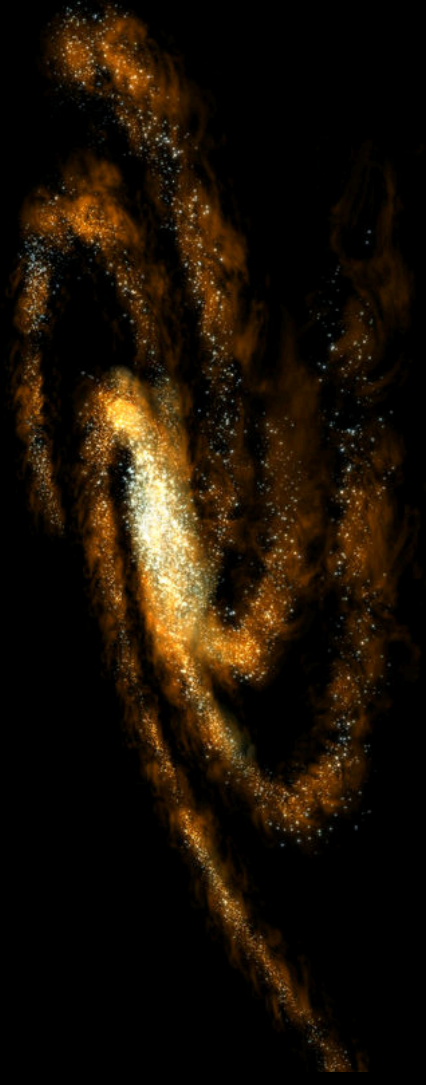


The Wealth of Networks



5/9/2008

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The Wealth of Networks

The emergence of a Networked Information Economy
is resulting in ...

Reduced “transaction costs”

Enhance autonomy

The more Rapid diffusion of innovations

Rapid Diffusion of Innovations

... we are seeing the emergence of a new folk culture—a practice that has been largely suppressed in the industrial era of cultural production—where many more of us participate actively in making cultural moves and finding meaning in the world around us. (Yochia Benkler)

The Wealth of Networks

Characteristics

The decentralized capacity to act

Self-selection / Voluntary Participation

Transparency

Peer Review

Norm creation / Shared standards

Fairness




The decentralized capacity to act
Self-selection / Voluntary Participation
Transparency
Peer Review
Norm creation / Shared standards
Fair and open to all



PV
 Hot Water
 Pool & Spa
 Space Heating & Cooling
 Design Services
 Architects

Most Solar Professionals Listed



SOLARCITY
 393 Vintage Park Drive, Suite 140
 FOSTER CITY, CA 94404
 Contact: DAN BACON
 Phone: 888-765-2489
 Email: info@solarcity.com
 Website: <http://www.solarcity.com>

They Offer:
 Commercial Solar Electric Systems
 Residential Solar Electric Systems

Other Services:
 Solar System Design & Architecture
 Solar System Consulting & Engineering
 Power Purchase Agreement(s) (PPA)

[» View Company Profile](#)



Email this Solar Pro
 (Check, then Submit below)

Summary of Experience & Qualifications

Overall Customer Rating:

Great
Based on 1 of 0 reviews providing an Overall Rating.

[View Reviews](#) [Rate this Solar Pro](#)

Risk Level: LOW
 Based upon Risk Level score. Last checked 63 days ago. This Solar Pro has indicated to us they do not have liens nor bankruptcies.

3rd-Party Technical Certifications:
LEED Certified staff member(s)
Manufacturer Certifications: SHARP, SOLARWORLD, SANYO, BP, SCHOTT, XANTREX, FRONIUS, SMA
Other Certifications: NABCEP CERTIFIED INSTALLERS

Year Company was Registered: 2009
 Number of Systems Installed:

- 1100 grid-tied PV systems
- 10 grid-independent PV systems
- 8000 total kW of PV systems












Friends,
Neighbors and
referrals sell
solar

5/9/2008

Thousands of Customer Ratings & Reviews

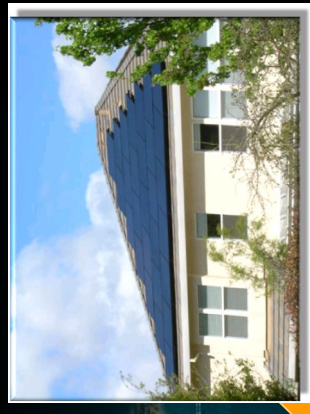
The installation crew was very courteous and very very clean. Cleaned up every day and was very sensitive to our living in the home as the installation was being done.

SOLARCITY	
Overall Customer Rating	 based on 8 reviews
Adherence to Contract and Schedule	 based on 8 reviews
Professionalism	 based on 3 reviews
After Sale Support	 based on 8 reviews
Sales Process	 based on 8 reviews
Company Profile	View All Surveys
Rating Scale  Great  Good  OK  Unhappy Contact Company	

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Connected Tens of Thousands of People to Solar Pros.



The Best Linked Solar Site on the Web



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Where Do We Go From Here?

