



# Solar PV Installer Selection Kit

## Information Tables



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These worksheets will help you quickly organize the information necessary to evaluate different solar PV quotes in as little as 1 hour.

## Installer Information

Table 1. Solar Quote Preliminary Check List

<b>Solar Installer</b>	<b>Solar Site Evaluation</b>	<b>Shading Analysis</b>	<b>Roof or Ground Mounted System</b>
#1	yes / no	yes / no	roof / ground
#2	yes / no	yes / no	roof / ground
#3	yes / no	yes / no	roof / ground
#4	yes / no	yes / no	roof / ground
#5	yes / no	yes / no	roof / ground

During the solar site evaluation or over the phone/e-mail, try to get answers to the following questions:

- Will your company be performing all aspects of the installation or do you subcontract out some portion of the work?
- Does your or the company doing the installation have solar installer certifications?
- Can you specify in the solar system quote the specific components (brands and model numbers) being proposed for the system?
- How many solar PV systems has your company installed in the past 2 years?
- When would you be able to install my system if I were to select your company?
- Can you provide the names and contact information for 5 customers you installed solar for in the past two years to call as references?

Table 2. Solar Installer Information

<b>Solar Installer</b>	<b>Company or Subcontractor Installs</b>	<b>Number of PV Systems Installed Past 2 Years</b>	<b>Installer Solar Certifications</b>	<b>Specify Equipment</b>	<b>Date of Installation</b>	<b>Installer Handles Paperwork</b>	<b>Installer has Licenses and Insurance</b>
#1			yes / no	yes / no		yes / no	yes / no
#2			yes / no	yes / no		yes / no	yes / no
#3			yes / no	yes / no		yes / no	yes / no
#4			yes / no	yes / no		yes / no	yes / no
#5			yes / no	yes / no		yes / no	yes / no

Notes:

Table 3. Contact Information for References

<b>Installer</b>	<b>#1</b>	<b>#2</b>	<b>#3</b>	<b>#4</b>	<b>#5</b>
<b>Reference #1</b>	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:
<b>Reference #2</b>	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:
<b>Reference #3</b>	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:
<b>Reference #4</b>	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:
<b>Reference #5</b>	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:	Name: Phone: E-mail:

## System Cost & Performance

Table 4. Inputs for the System Cost and Performance Calculator

These values are found in the solar quote you received. If they are not in the quotes you received call the installer and request the necessary information.

<b>Solar Installer</b>	<b>Number of Panels</b>	<b>Watts per Panel (STC)</b>	<b>Annual kWh Output Estimate</b>	<b>Total System Cost (before incentives)</b>
#1				
#2				
#3				
#4				
#5				

Notes:

Table 5. Outputs from the Solar PV System Cost and Performance Calculator

Follow the link in the Solar Installer Selection Kit to the [System Cost and Performance Calculator](#) and input the values from Table 4 above. Insert the results from the online calculator here in this table.

<b>Solar Installer</b>	<b>System Size in kW</b>	<b>Cost per Watt</b>	<b>Performance Value</b>	<b>Notes</b>
#1				
#2				
#3				
#4				
#5				

Notes:

## System Equipment and Workmanship Warranties

Table 6. Warranties for Equipment and Workmanship

This information can typically be found within the solar quote. If it is missing contact the solar installer.

<b>Installer</b>	<b>Panel Brand</b>	<b>Panel Warranty (yrs.) (Performance/Equipment)</b>		<b>Inverter Brand</b>	<b>Inverter Warranty (years)</b>	<b>Workmanship Warranty (years)</b>
#1						
#2						
#3						
#4						
#5						

Notes:

## Solar Installer Reference Checks

Contact at least three references provided to you and ask if they would recommend the installer that installed their solar PV system. See additional questions to ask references below.

Table 7. Installer Recommendations

<b>Installer</b>	<b>#1</b>	<b>#2</b>	<b>#3</b>	<b>#4</b>	<b>#5</b>
<b>Reference #1</b>	yes / no	yes / no	yes / no	yes / no	yes / no
<b>Reference #2</b>	yes / no	yes / no	yes / no	yes / no	yes / no
<b>Reference #3</b>	yes / no	yes / no	yes / no	yes / no	yes / no

Notes:

### Additional Questions for Reference Checks

- Did the solar installer communicate effectively with you through each phase of the project?
- Did the solar installer meet the timeline set out for the installation project?
- Is the solar PV system performing as the installer estimated?
- Would you recommend the solar installer company to your friends or neighbors?



## Paying for the Solar PV System

Now that you have a clear comparison between the PV system quotes you can now begin to compare the options to pay for the system.

Table 8 a & b. Comparing Lease & Purchase Power Agreement (PPA) Options

Table 8a	System Size (kW)*	Monthly Lease Payment	Lease Payment per kW Installed <sup>#</sup>	Term of Lease (years)	Annual Lease Escalation Rate
#1 <b>Lease</b>					
#2 <b>Lease</b>					
#3 <b>Lease</b>					
Table 8b	Electricity Cost (\$/kWh) <sup>^</sup>	PPA Price (\$/kWh)	Term of PPA (years)	Annual PPA Escalation Rate	
#1 <b>PPA</b>					
#2 <b>PPA</b>					
#3 <b>PPA</b>					

\*These value can be found in Table 5 above.

<sup>#</sup>Divide the monthly lease payment into the system size to calculate lease payment per kW installed.

<sup>^</sup>Look at your most recent electric bill to find what your current electric rate is (e.g., \$0.16/kWh).

Notes:

If you plan to finance your investment in solar, insert the information in Table 9 give the various financing options available to you.

Table 9. Inputs for Loan Options

<b>Loan Option</b>	<b>Cash Down Payment*</b>	<b>Amount to be Financed</b>	<b>Term of Loan (years)</b>	<b>Annual Interest Rate</b>	<b>Annual kWh Output Estimate<sup>#</sup></b>	<b>Electricity Cost (\$/kWh)<sup>^</sup></b>
#1						
#2						
#3						

\*Here you input any out of pocket down payments not financed.

<sup>#</sup>This value can be found in Table 4 above.

<sup>^</sup>Look at your most recent electric bill to find what your current electric rate is (e.g., \$0.16/kWh).

**Notes:**

Follow the link in the Solar Installer Selection Kit to the [Solar PV System Finance Calculator](#) and input the values from Table 9 above for each financing option available to you. Insert the results here in this table.

Table 10. Outputs from the Solar PV System Finance Calculator for Loan Options

<b>Loan Option</b>	<b>Monthly Loan Payment</b>	<b>Total Paid Over Life of Loan</b>	<b>Average Monthly Electric Bill Savings</b>	<b>Average Annual Electric Bill Savings</b>	<b>Payback Period (years)*</b>
#1					
#2					
#3					

\*The payback period indicates how many years it takes for the cumulative electric bill savings to equal the initial amount invested in your solar PV system.

Notes: