About us

Sunipro, LLC is a business advisory group with experience working with both Fortune 500 companies and niche organizations across multiple sectors including Energy, Technology, Government and Retail.

Sunipro.

- M&A Integration
- Digital Transformation
- Strategy

Solutions:

Technology Assessment	Cloud Migration & Architecture	Cybersecurity	Data Science & Analytics
▪ ERP Systems ▪ Financial systems ▪ CRM Tools	▪ AWS/Azure migrations ▪ Cloud foundations ▪ Support Op Model	▪ Vulnerability assessment ▪ IDAM Tool selection	▪ Business Intelligence (dashboards) ▪ Master data management
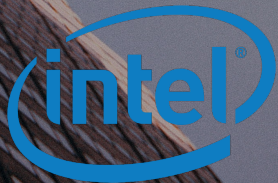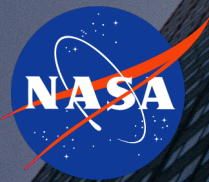
Struggling to meet your organizational targets?

Perhaps your current technology stack is holding you back.

Sunipro is an advisory firm with over a decade of experience in the energy industry. We've helped our clients improve their operational efficiency by implementing secure and modern technology solutions.
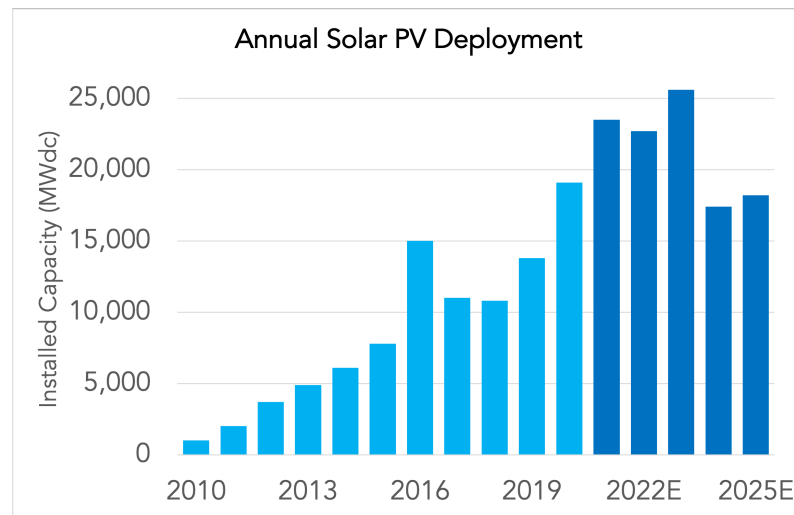
Problem: Rapid Growth leading to Increasing Inefficiencies and Overhead

The exponential growth in the solar industry over the last decade (42% YOY) has resulted in multiple operational and strategic challenges:

- Financial reporting errors
- Low quality project management
- Increased probability of cybersecurity breaches
- Information isolated in silos
- Incompatible/outdated software
- Inventory mismanagement
- Procurement issues

Clients that have found value through Sunipro's advisory and solutions typically fall into one of two categories:

- Growing companies that want to gain better control over their projects, job costing, and field services
- Larger corporations that want to graduate to using a world-class ERP tailored for the solar industry.
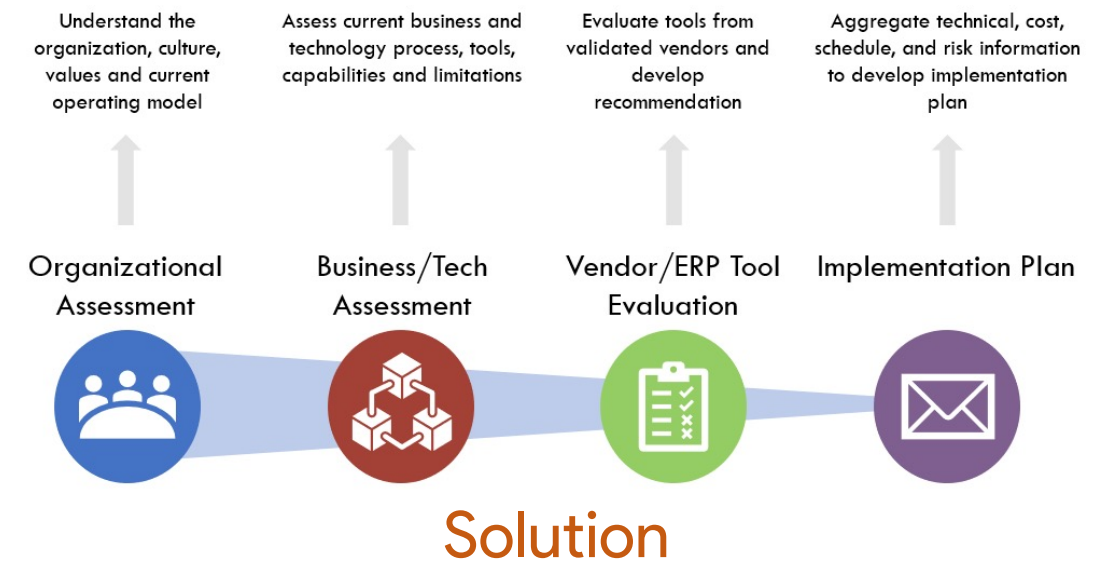
Annual Solar PV Deployment

