

## UTILITY-SCALE ENERGY

# Find megawatt-scale projects before the RFP.

Solar, wind, and battery storage projects surface in ArcReact while they're still in queue, in permitting, or in financing — years before the procurement cycle opens.

## THE COST OF FINDING PROJECTS LATE

Every project you find through an RFP is a project five competitors found at the same time. By then the spec is locked, the relationships are built, and the deal is already commoditized.

## WHO THIS IS FOR

Sales professionals at developers, EPCs, equipment OEMs, financiers, and energy service providers whose revenue depends on landing position on the largest concentrated capital projects in the energy economy.

Developer BD | EPC Regional Sales | OEM Account Management | Project Finance Origination | O&M Services | Storage Integrators

## WHAT CHANGES FOR YOU

### YOUR WEEK

#### You stop chasing rumors and start working a verified list.

No more piecing together queue spreadsheets, Googling developer announcements, or hoping your contact remembers to loop you in. Every Monday morning, you open the portal to projects ranked, sourced, and ready to act on — with the trigger event already identified.

### YOUR PIPELINE

#### You add coverage years earlier than your competitors.

A queue request filed today is a project that won't issue an EPC RFP for 24–36 months. ArcReact lets you build relationships on that timeline — so by the time the RFP drops, you're the developer's known quantity, not one of five vendors getting a cold email.

### YOUR COMPANY

#### You compete on relationship, not on price.

Late-stage RFPs commoditize you. Early-stage relationships let you influence scope, get specified in, and win on terms — not on a procurement scorecard. The leverage shift in your margin is structural, not incremental.

## THREE WAYS SELLERS USE IT

### USE CASE 01

#### Show up before the spec is locked.

An EPC regional lead pulls a Market Radar for solar projects in MISO South, filtered by queue position and developer profile. Three projects surface with queue requests under 18 months old — well before EPC selection has begun.

**RESULT:** You're in the room before there's a room. By the time competitors hear about the project, you're already the incumbent voice in the developer's planning.

### USE CASE 02

#### Track queue position by capacity profile.

A battery OEM regional rep configures the profile for BESS projects 50–200 MW in ERCOT and CAISO. ArcReact surfaces queue requests aligned to product capacity, with developer, COD, and provenance for every entry.

**RESULT:** A working pipeline of fit-correct projects, every one of them weeks or months ahead of where your competitors are looking.

### USE CASE 03

#### Prospect JV partners by project profile.

A mid-market developer's BD lead finds adjacent projects where larger developers are seeking co-development or tax-equity partners. Filters surface projects with permits in motion but financing not yet closed.

**RESULT:** Inbound-style partnership opportunities sourced proactively from public signals — not from waiting for a banker's call that may never come.

### WITHOUT ARCREACT

- You find projects when the RFP drops — same time as five competitors.
- You chase rumors, scan trade press, and rely on whoever remembers to call you.
- You compete on price because the spec was written without you in the room.

### WITH ARCREACT

- You find projects 2–5 years before the RFP — while the spec is still being shaped.
- You open the portal Monday morning to a ranked, sourced, ready-to-act list.
- You compete on relationship and influence — with margin to match.