

SolarEdge Proposal User Guide - EU

Revision History

- V1.0, July 2024: Initial release

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Overview

The SolarEdge Proposal streamlines the end-to-end sales process and produces a completed sales proposal in minutes.

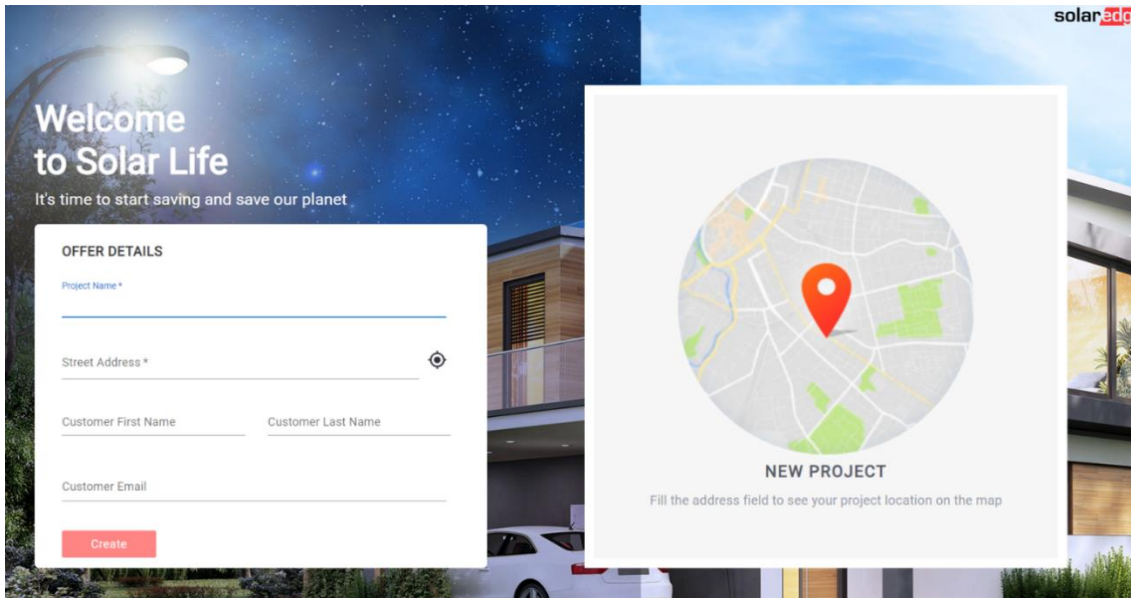
Launch SolarEdge Proposal

Before you begin:

Using your SolarEdge credentials, log in to [SolarEdge Designer](#) and do one of the following:

Project Type	Navigation
New	From the Create Project drop-down list, select SolarEdge Proposal.
Existing design	From YOUR PROJECTS , click the required project and click the Launch SolarEdge Proposal icon at the bottom of the left navigation bar.
Completed design	From YOUR PROJECTS , hover over the required project and click Launch SolarEdge Proposal .


Create a New Project



Welcome to Solar Life
It's time to start saving and save our planet.

OFFER DETAILS

Project Name *

Street Address * 

Customer First Name Customer Last Name

Customer Email

Create

NEW PROJECT
Fill the address field to see your project location on the map

To create a new project:

1. Enter a **Project Name** and **Street Address**.
The project name must be unique for each project that you create.
2. Enter the **Customer's** details.
3. Click **Create**.

Set Energy Profile



To set your homeowner's energy profile:

1. Click **Set Utility Rate** and select both the homeowner's **Utility Provider** and **Utility Rate**.

Electricity Rates



NOTE

If the homeowner's utility provider and utility rates are not listed, you can add these under the **Consumption** tab in the Designer tool.

2. From the **Daily consumption profile**, select the homeowner's profile. A graphical representation of a Typical Daily Consumption is displayed.
3. Enter the **Annual consumption**.
The **Avg. monthly bill** is initially calculated based on the annual consumption provided. After this initial input, you can also modify the Avg. monthly bill.

System Design



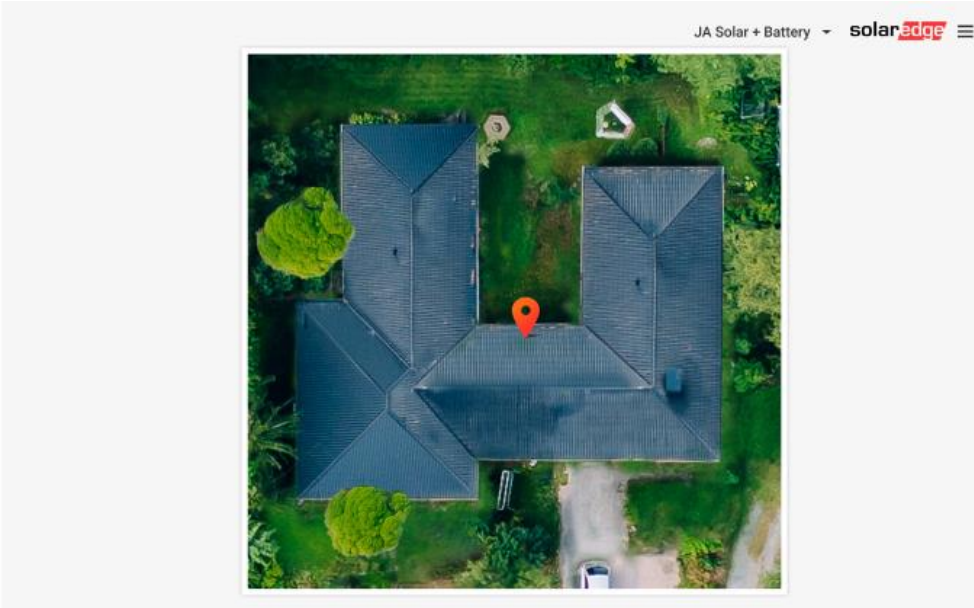
Design The System

Site Address

Sommerkellerweg 5, 62504
Oberhausen, Germany

Design in Designer

Fill Design Request



If you have not completed a full design, click **Design in Designer** to return to the Designer tool and complete your design project.

To submit a request to an external design service, click **Fill Design Request**. This is a paid service and provides you with a 3D model of your PV solar system design, optimal PV placements, and an electrical design.

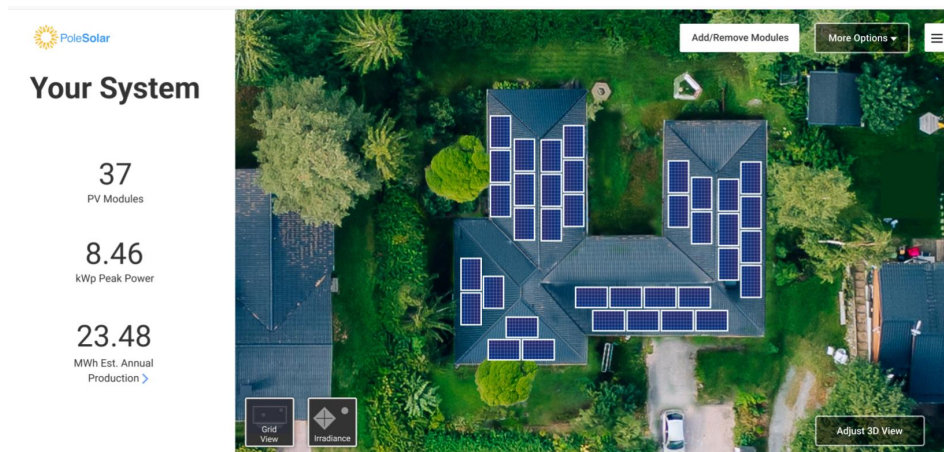


NOTE

After you have submitted a request, the design service prepares your design and responds by email within approximately 15mins. While you are waiting for a response you can still use the SolarEdge Proposal to present your company’s projects and benefits.

3D System Design Model

Your 3D design model displays accurate rooftop modeling with an optimal electrical design of your solar system, including PV modules, inverters, power optimizers, batteries, and EV chargers. It also provides you with an estimated **Peak Power** output and **Annual Production**.



Add/Remove PV Modules



You can modify your design by removing PV modules and adding PV modules back to create a new configuration.

To Remove PV Modules:

1. Click on the PV modules you want to delete and click **Discard**.
2. Click **Apply**.
Your design is revalidated.

To Add PV Modules:

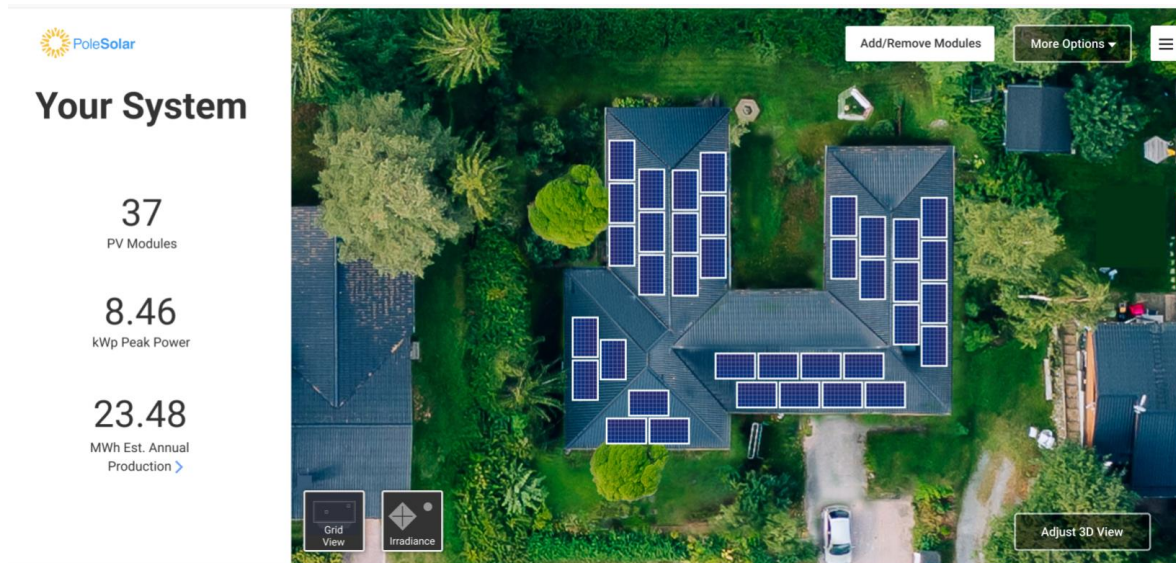
1. Click to add a PV module back and modify your existing design.
2. Click **Apply**.
Your design is revalidated.



NOTE

- You cannot add extra PV modules to the design layout, only reconfigure the existing design.
- When making modifications to a design, inverters and optimizers may have to change to accommodate the new PV module layout and this is automatically updated when your design is revalidated.

More Options

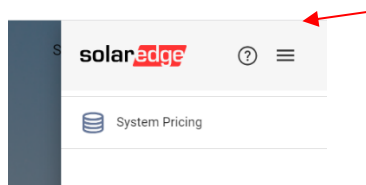


From the **More Options** drop-down list, do one of the following:

- **Edit in Designer:** Enables you to return to the Designer tool to re-configure your design and devices
- **New Design Request:** Enables you to submit a new Design Request

System Pricing

You can set system pricing and update the product catalogue by clicking on the hamburger icon in the top right corner of every page.




