Exactus Engineering/BayWa r.e - Quoting/Order Process

Quoting:

1. To begin an Engineering quote request, please complete the below intake form. Please chose the link according to the type of Engineering service required.

    a. Request Exactus Services (Residential Only)
    b. Request Exactus Services (Commercial Rooftop)
    c. Request Exactus Services (Commercial Ground Mount)

2. Once the form has been completed and submitted, a copy will be emailed directly to the Exactus and BayWa sales teams for review.

    a. The Engineering team will reach out directly for any further details required to begin the quoting process.
    b. You will receive a quote directly from the engineering team, any revisions required can be communicated directly with them.
    c. Once a finalized quote has been agreed upon, a signed copy of the quote will be required to proceed with an order.

Orders:

1. The BayWa Orders team will be sent a copy of the signed quote and will process as an order. You will be sent an order confirmation.
2. The BayWa team will initiate the order with the Exactus team and services can begin.

Invoicing/Billing:

1. Each service will be billed upon completion.

    Note: Each service is quoted with an estimated timeframe at an hourly rate. If the actual service takes longer than anticipated there may be additional fees. If additional charges are incurred, Exactus will confirm the additional fees that will be entered into as a new Sales Order/Invoice for the Additional Hourly Rates.

Change of Scope/Change Order:

1. Any Change Orders or Change of scope, resulting in additional services being quoted will need to be treated as a new order and will have to follow the process as outlined above, omitting the intake form.





Projected Timelines :

Residential:

- Time to Site from Proposal Signing:
  - Projects within the Greater Toronto Area (GTA), Ontario (<=100km from Toronto): within 1 week
  - Projects outside of the Greater Toronto Area (GTA), Ontario (>100 km from Toronto): within 1 to 2 weeks, depending on distance (closer = sooner date, further = farther date). These will be treated case-by-case.
  - Projects Outside of Ontario:
    - Edmonton & Calgary, AB : within 1 week
- Planset Design: 3–4 business days
- P.Eng. Stamping: 24–48 hours

Commercial:

- Time to site from proposal signing:
  - Roof Surveys, Electrical Surveys, and simpler Structural Surveys
    - Projects within the Greater Toronto Area (GTA), Ontario: Within 1 week
    - Projects outside of Ontario: within 1 to 2 weeks
  - More complex Structural Surveys (large / multi-building / no as-builts available)
    - Projects within the Greater Toronto Area (GTA), Ontario: TBD
    - Projects outside of Ontario: within 4 to 6 weeks
- Design complete: 2–3 business days post site survey
- Structural feasibility complete: 5 business days post site survey
- Final Structural Review complete: 3–4 business days from when racking plans are received
- Electrical Engineering – Projects outside ON:
  - 30% interconnection set: 3–4 business days post site survey
  - 60% design set: 3–4 business days after 30% set
  - Issued-for-Construction (IFC) package: 5–7 business days after 60% set
- Electrical Engineering – Projects in ON:
  - Connection Impact Assessment (CIA):
    - Preparation time: ~2 weeks
    - Approval timeline (utility dependent): 3 months to 1 year
  - Sealed ESA Permit Package:
    - Preparation time: ~2 weeks
    - Review duration: 6–8 weeks
  - Issued-for-Construction (IFC) Package:
    - Preparation time: ~2 weeks
  - Commissioning:
    - Preparation time: ~2 weeks
      - HONI MS#2 approval: ~4 weeks
      - HONI MS#3 approval: ~2 weeks after on-site testing

Note: Site Survey's only available in Ontario and Alberta



