



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

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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PV Mounter

Hands-on training for PV installers



* 2 CPD Points *

2-DAY BASIC COURSE

Starting with nothing but a wiring chart and material list, we plan and execute a solar installation together, up to commissioning and testing of the system. This is a practical training with minimal time in the classroom and more time in the workshop to practice PV system installations. We'll be installing on different roof types using state-of-the-art equipment.

After the course, you'll be able to plan physical installations, mount PV systems on various roof types, know how to stay safe on site and handle components appropriately, how to plan and install the wiring of a PV system with storage and what it takes to build safe and long-lasting PV systems.

PV Mounter is a good choice if you've done our 5-day SuperSolarSchool and are looking for more practical training for yourself or your team. Team discounts are available.

Our trainers

GREEN's trainers undergo high quality training before we allow them to teach at any of our courses. Also, all have experience in the PV industry and the majority runs their own solar business for first-hand practical experience.

Accreditation

This course is accredited by the German Solar Energy Society (DGS). Certificate of participation issued jointly by GREEN Solar Academy and DGS. Accumulates 2 CPD Points validated by SAIEE as per ECSA policy (South Africa). GREEN Solar Academy is a QCTO-accredited Skills Development Provider.



Work practically with solar equipment



Learning how to connect a PV inverter



Understand commissioning of a PV system

PV Mounter

Hands-on training for PV installers



Target Audience

- New solar installers looking for practical experience
- Technicians and Electricians who need a crash course on solar installation
- SuperSolarSchool alumni who want a refresher on PV installation and commissioning
- Installation teams who need fast and efficient practical training and at an affordable price

Pricing

- The course costs ZAR 4,900 (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
- Including lunch, coffee breaks, exercise handouts, certificate fees

Book online at solar-training.org



Prerequisites?

This course is completely hands-on. Anyone who is interested can join the course - a qualification as an electrician is not required. For theoretical basics and knowledge on PV system components, design, and planning, please book the SuperSolarSchool.

To prepare for the course, you can watch some videos on PV basics [here](#). If you are unsure if you should participate, contact us.



Join our course and begin your PV journey



Main Topics

The course focuses on how to stay safe on the roof and how to install PV systems correctly. Topics are:

- Planning an installation based on wiring charts and material lists
- Preparing the site, tools and equipment
- Dos & Don'ts on site
- On-site safety
- Hands-on PV installation on different roof types
- Wiring of PV Systems
- Commissioning and programming of inverters (different manufacturers)

Interested in the PV Mounter? Contact us!

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GREEN Solar Academy

Africa's Premier Training Institute for Solar Power



Solar Business Management

Start your PV business the right way

2-DAY MANAGEMENT COURSE

This course is a crash course on business management, especially for small and medium sized solar company owners.

We are going through the basics, like the necessary registration processes with CIPC, SARS, the Bargaining Council and the DoEL, give practical guidance and together go through the tasks and challenges that will await you when your business grows.

You will learn how to take investment decisions for your business, manage internal processes and find your unique selling point. You will also learn how to quote for projects and how to make sure your margin doesn't get eaten up by inefficient project management or too-high costs.

Avoid the pitfalls

The goal of the course is to avoid careless and costly mistakes by knowing all the pitfalls and implement clever management from the start.



Our trainers

Our trainers are founders, CEOs and managers of successful PV businesses who are sharing hands-on tips and experience from their own active businesses. All trainers participate in our training of trainer programme before they are accredited and the courses are frequently quality checked and updated.



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.



Learn to quote accurately and professionally

LEARN HOW TO



Register with all relevant bodies (CIPC, SARS, OHSA)

Take investment decisions



Manage internal processes to be efficient and legally safe



Find your USP



Quote with confidence



Manage projects to meet deadlines



Solar Business Management

Start your PV business the right way



Target Audience

- New solar entrepreneurs and founders
- Young solar companies starting out
- Company owners and managers who want to optimise their operations

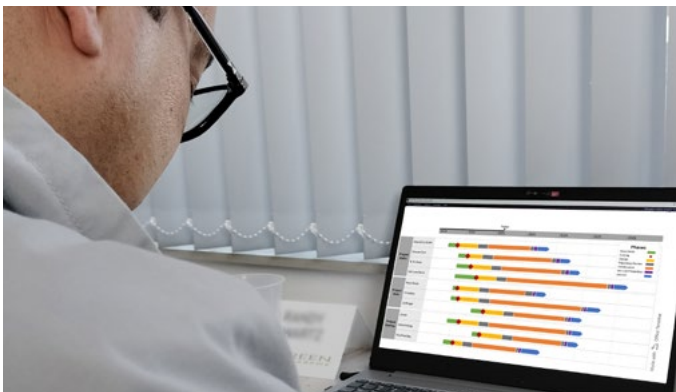
Prerequisites?

Basic solar knowledge is a prerequisite for this course; we recommend having done at least our Solar 101, or the SuperSolarSchool if you are technically inclined. Pre-knowledge in the field of business management and accounting will be an advantage.

Pricing

- The course costs ZAR R6,900 (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
- Including lunch, coffee breaks, exercise handouts, certificate fees

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



Embrace the right tools to achieve your goals



Join our course and meet fellow entrepreneurs



Main Topics

- Business registration processes from CIPC to DoEL
- OSH Act compliance
- Internal business management: Decision making for business owners and organisation and record keeping
- Marketing and Sales strategies, especially feasibility calculations for PV systems
- Project Management: Quoting and Site Management for solar projects
- Exercise: Case Study on project management
- PV GreenCard benefits and registration

Interested in this Course? 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.

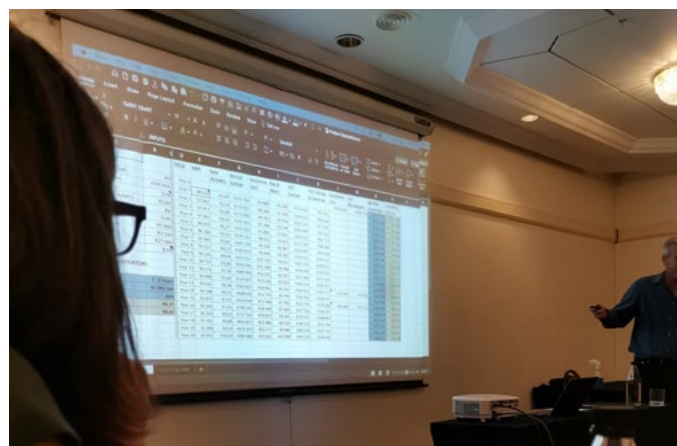
We make sure that the content will be presented hands-on and interactive. We combine the basics with case studies and give you insights in successful financing of PV projects in South Africa.

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



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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