

Comparing Solar Quotes?

Look beyond the price: what to check before you sign

Two quotes can list the same panels, inverter and batteries and still differ by thousands. The difference is usually in what you **can't** see on the quote. Here's what to check:

1 Ask for an itemised quote

Mounting, cabling, isolators, surge protection and the DB board all affect safety and lifespan. Insist on a full breakdown of materials, not just a "package".

2 Check compliance is included

Is SSEG registration with your municipality or Eskom included? What about the electrical Certificate of Compliance (CoC)? Without these, your system may be illegal and your insurance could be affected.

3 Proper design for your home

Did the installer visit the site, check shading and size the system to your actual usage, or is it a one-size-fits-all kit?

4 Qualified installers

A registered electrician and PV mounter must do the work and sign it off, and roof penetrations must be properly sealed.

5 SAPVIA PV GreenCard accreditation

Choose an installer accredited through the South African Photovoltaic Industry Association (SAPVIA). PV GreenCard installers are trained and assessed against industry standards, and each installation is documented with a PV GreenCard certificate. That proof of a quality, safe install helps with insurance, home sales and resolving disputes. Verify an installer on the PV GreenCard website before signing.

6 Warranty and support

The manufacturer covers the hardware, but the installer covers the workmanship. How long is their warranty, and who comes out if something goes wrong?

7 Same brand, same product?

Check panel wattage, inverter model and battery capacity. Confirm the equipment has local warranty support and isn't a grey import.

The cheapest quote often costs more in the long run.

Choose an accredited installer who will still be there in five years.