

Federal battery rollout

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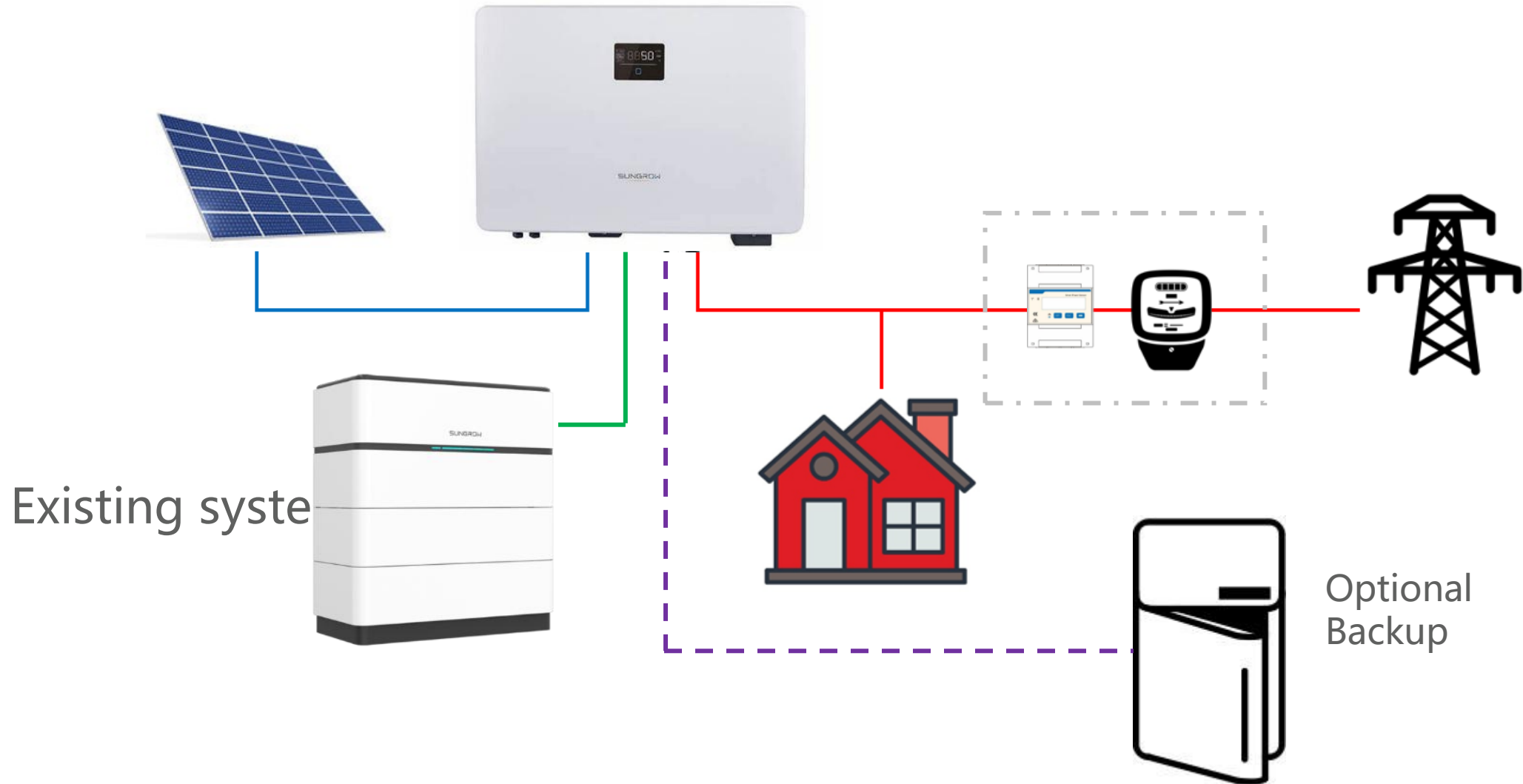
Different options
for Hybrid
inverters



DC Coupling – Straight changeover

Direct replacement – 3rd party inverter

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Pros and cons

Pros:

