



# Solar 101

## Solar from a non-technical perspective

### 3-DAY BASIC COURSE

Get the fundamentals you need when starting out in the photovoltaic (PV) industry.

You will be able to understand the technical terms required to sell PV systems and grasp the business aspects of solar PV without having to go into complicated detail or calculations. In the three days, you will learn about the basics of solar electricity, the function, quality and selection criteria of all components in a system, as well as system operation and maintenance.

There are no deep technical discussions in the course. Nevertheless, the working principles of PV and all aspects of solar project planning and implementation are being discussed at least briefly to get a full impression of what PV installations entail. After the course, it is possible to continue with advanced level training.



## Our trainers

GREEN's trainers come from across Africa and are all invested and experienced in the solar industry. All trainers undergo high quality training in our teaching methods and our standardised course material before becoming accredited as GREEN trainers. Our team currently consists of over 20 trainers for all skill levels.



## Accreditation

The Solar 101 course is accredited by the German Solar Energy Society (DGS). You receive an internationally-recognised certificate of participation issued jointly by GREEN Solar Academy and DGS. GREEN Solar Academy is a QCTO-accredited Skills Development Provider.



Start out in the industry as a complete beginner



Learn how to sell a PV system to a client



Understand different PV products

# Solar 101

Solar from a non-technical perspective



## Target Audience

The Solar 101 course was developed for people without a technical background, such as:

- Sales and administration staff
- Solar newcomers
- Managers who don't need a deep dive into the technicalities
- Solar company staff who only need basics and not design
- Youth and Matriculants looking for basic solar education

## Pricing

- The course costs ZAR 6,900 (excl. VAT)
- 10% discount for Alumni
- 12% early bird discount for bookings 8 weeks before
- Payment must be made 2 weeks before the start of the course
- Cost includes lunch, coffee breaks, exercise handouts, certificate fees

Book online at [solar-training.org](http://solar-training.org)

## Prerequisites?

This course has no pre-requisites. It is a basic course open to anyone interested in solar PV. If you want to combine this course with other courses, such as the SuperSolarSchool, and need assistance, please do not hesitate to contact us.



Join our course and begin your PV journey



## Main Topics

The course focuses on understanding basic solar PV principles from a non-technical perspective. No calculations, no pre-knowledge needed! After the course you are ready to start out in the PV industry and continue to specialise in topics you like.

Topics are:

- Basics of solar electricity
- PV components and quality criteria
- Types of PV systems
- Introduction to protection and safety
- Installation, operation and maintenance
- Renewable energy laws and regulations
- Advantages of solar PV
- Sales exercises

Interested in Solar 101? Contact us!

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# Financing of PV Systems

## Understand financing options for SSEGs

### 1-DAY ADVANCED ONLINE COURSE

Calculate the feasibility of PV systems for commercial size systems and learn about available financing options and incentives.

The financial viability of PV systems can be illustrated by various key figures. You will learn how to calculate and assess the most important ones, and explore how different input parameters influence the output. We also look at available financing options, such as private equity, loans and leasing approaches and will discuss tax advantages and other available incentives.

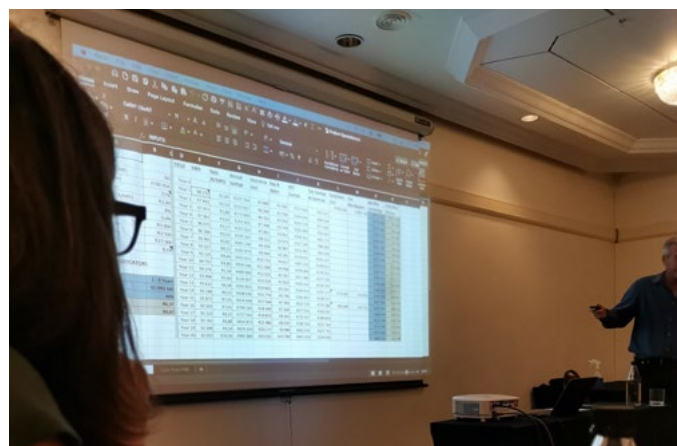
We make sure that the content will be presented hands-on and interactive. We combine the basics with case studies and give you insights in successful financing of PV projects in South Africa.

### Our trainers

GREEN's trainers come from across Africa and are all invested and experienced in the solar industry. This course was developed in partnership with Dr Philip Olivier. Philip has been active in the PV industry since 2009 and is the Founder and CEO of Olivia Energy Solutions.

### Accreditation

This course is accredited by the German Solar Energy Society (DGS). You receive an internationally-recognised certificate of participation issued jointly by GREEN Solar Academy and DGS. GREEN Solar Academy is a QCTO-accredited Skills Development Provider.



Get introduced to financing methods and investment equations



Understand how to calculate financing of SSEGs with real case studies



Learn from industry professionals like the heads of ABSA's RE division

# Financing of PV Systems

Understand financing options for SSEGs



## Target Audience

Professionals who need to put together financial proposals and negotiate with customers and banks for projects where “load shedding” is not the single argument anymore, specifically:

- Business owners, CEOs and managers
- Salespeople
- Customers planning to make an investment in a PV system

## Prerequisites?

A basic understanding of how PV systems work is required. A general interest in financing and experience with the topic will be an advantage.

Contact us if in doubt if this course is right for you.

## Pricing

- The course costs ZAR 3,150 (excl. VAT)
- 10% discount for Alumni
- 12% early bird discount for bookings 8 weeks before
- Payment must be made 2 weeks before the start of the course
- This course takes place online with live trainers

Book online at [solar-training.org](https://solar-training.org)



Grasp the world of financing in PV and stay ahead in the growing solar industry



## Main Topics

The main topics in this course are:

- Calculation and assessment of financial viability of SSEG PV systems
- Loans (secure and unsecure)
- Tax advantages, implications of article 12B
- Revenues and savings – electricity cost comparison Eskom vs PV
- Cashflow and ROI calculation
- Case study on a 60 kWp PV system (exercise)
- How to understand and inform your client – what are the right questions and arguments

**Interested in the Financing course? Contact us!**

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