
From: [REDACTED]
Sent: Tuesday, August 10, 2010 7:46 PM
To: [REDACTED]
Cc: [REDACTED] Brian Harrison; Steve Mitchell
Subject: RE: RE: NCPV Hotline - August 10, 2010

[REDACTED]

Getting business from Uncle Sam is a principal element of Solyndra's channel strategy. When Obama visited Solyndra in June, 2010, Chris Gronet spoke very openly to Obama about the need for installation of Solyndra's rooftop solar on U.S. government buildings. I heard Obama actually promise Chris that he would look into it when he returned to Washington. The point is that the government has to pay for energy no matter what. The capital funding to deploy a lot of rooftop solar on government buildings (say \$300million) just falls off the table in Washington anyway.

I also believe he [REDACTED] could act as a major change agent to get solar deployed as a cost parity play with the alternative GHG-belching coal-fired power plants. [REDACTED] could easily deploy more than 1 million people to this kind of mission. I recently agreed to work with [REDACTED] as a member of the Campaign Cabinet of the [REDACTED]. Working together with DOE, DOI and other agencies, we should be able to get a lot of Solyndra's rooftop solar deployed throughout the U.S government building/energy infrastructure. I'd like to get a storyline together with Solyndra to make a case for the U.S. Government adoption of Solyndra's product capability. We need to do a better job of telling our story in Washington especially as relates to the threat of competition from China, Inc. I am stunned by the lack of knowledge of our representatives in Washington about China's plans to "dump" pcSI solar in the U.S. market. This has been confirmed by Solyndra's Washington lobbyist, [REDACTED].

Best.

[REDACTED]

-----Original Message-----

From: [REDACTED]
Sent: Tuesday, August 10, 2010 10:30 AM
To: [REDACTED]
Cc: [REDACTED]
Subject: Fw: NCPV Hotline - August 10, 2010

[REDACTED]

Note that [REDACTED] got a 15 MW order at an Air Force base. Frankly I'm surprised, as those sites tend to be relatively unconstrained on space and so [REDACTED] is unlikely to be the low bidder. I wonder if 'buy American' rules held sway here. If so, might Solyndra prioritize federal government business, where it could have an 'unfair advantage'?

They may already be doing this, but if it's in fact an effective strategy, perhaps they ought to elevate its priority to the top. (No currency risk nor credit risk, either!). Do they have a salesperson who is specifically dedicated to gov't business? (Which, as you know, is a different animal than commercial sales).