

**QUEST**  
CANOPIES



# STATEMENT OF **QUALIFICATIONS**

HIGH-VALUE SOLAR CANOPIES



## INTRODUCTION

# POWER YOUR PARKING



**Quest Canopies creates high-value solar racking solutions that enable our customers to eliminate waste, increase value, and enter new markets.**

A combination of state-of-the-art technology and engineering developed through an award-winning, multi-million-dollar Department of Energy research project. Quest Canopies delivers innovative racking technology, backed by best-in-class speed, quality, and reliability.

We commit to optimizing system design, engineering, and manufacturing, resulting in more satisfied site owners, EPC's, and finance partners.

Quest Canopies was created to commercialize products that were initially developed as part of the Georgia Tech Research Institute's (GTRI) work from a grant awarded by the United States Department of Energy's Sunshot program. Through the grant, GTRI researchers developed radical new products that would allow solar to compete with other conventional energy sources by reducing projected labor costs and boosting installation efficiencies.

Between 2011 and 2014, the relationship between GTRI and DoE strengthened, and it became clear that GTRI's products would exceed the expectations set forth by the DoE. The team further refined the products to design and fabricate PV racking solutions that are functional, durable, cost-effective, and aesthetically superior.

In early 2014, Quest Canopies was formed to bridge the gap between the product development by GTRI and commercial availability of these products. Involved substantially in the work of GTRI prior to the company's formation, Quest's executive leadership is committed to making the solar industry larger and more profitable as a result of these innovations.

With megawatts worth of solar projects now deployed across the country, Quest continues to focus on the success of our partners and work alongside them to help achieve their renewable initiatives.

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**Quest Canopies was created to rethink solar carports from a blank sheet. By taking this approach, we were able to rethink the entire customer experience. The result is a system that is faster to install, safer, and has an aesthetic appeal that site owners prefer. This product, combined with our proprietary process, “The Quest Advantage,” enables our partners to deliver a great looking system to site owners in a way that assures everyone is happy with the results. Our latest addition of turnkey installation to our suite of services allows us to do an even better job to fulfill the needs of our developers, EPCs, and site owners.**

*Steve Newby*

**Steve Newby**

CEO, Quest Canopies



## OUR CLIENTS

Quest Canopies takes immense pride in our strong partnerships and are deeply grateful for our clients. These relationships form the cornerstone of the company's success, driving innovation and sustainable solutions in renewable energy. With each partnership and client, Quest Canopies is committed to delivering exceptional service and exceeding expectations, fostering a brighter, greener future for all. Through collaboration and mutual trust, Quest Canopies continuously strives to strengthen our partnerships and enhance the value we provides to our clients, solidifying our position as a trusted leader in the renewable energy industry.



MANHEIM



CENTERS FOR DISEASE  
CONTROL AND PREVENTION



HYATT  
PLACE®





# GROUND LEVEL CONSTRUCTION

Ground-based construction reduces installation time on projects and increases the safety of all employees through a significant reduction of at-height work. 100% of DC electrical work is completed on the ground, including inverter mounting, wiring up to the AC output of the inverters and underside lighting. After assembly on the ground, the canopy is lifted into place and secured to the foundations. Mechanical installation is completed at this point.

## ENHANCED SAFETY

Constructing the canopy at ground level reduces the risks associated with working at heights, leading to a safer work environment for construction personnel.

## IMPROVED EFFICIENCY

Ground-level assembly allows for simultaneous tasks, such as module attachment, wiring, and inverter installation, streamlining the construction process and reducing overall project timelines.

## MINIMIZED DISRUPTION

Assembling the canopy on the ground limits disturbances to the surrounding area, ensuring that parking lots and business operations experience minimal interruptions during construction.

## QUALITY CONTROL

Working at ground level facilitates easier inspections and adjustments, enhancing the quality and precision of the installation.

## COST SAVINGS

By minimizing the time and labor required for elevated work, this approach can lead to significant cost reductions in both labor and equipment expenses.





# THE QUEST DIFFERENCE

## Why EPCs Choose Quest

### Reduced Foundation Scope

Fewer foundations make construction faster and easier because there is more space on-site to work. This also adds to the aesthetics of the system, creating a more visually appealing product than the competition.

### Safer Installation and Ground Level Construction

Construction and electrical at ground level is more efficient and much safer. Foundation installation, steel erection, and electrical can work at the same time.

### Domestic Content, Woman-Owned Business

Quest is 100% domestic content and is a women owned business. This allows customers to maximize the benefits of the Inflation Reduction Act and governmental contracts.

### Preferred Aesthetic

Our preferred technology has a sleeker look than traditional I-beam carports, allowing you to set your firm apart from other project bidders. We can provide higher parking clearances and a more sophisticated curb appeal.

## Why Site Owners and Developers Choose Quest

### Signature Look

Quest canopies have a sleeker look to set your project apart from traditional I-beam canopies. Our modern, open-space frame format provides for a more sophisticated curb appeal.

### Less Foundations = More Space

Our system reduces parking interference, preserves the maximum number of parking spaces and creates a more visually eye-catching look from the ground.

### Faster Installation

Return to your normal parking lot operations with our faster installation time.

### Domestic Content, Woman-Owned Business

Allows customers to maximize the benefits of the Inflation Reduction Act and governmental contracts.

