

Nautilus Solar powered by ACTIS

Resulted in increased efficiencies by up to 77%
for monitoring and reporting



Nautilus Solar Energy is a development and asset management company focused on acquiring, developing, executing and managing distributed, community solar and utility-scaled generation projects. Nautilus has invested more than \$1B in capital and provides asset management services to over 200 solar projects.

For several months the Nautilus Solar team sought a software solution to address the mentioned inefficiencies and support sustainable growth by **minimizing its team members' non-productive time and streamlining operations.**



CHALLENGES

Due to its rapid growth Nautilus Solar faced the following challenges:



OBJECTIVES

The objective was to identify a mature, market-ready platform that would provide at least the following features:

- Growing team and increased **complexity** to manage operations,
- **Dispersed portfolio** of assets with multiple monitoring systems,
- Reporting to clients - Asset Management, including financials and operations, reports generation were very **time-consuming**,
- Internal reporting on team efficiency and profitability became **cumbersome tasks**,
- Different teams, accountants, field personnel, operations and Asset Managers used **various software platforms** and consequently consolidation of information for reporting purposes were daunting responsibilities,
- Community solar PPA invoicing **overconsumed** internal resources
- Accounting department was **overburdened** by Accounts Receivables and Accounts Payables invoice management due to tremendous volumes of bills, invoices and related charges

- **Centralized platform** for monitoring, alerting and dispatching,
- **Tight cost control** and billing to customers, Efficient management of team and profitability of contracts,
- Ensure **compliance** with various Asset Management tasks,
- **Streamlined operations** across the organization,
- **Simplified and automated PPA** billing for community solar clients,
- **Real-time** and accurate reporting; both internally and to clients with as minimum effort as possible,
- Efficient Accounts Receivables and Accounts Payables **invoice management**,
- Collection of in-scope and out-of-scope services

ACTIS
 WORLD'S FIRST SOLAR ERP



SOLUTION

After several evaluations of different software platforms, the Nautilus Solar team selected ACTIS as the **“One source of Truth”** for the whole enterprise and the most suitable tool that includes the features and functionalities to help achieve the above-stated objectives in **one single platform** and avoid silos of information that would accumulate in different software packages.

ACTIS was implemented at Nautilus Solar in a five-step process:

- ➔ **STEP 1: Consolidation** of data from various monitoring systems and **standardization** of alerting across the portfolio
- ➔ **STEP 2: Customization** of the platform according to Nautilus Solar’s individual business processes
- ➔ **STEP 3: Integration** with accounting software
- ➔ **STEP 4: Customization** of selected existing out-of-the-box reports to suit Nautilus Solar’s needs supplementing standard reports included with ACTIS
- ➔ **STEP 5: Design** of new reports for operations and financials; especially for consolidated financial statements to reflect the current report templates



OUTCOMES

The results in terms of efficiency gains achieved so far are very impressive and exceed expectations:

- Increased operational efficiencies for monitoring by consolidating monitoring and operations data in one platform, **by decreasing the time spent so far by 29%**
- Increased reporting efficiencies by consolidating data and information in one single platform, **by decreasing the time spent so far by 77%**
- Streamlined business processes; gradually **more team members engaged** on the platform
- Automated Community Solar PPA billing, **dispatching invoices directly to the customers** from the application
- All project costs are now **accurately tracked and billed accordingly**



*“We manage a lot of invoices to help keep our fixed fee contracts as low as possible. The platform helped us **streamline this process** and tie all the A/P and associated A/R together. These efficiency gains have been achieved through April 2019; while the project is still ongoing. It is clear that the team has yet to exploit the full potential of **ACTIS** and in the coming months, the **team’s efficiencies will increase** further also in other areas of the business, like invoicing, customer management, maintenance activities. So far I can say that the **ACTIS platform has created a foundation** for our entire Asset Management Business that enables us to focus on the health of the asset both physically and financially and in real time. I have been **highly impressed** with their ability to support and implement the customization we have requested over the last two years. They are **transparent** on the timeline of all customizations and meet their commitments. Nautilus is scaling at a rate that could **only be successful with the help of ACTIS.**”*

Stefanie Padget, VP Asset Management,

