

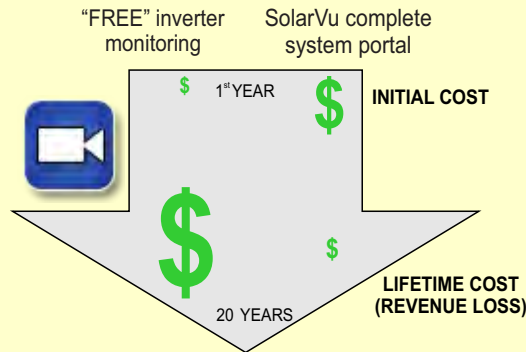
## Apples and Oranges How to Choose?

When buying inverters for a solar PV system the manufacturer may offer you their free online monitoring. So why would you pay more for an independent system like SolarVu. After all, every portal will have power and energy graphs. Which choice will make you the most money by minimizing lost revenue? There are many things that can go wrong in solar PV systems exposed to harsh climate conditions. Inverters are only part of the system. SolarVu pays for itself by detecting faults with equipment and panels, providing diagnostic tools to determine what to do and generating performance reports. Advantages include: A single interface that integrates all equipment including different inverter brands, meter, camera, weather sensors with the SMART Enterprise view for multiple sites. Logs for intermittent problems. LDC SCADA interface when required. Custom asset management reports from over 30 parameters. Pre-configured portal and communications setup. For more reasons, check out our [How to Choose?](#) presentation to help you decide.

Download *How to Choose?* to help you make the right decision

Saving money initially can cost more over the system lifetime in lost revenue

So what can go wrong? A lot!



### STUFF HAPPENS

**COMMISSIONING**  
 Incorrect comms settings in inverters and BOS devices  
 Serial wiring errors by electrician  
 Meter CT/PT wiring errors/settings  
 Router network settings  
 Weak 3G cellular reception  
 Wrong/missing equipment data supplied

**EQUIPMENT FAILURE**  
 Inverter failure  
 Solar panels fail  
 Corroded connections  
 Loose connection = overheating, fire hazard  
 Equipment left off after maintenance  
 BOS equipment failure weather sensors, meter, SCADA etc

**ENVIRONMENT**  
 Combiner box water ingress  
 Rodent chews through panel wires  
 Lightning damages equipment  
 Grid issues cause shutdown - under/over voltage  
 Snow cover / dirt buildup

**COMMUNICATIONS**  
 Loss of internet connection  
 Router/network configuration  
 Customer changes router settings  
 Router/ network failure  
 3G SIM card disconnected non-payment  
 Weak reception in rural areas  
 Equipment loss of communications  
 Faulty connection  
 Incorrect settings after replacement  
 Noisy environment, data corruption  
 Inverter design - firmware bugs

**GETTING PAID**  
 Utility payment below expected - meter fault / accounting  
 LDC SCADA problem = shutdown by LDC  
 RMA for warranty claim - support data

Effective O&M reduces expensive downtime.

**REVENUE LOSS FROM FAULTY EQUIPMENT** (FIT2=\$0.64/kWh)

1 String 4,500kWh/yr = **\$2,500/yr**  
 25kW inverter 31MWh/yr = **\$18,000/yr = \$1,500/mo**  
 200kW site shut down 1,200kWh/summer day = **\$760/day**