## How Our Customers Benefit from our Latest Developments

### Full Turnkey Scope Available

Quest now provides all construction services including civil, racking, panels, electrical, commissioning, and O&M as desired. It's all under one contract now.

### Robust Supply Chain

Through our parent company and sister companies, Quest can now leverage national accounts on steel, panels, inverters, BOS, and foundation work to provide reliable timelines and the best value to our customers.

### Continual Progress

Quest was founded on the idea of starting from scratch and working towards a better canopy solution. We continue to develop products based on customer feedback and their changing needs.



## PRODUCTS

# OUR STATE-OF-THE-ART PRODUCTS

Quest's Solar Canopies' repeatable, straight-forward construction process is the ideal solution for a host of potential sites, including surface lots, parking garages, and other canopy applications. 90% of construction takes place on the ground, including module attachment/wiring, inverter installation/wiring, and any lighting installation/wiring. After the ground assemble, the canopies are lifted by crane for final attachment to foundations. On-site time is half that of other canopies, offering superior project economics, increasing throughput, and limiting disruption to parking lot and business operations.

## Long Span Canopy

### Key System Features:

1. Achieve DC capacity up to 48kW per foundation
2. Capable of up to 65' spans between piers and up to 30' cantilever
3. Fewest lbs of steel per MW of canopies in its class
4. Designed and tested for 150 mph winds, 50 PSF snow

### Where to Use it:

Allows customers to span drive aisles on surface lots, allowing high coverage ratios in lots with north/south drive aisles.

### Site Owner Benefits:

Coverage of drive aisles for increased parking lot shading, and a cleaner aesthetic than any other canopy.

### Functional Benefits:

Built in modular blocks, assembled on the ground. A well-trained team of 5 can often build one long-span truss per day.

## Parking Garage Canopy

### Key System Features:

1. Capable of up to 60' spans between foundations and 30' cantilever
2. Fewest lbs of steel per MW of canopies in its class
3. Can achieve greater than 40kW per foundation
4. Designed and tested for 150 mph winds, 50 PSF snow

### Where to Use it:

Quest Canopies garage canopies uses standard 60' spans which are conveniently sized for parking garages.

### Site Owner Benefits:

Quest's extensive experience in these types of projects and thorough feasibility studies ensure successful parking garage projects.

### Functional Benefits:

Built on the surface of the parking deck and then lifted into place, it's the easiest parking deck carport to assemble. Our patented design also minimizes steel weight and ultimately cost.

## Double Cantilever

### Key System Features:

1. Enables more kW per acre on space constrained parking lots reducing fixed cost per watt
2. Requires just 3 foundations per 100kW
3. Capable of 60' spans between foundations
4. Designed and tested for 150 mph winds, 50 PSF snow

### Where to Use it:

Quest Canopies' Double Cantilever provides a larger panel area than others while delivering an unmatched aesthetic look.

### Site Owner Benefits:

The cleanest and most beautiful surface carport on the market. Longer spans minimize impact to parking spaces while providing higher clearance that minimizes parking incidents

### Functional Benefits:

Built in modular blocks, assembled on the ground. A well-trained team of 5 can often build one double cantilever every other day.



90% of construction activity takes place on the ground.



Lightweight material enables construction on pre-cast garages when other traditional systems may exceed the garage's loading capacity.



East/West orientation option allows for 15% higher density than long span south facing canopies.



# KEY NUMBERS

10+

YEARS OF SOLAR  
EXPERIENCE

400+

CANOPIES  
INSTALLED

100%

CANOPY  
FOCUSED

90%

GROUND LEVEL  
CONSTRUCTION

In addition to  
delivering  
aesthetically unique  
systems and innovative  
racking technology, Quest's  
solar canopies offer  
best-in-class speed,  
efficiency, and safety for  
your customers.

## TESTIMONIALS

"Quest Canopies set out to be a more efficient and less expensive solar canopy solution, and they nailed it."

**Inman Solar**

*Director of Product Development*

"They provide a product capable of spans twice long as their competitors and their on-site presence alleviates a lot of construction concerns about dealing with a new product. Highly recommend!"

**New Columbia Solar**

*Project Manager*

"Quest was terrific to work with from start to finish and allowed us to deliver a beautiful, efficient, long lasting solar project to our client with minimal interruption to their business."

**ReVision Energy**

*Co-founder/Managing Partner*

"I really like the height of the system. Everything is really open. It's really minimal, really clean. Not only are you saving energy and producing energy, you're saving the planet as well. Everybody loves it. It looks great!"

**AVX Corporation**

*Senior Engineer*



# ACHIEVE SUPERIOR SOLAR CANOPY PROJECT ECONOMICS WITH OUR INNOVATIVE ARCHITECTURAL DESIGN.

## OUR SERVICES

### Design

Our patented modular design allows your team to develop its own preliminary layouts and budgets.

### Engineering

Through our feasibility study approach, we provide you with an engineered, price racked solution that includes full installation by our mechanical and electrical team.

### Project Management

Our team helps plan a turnkey canopy install, reducing risk while increasing throughput and profit. We have a dedicated project manager on every project and a dedicated safety professional at every installation by our team.

### Construction

Integrated construction is available to customers, greatly simplifying your project. We can provide a full EPC solution or a "modified" EPC with civil, mechanical, and electrical scopes.

### Commissioning

Quest has the in-house ability to now offer full commissioning services to your project including final performance testing and reporting.





CONTACT

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## AFFILIATIONS



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