

How to Compare Solar Quotations

A Complete Guide to Evaluating Solar Proposals and Choosing the Best Value in Nigeria

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1. Introduction

Receiving multiple solar quotations is a normal part of buying a solar system.

However, many customers find themselves confused because the proposals often look completely different.

One company recommends:

- 10 solar panels.

Another recommends:

- 14 solar panels.

One quotation includes:

- A 5kVA inverter.

Another recommends:

- An 8kVA inverter.

Battery sizes differ.

Equipment brands differ.

Prices differ—sometimes by millions of naira.

So how do you know which quotation is actually the best?

The answer is simple:

Do not compare prices alone. Compare the complete solution.

This guide explains how to properly evaluate solar quotations so you can make an informed decision and avoid costly mistakes.

2. Why Solar Quotations Vary So Much

Solar systems are custom-designed solutions.

No two homes or businesses have exactly the same:

- Energy consumption.
- Backup requirements.
- Roof design.
- Electrical infrastructure.
- Budget.
- Future expansion plans.

Different installers may also use:

- Different equipment brands.
- Different engineering standards.
- Different warranty policies.

- Different installation methods.

This is why quotations rarely look identical.

The goal is not to find matching quotations—it is to determine which proposal best solves your energy needs.

3. The Biggest Mistake Customers Make

The most common mistake is choosing the **lowest-priced quotation** without understanding what is included.

A lower price may mean:

- Smaller battery capacity.
- Lower-quality equipment.
- Fewer solar panels.
- Reduced installation scope.
- No monitoring system.
- Limited warranty.
- Poor after-sales support.

While the initial cost may be attractive, the long-term cost can be much higher if the system underperforms or requires frequent repairs.

Remember:

The cheapest quotation is not always the best value.

4. What Every Solar Quotation Should Include

A professional quotation should clearly describe the proposed system.

It should include:

Customer Information

- Customer name.

- Project location.
 - Proposal date.
 - Validity period.
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System Summary

- Recommended system size.
 - Intended application.
 - Estimated performance.
-

Equipment Schedule

Including:

- Solar panels.
 - Inverter.
 - Batteries.
 - Mounting structure.
 - Protection devices.
 - Monitoring equipment.
-

Scope of Work

Clearly state what installation includes.

Project Timeline

Estimated delivery and installation schedule.

Warranty Information

Coverage for:

- Equipment.
- Installation.

- Customer support.
-

Commercial Terms

- Pricing.
- Payment schedule.
- Exclusions.
- Assumptions.

A quotation that lacks these details may require further clarification before acceptance.

5. Step-by-Step Guide to Comparing Quotations

Rather than comparing only the total price, compare each proposal section by section.

Step 1 – Compare the Energy Assessment

Ask:

- Was an energy audit carried out?
- Was the recommendation based on actual electricity usage?

A proposal prepared without understanding your energy needs may not provide the right solution.

Step 2 – Compare System Capacity

Review:

- Solar panel capacity.
- Battery storage.
- Inverter capacity.

Larger numbers are not always better.

The recommended capacity should match your energy requirements.

Step 3 – Compare Equipment Brands

Look beyond the equipment quantity.

Review:

- Manufacturer reputation.
 - Warranty.
 - Product specifications.
 - Availability of local support.
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Step 4 – Compare Installation Scope

Check whether the quotation includes:

- Mounting structures.
- Electrical protection.
- Cabling.
- Labour.
- Testing.
- Commissioning.
- Customer training.

Some quotations exclude important items that later become additional costs.

Step 5 – Compare Customer Support

This is one of the most important comparisons.

Ask:

- Who will support the system after installation?
- How do I report faults?
- Is preventive maintenance available?
- How quickly are service requests handled?

Long-term support is often worth more than a small difference in price.

6. Understanding the Technical Specifications

Some technical terms can seem confusing.

Here are the most important ones to understand.

Solar Panel Capacity (kWp)

Indicates the total power generation capacity of the solar panels under standard test conditions.

More capacity generally means more electricity generation, but only if it matches your actual needs and available roof space.

Inverter Capacity (kVA)

The inverter determines how much electrical load the system can supply at any given time.

A larger inverter is not always necessary.