5/9/2008

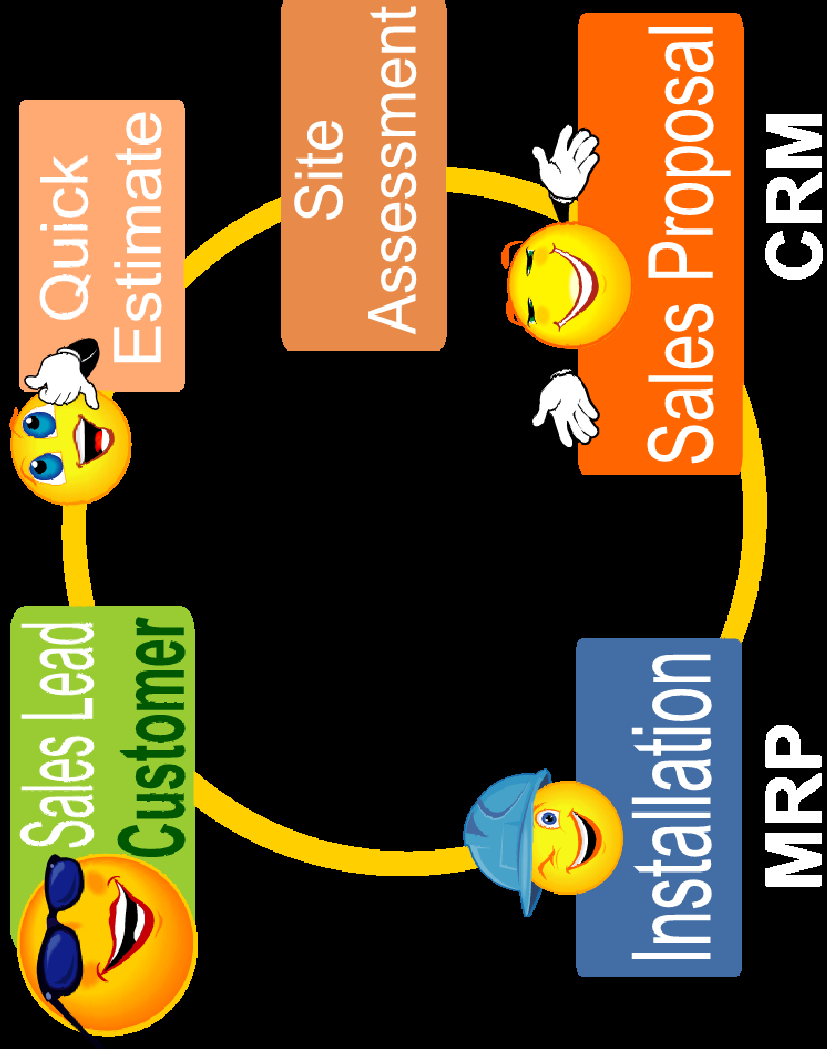
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Streamlining The Sales Process



.... and Closing The Loops

Increased VALUE throughout



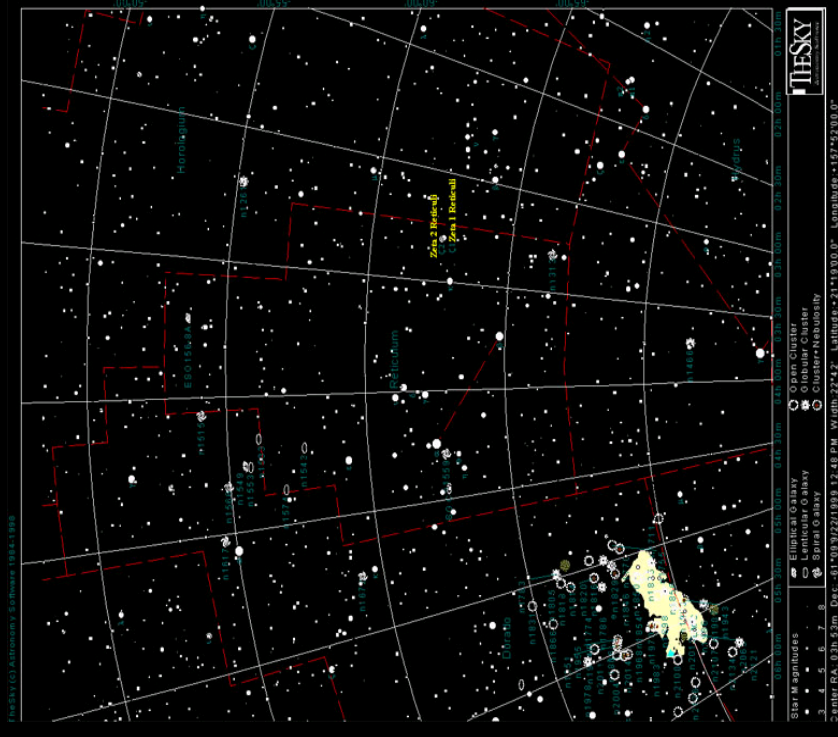
Work Together. Real Data. Real lessons.

Peer Production Building the Wealth of Our Collective Network

- "wikis" to share knowledge
- Utility rates
- Incentives
- Best practices
- Sales teaming
- Material & Resource Planning
- After-sale support & monitoring
- Metrics to learn from

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The Wealth of Networks

The decentralized capacity to act.

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Let's work together

Scott Cronk

Director, Partner Tools

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