

OSEC 2018 Confirmed Courses to Date: **MORE COURSES WILL BE ADDED**

March 8, 2018

#	Titles	Presenters
1	Understanding the NEC 2017 on Energy Storage	Bill Brooks
2	Solar ABCs and the Expedited Permitting Process	Bill Brooks
3	3 Phase System Design	Marvin Hammon
4	PV Safety 101: An Interactive Session using PPE	Peter Parrish
5	NEC 2017 on PV Systems	Sean White
6	Commercial PV Design	Ryan Mayfield
7	Innovations in PV Cell Technology	Michael Ginsberg
8	Innovations, Low Serial Numbers and Oopses in the Solar Industry	Peter Greenberg
9	When Others Drop the Ball: How to Keep your Cool & Ensure that the Job Gets Done	Tamara Staton
10	The ABCs of Residential Solar Sales	Greg Welsh
11	Customer Relationship Management and Workplace Efficiency	Greg Welsh
12	The Solar Financing Landscape	Greg Welsh
13	Best Practices in Closing the Sale	Greg Welsh
14	Synergy in Battery Based Power Systems: Problems and Solutions	Dean Abney
15	Energy Storage System Design Using Lead Acid Batteries	Steve Higgins & Jeff Myles, ROLLS
16	Troubleshooting Lead Acid Battery-Based Systems & Ongoing Maintenance	Steve Higgins & Jeff Myles, ROLLS
17	Renewable Energy Applications – Battery Bank Options, Sizing and Testing	Stacey Delzeit, Trojan
18	Rule 21 Advanced Inverter Functions: Interactive Session	Jock Patterson, Fronius
19	Ballasted Systems for Commercial Projects	Unirac
20	Commercial Design Considerations using Transformerless String Inverters	Michael Nieman, Yaskawa Solectria Solar
21	Rapid Shutdown and Effective Grounding with Yaskawa	Michael Nieman, Yaskawa Solectria Solar
22	Simplified Design and Installation with the IQ 7/7+ and the IQ Combiner+	Enphase
23	Workforce Development Panel	Meghan Craig, OSEIA
24	Better Job Costing and Labor Controls to Increase Profits	Leslie Shiner
25	Growing your Business without Growing out of Business	Leslie Shiner
26	TBD	SolarWorld
27	Latest Innovations in Solar Mounting Systems OR Ground Mount Layout Considerations	SunModo
28	TBD	Outback
29	Solar+Storage, Automation & Demand Response	Olaf Lohr, Laird Sanders, Sonnen
30	Optimizing Your Solar Proposal for the 2018 Tax Bill	Alex Carter, Aurora Solar
31	CAD Design - Construction Plan Sets, Permitting, and Best Practices for Residential and Commercial Design.	Claudia Eyzaguirre, PV Complete
32	Advanced System Design with Helioscope	Folsom Labs