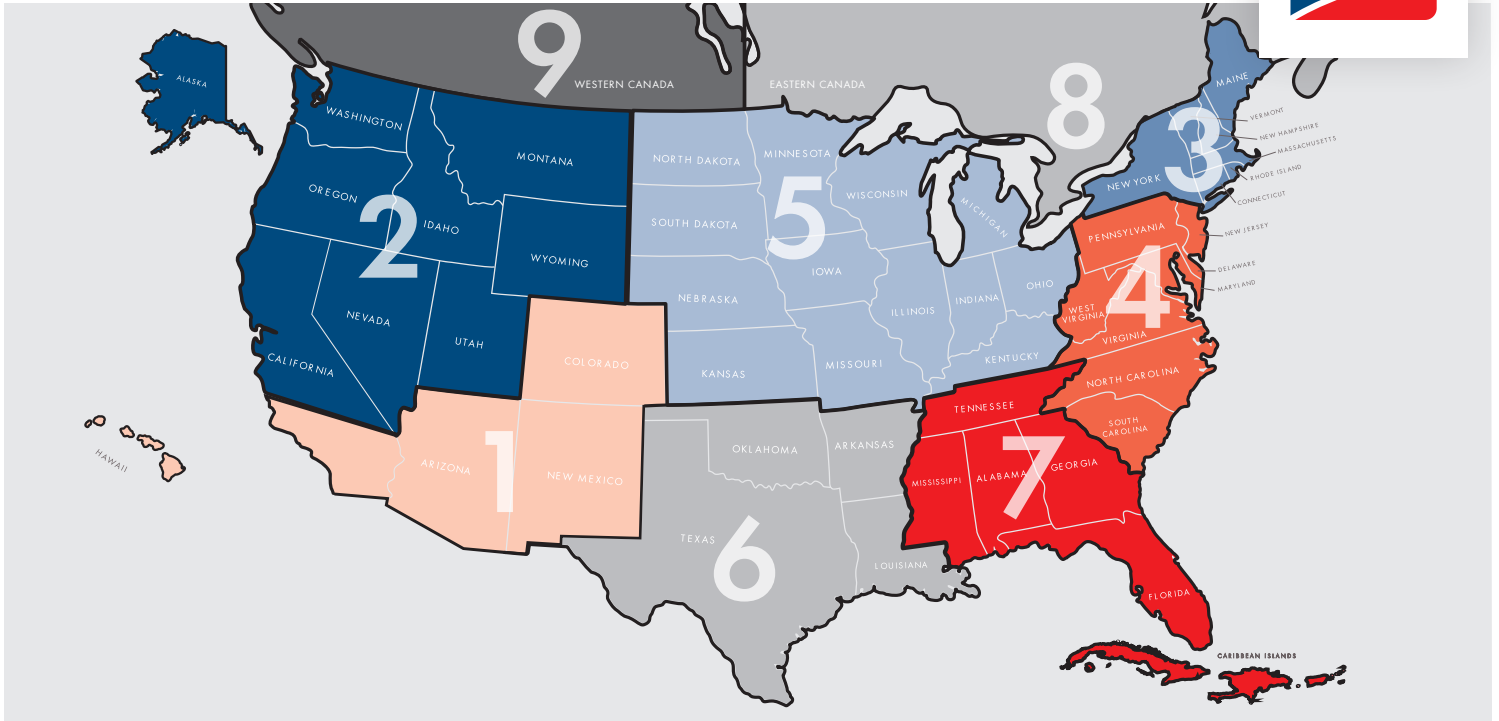


CHANNEL SALES SUPPORT



Eric Toff Bergman
Sales Director, Distribution

Ravi Dodbballapur, Sr. Director, App. Eng.
Jose Colom, Manager, Resi. and C&I App. Eng.

Stephanie Fellenberg
Director, Sales Operations & Enablement

Territory Sales Manager	String Inverter Support	Inside Sales Specialist	Sales Program Manager
1 Brandon Davis 916 298 6335	Kennett Allard Tucker Meier	Sydney Clevenger 916 625 3555	Natalia Pliczka 916 969 6495
2 Travis Davis 916 938 1384			
3 Tyson Schoelzel 916 584 3975			
4 Chris Mahoney 916 208 3323			
5 Art Juarez 916 584 1494			
6 Brett Hurney 916 938 1806			
7 Jena Ramsey 916 938 3131			
8 Art Juarez 916 584 1494	Kennett Allard Tucker Meier		

1-9	Service, Repowering, Spare Parts, O&M	Davood Mesbah , Program Manager
1, 2, 6, 9	Service Sales	Fred Frank , Service Sales Account Manager
3, 4, 5, 7, 8	Service Sales	Dave Stawicki , Service Sales Account Manager

Accounts Team :: CustomerAccounts@SMA-America.com
Responsible for managing all new & existing accounts.

Quoting Team :: Quotes@SMA-America.com
Responsible for creating all RFQ/RFP's. All quotes should be sent to the Quoting Team for creation or revision.

Order Management Team :: Orders@SMA-America.com
Responsible for creating all direct customer orders. This is the contact team for anything related to order processing, logistics updates, change orders, etc.

Warranty Team :: US-Warranty@SMA-America.com
Responsible for creating/updating all warranty requests & orders (Warranty, Service O&M, & PM) and for equipment record maintenance.

Sales Contact, General Questions :: InsideSales@SMA-America.com
General contact for all sales or inside sales questions. :: 916 625 3555

Distribution Team :: POS@SMA-America.com
Responsible for POS, SMA PowerUP, credits, rebates, monthly reporting.

Billing Team :: Billing@SMA-America.com :: 916 625 3557
Responsible for all invoices, processing all resale certifications for applicable taxes and conditional lien waivers.

Accounts Receivable Team :: AR@SMA-America.com
Responsible for processing all customer payments, sending statements of accounts and processing final lien waivers

Core Services :: CoreServices@SMA-America.com
Extended warranties, commissioning, grid emulation and preventative maintenance.

General Contacts
SMA Service Line: +1 877 MY SMATech (+1 877 697 6283)
Residential & Commercial Service: Service@SMA-America.com
Marketing Support: Marketing-US@SMA-America.com
Solar Academy: SolarAcademy@SMA-America.com