

Brighter
Homes
Happier
Tomorrows

A FREE I LOVE SOLAR GUIDE

Finding Your Perfect Solar Match

How to choose a solar installer you can actually trust — the accreditations that matter, the red flags to walk away from, and the questions that separate a great installer from a great sales pitch.

Written for Australian homeowners
by the team at I Love Solar

ilovesolar.com.au
Pre-vetted installers, matched to you

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WHY WE WROTE THIS

I Love Solar exists because too many Australian homeowners end up choosing a solar installer the same way they'd pick a name out of a hat — based on whoever knocked first or quoted lowest. This guide covers everything our matching platform checks on your behalf, so you know exactly what "good" looks like.

SECTION 01

Why choosing an installer matters more than the panels

Solar panels themselves are a mature, reliable technology — the vast majority of failures and disappointing systems come down to poor installation, poor system design, or a company that's no longer around when a warranty claim comes up.

A system sized and installed properly by a reputable installer will comfortably outlast its 25-year panel warranty. A system sold cheaply by a fly-by-night operator can under-perform from day one, and leave you with no one to call when something goes wrong.

"The installer matters more than the brand on the box."

That's really the whole idea behind this guide — and behind I Love Solar itself. Get the installer right, and almost everything else falls into place.

SECTION 02

The accreditation that actually protects you

In Australia, the credential that matters most is **Clean Energy Council (CEC) accreditation**. It confirms the individual installer — not just the company — has met the training and standards required to safely design and install a grid-connected solar PV system.

- ✓ Ask for the installer's individual CEC accreditation number, not just the company's ABN.
- ✓ You can check accreditation status directly through the Clean Energy Council's official accredited installer listing.
- ✓ CEC accreditation is also generally required for your system to be eligible for Small-scale Technology Certificate (STC) rebates.
- ✓ For battery installations, look for SAA (Safety Accreditation Australia)-accredited installation alongside CEC-approved products.

I LOVE SOLAR STANDARD

Every installer on the I Love Solar platform is required to hold current CEC accreditation before they can receive a single matched lead. It's the baseline, not a bonus.

SECTION 03

Panels, inverters & warranties that mean something

1 What "Tier 1" actually means

Tier 1 is a financial classification (based on a manufacturer's bankability and manufacturing scale), not strictly a quality guarantee — but in practice, sticking to well-established Tier 1 brands with a genuine Australian track record dramatically reduces your risk of dealing with an unknown, unsupported product in a decade's time.

2 Warranties worth checking

- ✓ Panel performance warranty: typically 25 years, guaranteeing output above a set threshold over time.
- ✓ Panel product warranty: usually 10–25 years against manufacturing defects.
- ✓ Inverter warranty: commonly 5–15 years — ask if it can be extended.
- ✓ Workmanship warranty: from your installer directly, typically 5–10 years, covering the quality of the installation itself.

3 Local support matters

Confirm the panel and inverter manufacturers have a genuine Australian office or distributor. If a brand disappears from the local market, so does your easy path to a warranty claim.

SECTION 04

Red flags: when to walk away

- ❗ **Unbelievably cheap headline pricing** — a rock-bottom price for a large system almost always means unknown-brand components or corners cut on installation quality.
- ❗ **Pressure to sign today** — "this price is only available right now" is a sales tactic, not a genuine market condition for solar.
- ❗ **No verifiable trading history** — a company with only a few months of history offers little confidence it'll still exist when a warranty claim comes up years from now.
- ❗ **Reluctance to provide references** — a genuinely good installer will happily point you to past customers or reviews.
- ❗ **Vague or missing accreditation details** — if a company can't readily provide a CEC accreditation number, that's a decision-ending answer, not a detail to chase up later.
- ❗ **Door-knocking or cold-call sales** — not automatically dishonest, but it's a channel with a disproportionate share of the industry's worst operators.

THE SIMPLE TEST

If something about the pitch feels rushed, vague or too good to be true, it almost always is. A legitimate installer is comfortable with you taking your time, comparing quotes and checking their credentials.