System Pricing

System Component	Part Number	Price (€)
Innotech ITS Economy Project MonoUp, 190W (220M0)	2105471	340€
SolarEdge 7.6kW, Single Phase Inverter with HDwave Technology	SE7600H-US000BNU4	3200€
SolarEdge Power optimizer S440	S440-1GM4MRM	100€
SolarEdge Energy Bank 10kWh	BAT-10K1PS0B-01	7000€
Anodized Rail, 14', Black		10€ ✕


+ Add Component | Discount: | Discard Apply

You can manually update the System Component list by deleting default system components or adding more components to the list, as follows:

To delete system components:

1. Click  and then click **Apply**.
Your System Component list is revalidated.

To add system components:

1. Click  Add Component and then click **Apply**.
Your System Component list is revalidated.

If you create a list with additional system components and want to remove one, click **Discard>Apply** to revalidate the list.

You can view the updated list in the [System Cost Summary](#), and use this as an aid to upsell further devices and components and offer a comprehensive sales presentation.



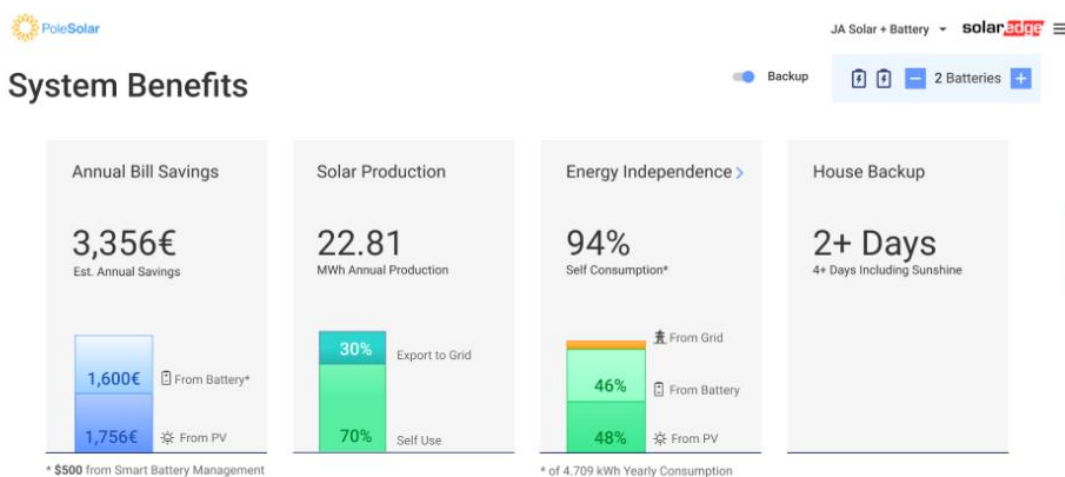
NOTE

We recommend that you set system and product pricing when you create the project in the **Designer>financials tab** before the meeting.

Financial Benefits and Savings

SolarEdge Benefits

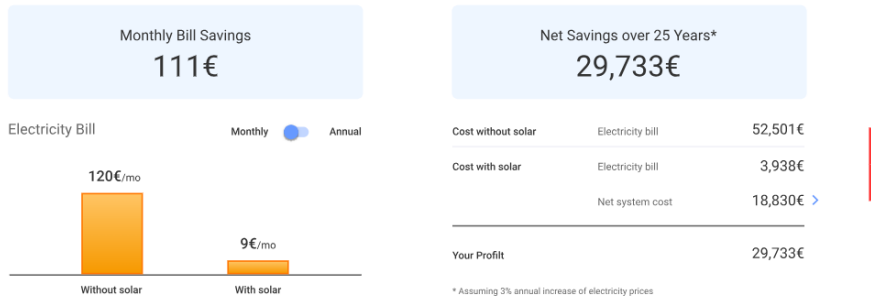
You can select one or multiple batteries and view a dynamic simulation and comparison of different system performances and savings. For example, you can view the Annual Bill Savings, Solar Production, Energy Independence, and the number of days of available House Backup Storage.



