



Looking for some independent Solar Systems advice?

Unsure of the right-sized Solar System that meets your needs?

Interested in Solar but getting confused or bombarded by supplier's information?

3S can help with a proven process, managing the whole project from initial feasibility through a transparent selection process and assessment criteria tailored to your specific system requirements and overseeing the contract award plus system installation, commissioning, through to successful handover. This can enable your organisation to benefit from the advantages of a well-designed Solar PhotoVoltaic (PV) System.

We offer a range of services to Councils, Aged Care Homes, Shopping Centres, Offices, SMEs and other diverse organisations to use the sun to offset their daytime energy costs and save money year on year once the initial investment is paid off, which is typically around 7-10 years for a system that has a working life of around 25 years. We also specialise in broader energy efficiency advice.

1. Initial Feasibility Study

We usually start with a feasibility study which analyses your current energy bills, to analyse energy used throughout the year and current costs. This normally takes into account time of use, seasonality, site suitability, roof orientation, models different sized systems with estimated energy production, giving options for fastest payback, longer term optimum value, 100% daytime energy offset and a recommendation of what is regarded as the Solar PV system size that best delivers value for money for the client organisation and is likely to meet their needs as outlined in the scope of works. A detailed report of findings, recommendations and conclusions is issued to provide a clear understanding by the client of the options, likely costs of the systems suggested and payback periods as a valuable decision making tool.

2. Specification and Tender

This involves writing a broad specification and tender document for potential installers to quote against. This is written to assist keeping suppliers focussed on a specific requirement and makes it easier to compare and assess quotes, once received. It also takes into account specific client needs and criteria that emerge from discussions and also the initial feasibility study.

3. Evaluation, Assessment Criteria and Recommendations

Once quotations are received, a range of selection criteria are developed and agreed upon with the client, before the offers are assessed accordingly against these criteria and given a score as to how they perform



against each individual criteria. The scores are totalled and one supplier usually comes out ahead of the pack and is usually therefore the recommended candidate for contract award. That decision rests entirely with the client organisation.

4. Contract Award, Overseeing Installation, Commissioning and Hand-over

The client makes the contract award to the supplier and pays the deposit so the required equipment can be ordered. They may choose to follow it from here themselves, or choose to appoint 3S as their Project Manager. If so a timeline is agreed with specific milestone requirements. The work involved is outsourced to other specialists like structural engineers, building surveyors and other potential Contractors depending on whether drawing works or planning permissions, building permits, structural surveys, roof loadings, meter upgrades, feed-in restrictions may be required along the way, before the solar PV installation can commence. Once installed the system needs to be commissioned and tested before going live and producing energy for the client. Often a short training session is required for staff managing the system and a maintenance contract is usually advisable so the system can be checked and cleaned periodically, to ensure it is working optimally and maximising energy production to offset energy purchase from the client's energy retailer (usually Aurora Energy in Tasmania).

5. How does it work?

Very simply a scope of works is developed at each or any stage, which determines what is covered by 3S and what remains the responsibility of the client, plus the likely costs, which are then agreed with an instruction to allow us to proceed. Some clients decide they want our involvement throughout the process from the start. Others may require our services for just one section only, or just to conduct a feasibility study to determine whether Solar systems represent a valuable opportunity for them and the likely financial commitment involved.

3S has specialist training, knowledge and expertise in this fast changing Solar PV area and can provide advice on grid connect, hybrid and off-grid Solar PV systems, as well as solar Hot water systems. We are driven by providing a reliable and professional service, while also delivering value for money to all our clients. Much of our work comes from recommendation and word of mouth, but please visit our website to find out more about these and other services we can provide.

If you would like more information about any specific section of our Solar PV or Hot Water Services, please contact the undersigned.

We look forward to being of assistance to you, in the not too distant future.

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