SECTION 05

Ten questions worth asking every installer

1. What's your CEC accreditation number, and how long have you been trading in this region?
2. How did you arrive at this system size, and what assumptions did you make about my usage?
3. What brand and tier are the panels and inverter, and do they have local Australian support?
4. What warranty do you personally provide on workmanship, separate from the manufacturer warranties?
5. What happens if a panel or inverter fails after year three — who do I actually call?
6. Can you show me two or three references from jobs in the last twelve months?
7. Is monitoring included, and does the app support multiple household logins?
8. Have you accounted for future additions — an EV, a battery, an extension — in your design?
9. What does the installation day actually involve, and how long will it take?
10. What rebates am I eligible for, and are they already reflected in this quote?

WRITE THE ANSWERS DOWN

If you're comparing more than one installer (and you should be), write down the answers side by side. Patterns — good and bad — become obvious very quickly once you do.

SECTION 06

Comparing quotes properly (not just the bottom line)

WHAT TO COMPARE	WHY IT MATTERS
Price per watt, not just total price	Reveals whether you're comparing similar system sizes and quality tiers, not apples to oranges.
Panel & inverter brand/tier	The single biggest driver of long-term reliability and support.
Workmanship warranty length	Shows how confident the installer is in their own work.
Company trading history	A rough proxy for whether they'll be around for your warranty period.
Monitoring & app quality	Determines whether you'll actually understand and use your system day to day.

The cheapest quote and the best quote are rarely the same one — but the most expensive quote isn't automatically the best either. Comparing on these five factors, rather than price alone, is what actually protects your investment.

SECTION 07

Rebates & incentives: what to expect in 2026

1 Small-scale Technology Certificates (STCs)

Most Australian solar installations are eligible for STCs, an upfront discount your installer applies directly to your invoice on your behalf — you generally won't need to apply for anything separately.

2 The Cheaper Home Batteries Program

Battery installations are currently supported by a federal rebate delivered the same way, through STCs claimed by your accredited installer. The discount tapers over time and reduces for larger battery capacities, so the exact figure is worth confirming at the time you get quotes rather than assuming last year's numbers still apply.

3 State-based schemes

Depending on where you live, additional state-based rebates, interest-free loans or feed-in tariff schemes may also apply — another good reason to ask each installer directly what you're eligible for in your specific postcode.

GOOD PRACTICE

Ask every installer to show rebates as a clear line-item deduction on your quote, not folded invisibly into a single headline price. It makes comparing quotes far easier.

SECTION 08

Why "matching" beats "shopping around"

Traditional solar shopping means fielding calls from whoever bought your details after you filled in a random online form — installers who may or may not suit your roof, your budget or your goals, all competing purely on who can quote lowest and fastest.

I Love Solar was built the way trusted trades marketplaces work in every other industry: instead of broadcasting your details to anyone who'll pay for a lead, we match you with a short list of pre-vetted, CEC-accredited local installers suited to your specific home, household and goals — whether that's EV charging, a connected family home, or simply a reliable system at a fair price.

WHAT "PRE-VETTED" MEANS ON I LOVE SOLAR

Current CEC accreditation, a genuine trading history, and a track record we can stand behind — checked before an installer ever appears in your match, not left for you to discover after you've already signed something.



I ❤️ SOLAR

SOLAR
BATTERIES
EV CHARGING
ENERGY EFFICIENCY
BRIGHTER LIVES

VIC
I ❤️ SOLAR

REAL BUSINESS, REAL ACCOUNTABILITY

A good installer is one you could actually visit.

A real office, a local trading history and a name on the door — the simplest trust signal in solar.

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READY WHEN YOU ARE

Skip the guesswork. Get matched with the right installer.

You've just read what separates a great solar installer from a great sales pitch. I Love Solar does that vetting for you — matching you with pre-checked, CEC-accredited local installers, so every quote you receive has already cleared the bar this guide describes.

1

Answer a few quick questions about your home and goals.

2

We match you with pre-vetted, CEC-accredited local installers.

3

Compare real, tailored quotes side-by-side and choose with confidence.

Get your free match at ilovesolar.com.au

I Love Solar · Sunshine Coast & South East Queensland, expanding across Australia · This guide is general information only and does not constitute financial or electrical advice. Confirm current accreditation, rebates and pricing directly with your matched installer.