You can view and compare estimated electrical savings over a monthly, annual, and 25-year period. You can also view a breakdown of estimated costs with or without solar and overall Profit.



Your Savings



Annual Return on Investment

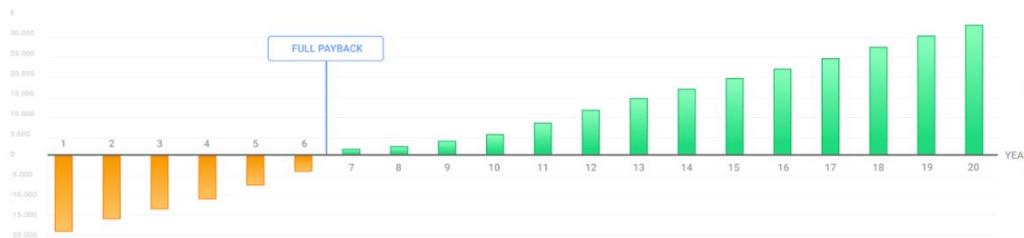
This graph demonstrates a year-over-year return on an initial system cost of 18.830€ over a payback period of 6 years. The first year starts with -18.830€ which decreases annually until the full payback in the 6th year and then increases to show a 20-year forecast and savings of 30,000€.



Return on Investment

Cash Flow Cumulative Annual

Net system Cost > **18.830€** | Payback Period **6 Years** | IRR **11.6%**



System Cost Summary

In System Cost, you can view a breakdown summary of the devices configured in your design project and a cash price with any discounted offers. You can also add and offer other SolarEdge products, such as an extended warranty by clicking the hamburger icon on the top right corner of any page.





System Cost

Today ● 25 Years

Solar System	22.750€ ▲
☰ 24 x panels JAsolar 365 Wp	
☑ 1 x SolarEdge Energy Hub 7.6 kW	
☰ 24 x SolarEdge P370	
☑ 2 x SolarEdge Energy Bank 10 kWh	
Additional components & services	130€ ▼
Sub Total	22.880€
Discount (5%)	-1.144€
Total before VAT	21.736€
VAT (6%)	1.304€

Customers also purchased

- ← EV Charger 1.300€
- ← Smart Energy Hot Water 3kW 750€
- ← Warranty extension to 25 yr 564€
- ← Cleaning service 200€
- ← Cleaning service 200€
- ← Cleaning service 200€

Cash Price (Incl. VAT) 23.432€

Generate a Proposal Summary

You can generate a Proposal Summary after you have completed the homeowner's profile and a full design project. This provides both a solar and financial breakdown. You can send the Proposal Summary by email to the homeowner.



Proposal Summary

Send Email

System Size	8.76 kWp
Annual Solar Production	5.786 kWh
Independence 67% from battery	94%
Cash Price	20.432€
Incentives	-4.050€
Net System Cost	18.830€ ▶
Net Savings Over 25 Years	29.733€
New Monthly Bill	9€
Monthly Bill Savings	111€
Backup (80%) 4+ Days Including Sunshine	2+ Days
Payback Period	6 years



Customize Your Presentation

You can send a request to Designer-feedback@solaredge.com to create a customized proposal presentation using your company logo and other information, such as highlighting your projects. The table below describes the requirements needed by the SolarEdge design team.

Page Type	Requirements
Main Page Design	<ul style="list-style-type: none">■ Main page background image (1280x600 resolution, JPEG or PNG, 10MB maximum)■ Header Text (up to 64 characters)■ Body Text (up to 1054 characters)
Company Page Design	<ul style="list-style-type: none">■ Header text (up to 64 characters)■ Up to 4 bullet points■ Body text for each bullet point (up to 1054 characters)■ Background image for each bullet (500x500 resolution, JPEG or PNG, 10MB maximum)