

# Solentra Energy – National Deployment Strategy

Prepared for: FEMA / DOE / LIHEAP

Prepared by: Omar Gueye, Co-Founder & Director of Operations

Email: Omar.Gueye@SolentraEnergy.com

Phone: (850) 900-3717

Website: www.SolentraEnergy.com

Solentra has built this deployment strategy in full alignment with FEMA’s disaster response framework and DOE’s clean infrastructure objectives. We are prepared to activate any phase of this plan — from pilot testing to national rollout.



This national deployment plan is aligned with Solentra Energy LLC’s strategic mission to act as a federal partner in disaster response, clean energy infrastructure, and off-grid power delivery. The following enhancements reflect alignment with Department of Energy (DOE), FEMA, and WAP/LIHEAP grant priorities, with a focus on 24–72 hour national deployment capacity, supplier surge readiness, and regional 4PL logistics execution.

Solentra will implement a hybrid in-house 4PL model to oversee logistics, inventory control, disaster response, and national energy deployment. This model will allow Solentra to serve as both coordinator and executor across warehousing, transportation, fulfillment, and reverse logistics — ensuring energy assets are positioned nationwide and can be mobilized to federal priority zones within 24–72 hours.

Solentra Energy: National Solar Deployment Launch Plan

# 📍 Warehouse Zones (w/ Locations)

- Orlando, FL – Hurricane corridor, FEMA staging, central access  
- Dallas, TX – Central U.S. hub, high-throughput deployment zone  
- Phoenix, AZ – Tribal and rural deployment, high sun hours  
- Riverside, CA – Inland access to wildfire zones, FEMA coordination  
- Baton Rouge, LA – Gulf disaster corridor, rural WAP reach  
- Oklahoma City, OK – Midwest logistics pivot, low warehouse cost  
- Charlotte, NC – Eastern seaboard coverage, WAP/LIHEAP access  
- Greenville, SC – Proximity to inland port, rural resilience staging

# 🚛 Units per Zone (UL-Certified Only)

- 110 UL in FL (Orlando)  
- 130 UL in TX (Dallas)  
- 90 UL in AZ (Phoenix)  
- 120 UL in CA (Riverside)  
- 60 UL in LA (Baton Rouge)  
- 40 UL in OK (Oklahoma City)  
- 80 UL in NC (Charlotte)  
- 70 UL in SC (Greenville)  
→ Total: 700 UL-certified units

# 👷 Staff per Site (Updated)

- 2 engineers – system setup, QA, and technical prep  
- 2 drivers – transport and basic field setup  
- 1 local rep – agency/customer point of contact  
- 1 maintenance tech – on-call for service, battery swaps, inverter issues  
→ Total: 6 staff per warehouse

National Total for 8 Warehouses:  
- 16 engineers  
- 16 drivers  
- 8 local reps  
- 8 maintenance techs  
→ Total Staff: 48

# 🗓 First 90-Day Plan

1. Secure warehouse leases in all 8 states (focusing on proximity to interstates and FEMA grids)  
2. Place purchase orders for 700 UL-certified MobileGrid + GX systems  
3. Hire field teams: logistics-ready, with solar and off-grid training  
4. Deploy to pilot zones:  
 - Orlando, FL for hurricane resilience prep  
 - Charlotte, NC for WAP pilot deployment to low-income neighborhoods  
 - Phoenix, AZ tribal test deployment (non-funded proof of concept)

# 🎯 Primary Use Cases

1. Disaster shelters (FEMA/WAP funded)  
2. Remote schools & clinics (DOE equity deployment)  
3. Tribal zones needing off-grid power (potential DOI/NTIA partnerships)

# 🛠 Founder’s Past Experience

- 3 years at TQL (Total Quality Logistics)  
- Managed nationwide solar freight, including off-grid trailer coordination  
- Experienced in DOE/LIHEAP logistics, carrier onboarding, and energy deployment strategy