- Neater job
- Can be a simple changeover
- Only one manufacturer to deal with
- Backup option – Can backup whole house if large enough
- Optional – upsize panel array

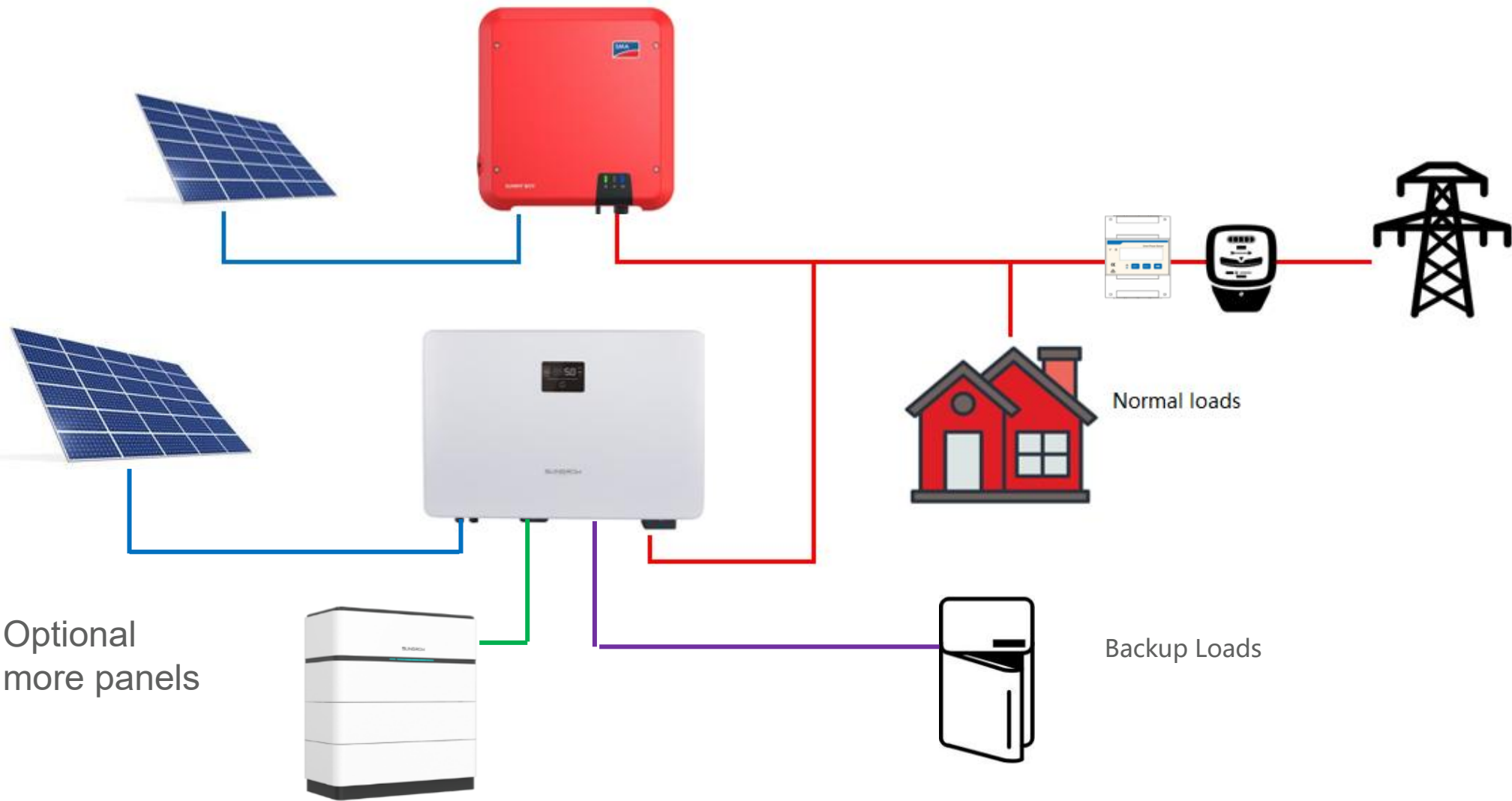
Cons:

- May have to upgrade system to current standard
- Installer inherits warranty for previous work



