Ask every installer the same questions.

Most people compare solar quotes on price per watt. It's a fair place to start and a bad place to stop. Two quotes can have the same price per watt and be very different deals.

Write each installer's answers in its own column. Where a quote doesn't answer a question, ask for the answer in writing. A good installer won't mind.

TYPE OR PRINT

The boxes are fillable on a computer. Or print it and fill it in by hand.

Our answers to every question are on page 2, kept separate so the checklist works for any quote.

THE NUMBERS

Ask for them in writing if they aren't on the quote

	QUESTION	QUOTE A	QUOTE B	QUOTE C
1	**Total price, with GST and every fee** The number you'll actually pay. Ask what's not in it.			
2	**System size (kW DC)** Divide the total by this and by 1,000 to get price per watt.			
3	**Estimated production in year one (kWh)** What the system should make. Bigger isn't better if it makes less.			
4	**Cost per kWh: total price ÷ year-one kWh** BEST COMPARISON What each unit of power costs you. Lower is better.			
5	**Share of your yearly use it covers (%)** Check it's based on your real bills, not an average home.			
6	**Panels and inverters: brand and model** Look up each warranty, and ask who replaces a part that fails.			

WHAT'S IN THE PRICE

	QUESTION	QUOTE A	QUOTE B	QUOTE C
7	**Permits and the utility application included?** Your utility must approve the system before it can run.			
8	**Electrical or panel upgrade: needed, and priced?** About half the homes we quote need one. It should be its own line.			
9	**What's not included?** Drywall or siding repair, code fixes, line-owner charges. Get the list.			
10	**Payment: how much is due before work starts?** Compare how much you pay up front against the work done by then.			

WHY COST PER KWH BEATS PRICE PER WATT

Example only, not a price quote

	QUOTE A	QUOTE B
Total price	$25,000	$27,500
System size	10 kW	10 kW
Price per watt	**$2.50** ← looks cheaper	$2.75
Year-one production	9,550 kWh	11,950 kWh
Cost per kWh	$2.62	**$2.30** ← better value

WHAT CHANGED

Quote B costs $2,500 more and makes 2,400 kWh more every year, about 25% more power. Better panels, a better layout or less shade can each do that.

If a quote has no production estimate, you can't make this comparison. Ask for one.

NOTES

Anything a salesperson promised: get it added to the quote

WHO DOES THE WORK

	QUESTION	QUOTE A	QUOTE B	QUOTE C
11	**Who installs: their own crew or a subcontractor?** The company that sells it isn't always the one on your roof.			
12	**Licensed electricians on site? A Master Electrician?** Solar is electrical work on your home. Ask who signs off.			
13	**Wiring: through the attic or across the roof?** Ask where every wire runs, and if it's in conduit outside.			
14	**Are they an installer or a broker?** A broker's referral fee can sit inside your price.			

PRODUCTION, TIMELINE AND AFTER THE INSTALL

	QUESTION	QUOTE A	QUOTE B	QUOTE C
15	**How was production estimated?** Ask for the report. It should count shade, roof angle and panel aging.			
16	**Is production guaranteed? For how long?** And what happens if the system makes less.			
17	**Who handles utility approval, and how long does yours take?** Approval time depends on your utility, not the installer.			
18	**Workmanship warranty: years, coverage, transferable?** Covers the install itself: roof attachments, wiring, leaks.			
19	**How long is the quote good for?** A fair quote holds for days. Pressure to sign today is a warning sign.			

HOW GREENAMP ANSWERS THESE

Every point below is in our proposal or on greenampsolar.com/warranties

Who installs (11, 12). Our own Red Seal electricians and apprentices, with a Master Electrician on site. We don't subcontract the solar or electrical work. On ground mounts, screw piling is subcontracted and included.

In the price (7). Design and site visit, permits, the microgeneration application, install, inspection, critter guard, monitoring app setup and a clean site.

Payment (10). Site visit first. Then 25% at signing, 25% before install, 50% after the electrical inspection. Financeit and CEIP are options.

Production (16). PowerPromise™: 95% of modelled production every 12 months for 10 years.

Wiring (13). Through the attic where possible. Conduit on the outside of the house.

Not in the price (9). Drywall or siding repair after electrical work, bringing older wiring up to code if the inspector asks, charges from the line owner, and the card fee.

Equipment (6). Tier 1 all-black panels with APsystems microinverters, one for every two panels. 25-year microinverter warranty.

Workmanship (18). 10 years, with 25 years available. It transfers to a new owner if you sell. Claims go to warranty@greenampsolar.com.

NEXT STEP

Want a ballpark before you compare?

Our calculator gives a price range for your home in about two minutes, from your yearly power use. No call, no obligation. Questions about any quote, ours or someone else's? Call or email us.

1. **Get a range** — From your power use
2. **Site visit** — We check the roof and panel
3. **Exact quote** — Every item on its own line

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PRICE CALCULATOR
go.greenampsolar.com/solar-cost-calculator