



# Perspectives on a Solar Business

A decorative graphic at the bottom of the slide consists of a large, solid yellow shape that tapers to the right. The top edge of this shape is irregular and wavy, with several smaller, yellow, teardrop-like shapes scattered across it, suggesting a rising sun or a horizon line.

Better for you,  
better for your world!



# Background

- Founded 25 years ago.
- Over 5000 Systems Installed in WC.
- Process of a Turnaround.
- ISO 9001 & SABS 1307.

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# Business Environment

- Business environment.
- Landscape is changing.
- Entry of government and parastatals.
- New regulation & standards.

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# Building a Successful Solar Business

- Operations and Installations.
- Weakest Link.
- Broken Windows.
- Business Fundamentals.

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# Its Not Rocket Science !

- Customer service.
- Know your business.
- Safety.

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# Customer Service

- Promise only what you can deliver.
- Stick to your deadlines.
- Manage the entire experience.

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## Know Your Business

- Make sure your quotes are accurate.
- Make sure everybody knows the technology.
- Quality quote leads to quality installation.
- Make sure your installations work.

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# Safety

- Check your own safety while you work.
- Check your customer's safety.

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# Contact

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