AC Coupling – Adding to system

AC coupled



Optional
more panels

Normal loads

Backup Loads

Pros and Cons



Pros:

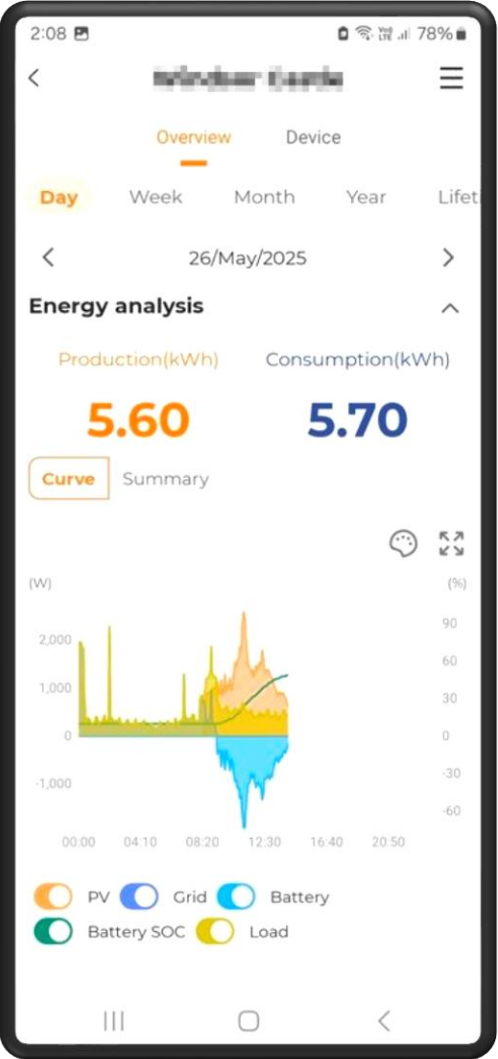
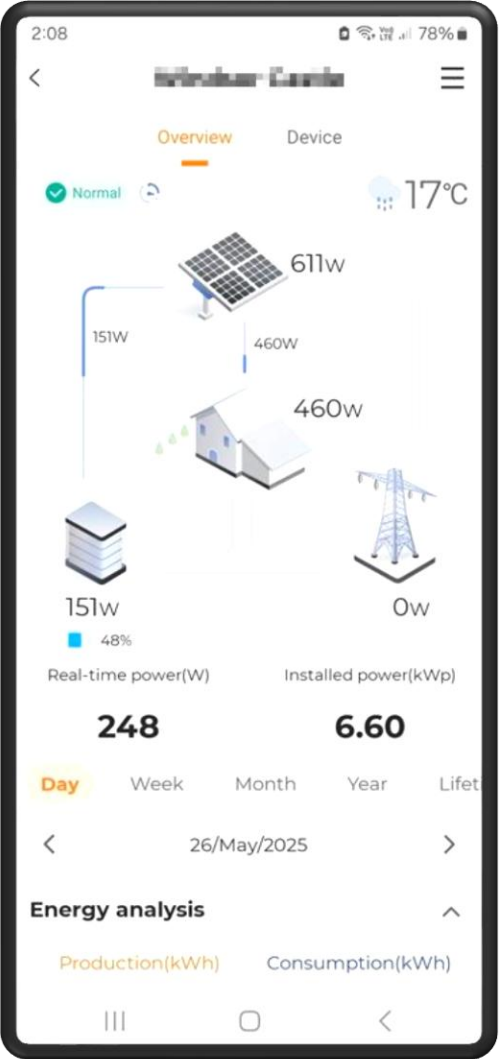
- No need to upgrade existing system
- Can sell more PV panels
- Can backup whole house if system large enough

Cons:

- Two inverters (need space)
- Battery may discharge completely during blackout (unless panels are connected)



Selling tools - Monitoring





Summary



Replacing the existing inverter may save labor time and will look neater.

Retrofitting (AC Coupling) can avoid extra work that needs done to existing wiring.

Both options may give the opportunity to sell more panels.

Backup options can be a good selling point.

A good monitoring system can get you over the line.

Thanks



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