
WHAT IS THIS?

This is an offering intended to allow you to purchase a solar system by paying your electricity bills as you normally do. Its that simple. If you have consistently paid your electricity bills, have a reasonable credit score, have household insurance and household wifi then we will come to your house and install a solar system at no charge to you outside of the small administration fee. After that point you are simply paying us for the electricity that you use or we supply instead of municipality or Eskom.

The main benefits of doing this are straightforward:

- Depending on what system type you choose (see below “3 Types of Systems”) you will never be load shed ever again. Ever.
- We offer a fixed rate that only escalates by inflation. The fixed rates are typically based around your current tariff rate.
- Again, depending on what system type you choose there are no fixed line rental costs, no demand charges, or any other costs other than your power usage. Even if you choose a system that keeps these power usage type costs, you will still save because the power you buy from us does not come with tariff cost increases, only inflationary related increases.
- You can get discounting on your current tariff rate, so if you wanted you could pay up to 50% less than your current tariff. Yes, this would mean the system would take longer to pay off because you are paying less. You would however still end up owning the system.
- Our contracts are flexible, if you would prefer to pay a higher monthly cost in a more “loan” type repayment scheme we can accommodate you for this although it is not our preference.
- All our systems have biannual maintenance and are persistently monitored. In this way the system remains perfect for the duration of the contract and maintenance issues are minimized. Yes, we can extend the maintenance agreement to after you take ownership of the system.
- You have never experienced any type of service-related issue resolution than you will with this agreement because we are equally invested into its ongoing success.
- At the end of the period, you own the system and all the benefits that come along with it.

Did I mention that you save? Because that’s really what its about.

WHY?

Because everyone has had enough. Because as solar companies we believe in our products and systems. Because load shedding and mismanagement. Because of terrible service. Because of perpetual price increases. Because of parasitic power partnerships in our business and homes always wanting more. Because this is maybe the only offer in the world in which everyone involved benefits. Because you can. Because we can. Because we deserve better than this.

THE SIMPLE PROCESS

Application forms



1. As a group, we do not know who you are. We have marketing people that tell us about our market, but they don't tell us about you. So, we have a simple application form to find out who you are and establish whether we can safely put a really expensive solar system at your location and create a mutually beneficial relationship.

Site Inspection



2. We have never been to your house. Can you even fit the solar system? Is there space for panels? Will the system be secure at the location? How big does the system need to be? How much will it cost? Yeah. We need to send someone to your house to meet with you and answer these questions to send to us.

Agreement Signed



3. We need to sign an agreement. This agreement must set out what everyone is supposed to do, how we treat each other and what to do if you want to sell your house or if lightning strikes. This agreement is comprehensive and protects both of us, it is the basis of our relationship.

Installation



4. No point in going through all these documents without getting the system installed. The installation window will be set after the agreement has been signed, the very same installer who came to do your site inspection will be doing your installation.

Monthly Payments



5. Pay your monthly bills as you normally would. All systems have fixed consumption-based payments that only increase with inflation. There are no connection fees, fixed line rental fees, notice demand fees and most importantly include a level of service that you just simply do not get from either Eskom or Municipality.

Experience Some Savings



6. I know. Real shocker. To think that you can get cleaner electricity, better service, more maintenance and 24/7 preemptive maintenance and still save money is just unheard of. Then to experience these savings at first monthly, then annually is almost going to feel surreal for you and your bank account.

Biannual Maintenance



7. Contracts last a long time, luckily so do solar systems but in order to ensure that everything continues to work as planned we will have a maintenance team come and clean down the solar panels, check the mounts, joints and connections, batteries and overall health. This is already built into your normal monthly payment and does not cost an additional fee.

System Monitoring



8. The contract includes 24-hour, 7 day a week standard monitoring and preemptive flag monitoring. This is what enables us to check the ongoing health of the system and react to any abnormalities detected.

System Ownership



9. At the end of the contract period, the system ownership is handed over to you along with all the benefits that go along with it. The contract period is naturally dependent on the value or size/type of the solar system deployed.