(Installed Capacity (MWdc) vs year 2010–2025E)

Scan QR code below to read our Solar ERP White Paper

Illuminating the Value of ERP Assessments for Solar Companies

ERP Assessment Process

Understand the organization, culture, values and current operating model → Assess current business and technology process, tools, capabilities and limitations → Evaluate tools from validated vendors and develop recommendation → Aggregate technical, cost, schedule, and risk information to develop implementation plan

Organizational Assessment → Business/Tech Assessment → Vendor/ERP Tool Evaluation → Implementation Plan

Solution

Function	D365 OOTB	D365 Cust.	Solar Success OOTB	Solar Success Cust.	SAP Business One OOTB	SAP Business One Cust.	Vendor	Recommended Vendor and Rationale Post Customization
Origination / M&A	4	5	4	5	2	3	D365 / SS / SAP	Current use of D365 CRM will facilitate integration to D365 FO / Highly configurable CRM plus advanced document management protocol that will streamline the acquisition process / High customization required to align with solar industry's details
Structuring	3	3.5	3	4	2.5	3	D365 / SS / SAP	Considerable customization required to cater to solar specific needs / SS DOE Orange Button protocol streamlines financing and reporting leading to lower borrowing costs / Considerable customization required to cater to solar specific needs
Development	4	4	3	4	2	3	D365 / SS / SAP	Can easily take customized D365 CRM objects into D365 FO / OOTB features increase process efficiency, documentation, analysis / Provides robust BI tool, but requires 12- 18 month customization
Finance / Valuations	4	4	5	5	3	5	D365 / SS / SAP	D365 FO provides robust reporting and integrates into D365 CRM / Advanced reporting capabilities allow like kind projects to justify project model statistics / Has basic cash on hand report, but will require high customization to meet solar investment community needs
Accounting	4	4	4	5	3.5	5	D365 / SS / SAP	Requires configuration to handle multi-level entities / Integration with AlsoEnergy automates PPA and SREC invoicing and reporting / Can handle multi-level entities, but needs customization to handle energy credits and reports
Operations & Engineering	2	2	4	5	2	3	D365 / SS / SAP	Requires high level of customization to achieve solar specific needs / Project management module tailored to solar industry providing immediate ROI / Requires high amounts of customizing to make fields meet solar specific needs
Subscribers	1	2.5	2	4	1	2.5	D365 / SS / SAP	D365 will need to be customized to import Hansen specific data / Can easily integrate with Hansen via Celigo platform / Will require high level of customization to integrate with Hansen as no such 3rd party integration exists
Asset Management	2.5	3.5	4	5	2	4	D365 / SS / SAP	Very limited canned reports for solar specific needs which will require add-on reporting tool / New reporting module introduces new capabilities of merging different asset management reports / Will have to customize using defined layouts for solar specific needs
Legal	4	5	3	5	1	5	D365 / SS / SAP	Can easily integrate D365 CRM data into D365 FO / Advanced document management protocol and Docusign integration / Has basic document management capabilities out of the box, but requires customization to tailor

Sunipro's customized assessment methodology provides you a clear view of your current technology gaps through a rigorous evaluation and scoring process.

ERP solutions we work with:

ORACLE NETSUITE · Microsoft Dynamics · SAP Business One · blue banyan

Previous Partners:

Nautilus Solar · Chevron · NASA · intel