FAQ

1. How much do I pay?
 - a. There are four ways to pay.
 - i. You can pay as you use. Buying in per kilowatt hour at your current tariff rate.
 - ii. You can do an accelerated pay as you use. Buying in per kilowatt hour at an increased tariff rate to reduce the timeframe of contract.
 - iii. You can request a more loan type payment with a fixed monthly payment and a shorter payment term.
 - iv. You can buy out the system completely but pay for annual or biannual maintenance.
2. How long is the contract period?
 - a. This depends on the type of system, size of the system and your existing rate per kilowatt hour. Typically, though it would range from 5 years to 15 years.
3. What is an inflationary increase and what is the inflationary rate? The average inflation for South Africa is 4.50%, but this rate goes up and down as determined by the reserve bank on an annual basis. The reason for the inflationary increase is due to the length of time of each project and to protect our original capital investment.
4. Do you bank finance or self-finance the solar systems? We don't make use of bank finance. We self-finance and have a group of investors who purchase complete contracts.
5. When do I pay the administration fee, how much is it and what is it for?
 - a. Once you return the completed application documents, we will send you an invoice for payment.
 - b. The amount is R1762.50 incl VAT and is once off.
 - c. Once you have completed the forms, we need to pay for your credit vetting as well as pay for an installer to come and do a complete site inspection (literally fuel costs). In addition to this there is couriering costs of your original documentation once signed.
6. Can I buy out the system prior to the end of the contract?
 - a. Yes. You can buy out the system at any point during the contract period.

SYSTEM TYPES

Three Choices Custom Designed

The first choice you make is what type of system you want and no matter which choice you make, we will custom design it to fit your exact requirements. Below are the three basic types of systems on offer, naturally our site inspection team will also assist you with making this decision so if you are not sure we can always adjust it down the line.

Grid Tie – No Batteries

This is the most commonly purchased system on the market today. In its rough form it is merely a grid tie inverter (Goodwe, Solis, SMA), some solar panels (Canadian Solar, JA Solar), some protection equipment and connected to your grid. The system is fully compliant with municipal requirements and can be registered under embedded generation with municipality should it be required. The system is mainly beneficial to larger power users as they obtain the most benefit, but smaller load targeting systems are also extremely beneficial. This system pays for itself the fastest because it has no batteries, therefore is lower in price and requires little maintenance.

Naturally, the biggest benefit to this system is immediate costs saving and shorter time to ownership, but it also has some drawbacks. Due to anti islanding regulations and no built-in battery storage the system automatically switches off during load shedding. This can prove quite frustrating, think large solar array on the roof and no power.

An additional drawback is that if you are supplied by Eskom directly, they will not allow grid feed in at all. This means that you can only utilize a grid curtailed system that does not ever export power back to grid and only can be used to meet your daily running loads.

Finally, since you are still connected to grid, you are subject to their increases, existing connection fees and existing service levels. That said, the power you buy from us will always be at a fixed rate and you only pay for what we generate.

Offgrid System

This system is basically total freedom from Eskom, municipality, their increases, their lack of service and general mismanagement. The aim here is to tell them to come collect their equipment and leave you in peace. That said, systems like this are more costly (batteries), we also have to be more accurate in terms of design so as to account for summer and winter power usage variances, no one wants load shedding every time it rains for too long.

The benefits to this system are simple. No more load shedding ever again. Ever. No more ever having to interface with anyone regarding your electricity costs. No more price increases or connection fees. Its total grid independence. The only drawbacks are that the use of batteries make your time to ownership longer, but in reality as long as you keep paying your electricity bill (without annual increases or additional connection charges) it wont make much difference to you. You will be saving cash every month and be free from alternations to tariff costs and connection fees.

Hybrid System

This system is a marriage between an off-grid system and a grid tie system. The intention here is not to completely disconnect from municipality or Eskom but to recharge your batteries, run your loads and if the power from your solar array is greater than your daytime loads, it exports surplus power back to grid. These systems are typically registered and like any system that uses batteries has a longer time to ownership than a pure grid tie system but shorter than a pure off grid system.

The drawbacks to a hybrid are only based around the time to ownership, having the grid as a battery and your own batteries makes the system extremely robust. Should weather be adverse for long periods the system will simply allow you to seamlessly draw off grid if battery and solar are insufficient, naturally this also means that any power that is supplied from national grid means that you are still subject to tariff increases for what you do use, and the connection fees remain in play. Remember you are only paying for the power that our systems supply you with.

EQUIPMENT WE USE



Made by Ginlong Technologies 