It should be correctly matched to the expected electrical load.

Battery Capacity (kWh)

Battery capacity determines how much electricity can be stored for use during power outages or at night.

Customers often focus on the number of batteries instead of the total usable storage capacity.

Backup Time

Backup duration depends on:

- Battery size.
- Appliance usage.
- Total electrical load.

Always ask how the estimated backup time was calculated.

7. Comparing Equipment Quality

Not all equipment is manufactured to the same standards.

When reviewing proposals, compare:

Solar Panels

- Efficiency.
 - Warranty period.
 - Manufacturer.
 - Performance history.
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Inverters

- Capacity.
 - Monitoring capability.
 - Expandability.
 - Warranty.
-

Batteries

- Battery technology.
 - Storage capacity.
 - Expected lifespan.
 - Warranty.
-

Electrical Components

Ensure proposals include quality:

- Circuit breakers.
- Surge protection.
- Isolation switches.

- Earthing materials.
- Cables.

Quality components contribute to both safety and long-term reliability.

8. Comparing Installation Quality

Installation quality can have a greater impact on system performance than equipment alone.

Ask each installer about:

- Installation standards.
- Cable management.
- Roof waterproofing methods.
- Mounting systems.
- Electrical safety.
- Testing procedures.
- Commissioning process.

Professional installation protects both the equipment and your property.

9. Comparing Warranties

Do not assume every warranty offers the same protection.

Review:

Equipment Warranty

Provided by the manufacturer.

Installation Warranty

Provided by the installer.

Technical Support

Understand:

- How faults are reported.
- Response procedures.
- Warranty claim process.

Good warranty support reflects confidence in both the products and the workmanship.

10. Comparing After-Sales Support

This is often the biggest difference between installers.

Ask:

- Is there a dedicated customer support team?
- Do they provide WhatsApp support?
- Are scheduled maintenance services available?
- Can the system be monitored remotely?
- Will they still support the system after the warranty period?

Many customers only realise the importance of after-sales support when they need help.

Choose a company that intends to support your system throughout its lifecycle.

11. Comparing Project Costs

When reviewing prices, identify exactly what is included.

Check whether the quotation covers:

- Site inspection.
- Engineering design.
- Equipment supply.
- Installation.
- Electrical protection.
- Testing.
- Commissioning.
- Customer training.
- Documentation.
- Warranty support.

A higher quotation may actually include significantly more value.

12. Questions to Ask Before Accepting a Quotation

Before making a decision, ask:

- Why was this system size recommended?
- How was battery capacity calculated?
- Can the system be expanded later?
- What equipment brands are included?
- What warranties apply?
- What happens if the system develops a fault?
- How long will installation take?
- Who will provide technical support?
- What maintenance is recommended?
- What is excluded from this quotation?

A reputable installer should answer these questions clearly and confidently.

13. Red Flags to Watch Out For

Exercise caution if a quotation:

- Was prepared without a site visit.
- Includes vague equipment descriptions.
- Omits warranty information.
- Focuses only on price.
- Contains unrealistic performance claims.
- Does not explain battery backup time.
- Excludes installation details.
- Provides no information about after-sales support.

These omissions may indicate an incomplete proposal or future hidden costs.

14. Frequently Asked Questions

Should I always choose the quotation with the largest system?

Not necessarily. The best system is one that is properly designed for your actual energy needs. Oversized systems may increase costs unnecessarily.

Why do two installers recommend different battery sizes?

Different assumptions may have been used regarding your electricity usage, desired backup time, and future energy needs. Ask each installer to explain their calculations.

Can I negotiate a solar quotation?

Yes. You can discuss alternative equipment options, phased installations, or financing arrangements. However, avoid reducing quality simply to achieve a lower price.

Is it acceptable to ask for clarification?

Absolutely. A professional installer should be willing to explain every part of the proposal in clear, understandable language.

What is the most important factor when comparing quotations?

Look beyond the price. Consider system design, engineering quality, equipment, installation standards, warranties, and after-sales support. These factors determine the long-term value of your investment.

15. Final Thoughts

Comparing solar quotations is about understanding value—not simply finding the lowest price.

A well-designed proposal should demonstrate that the installer has taken the time to understand your energy needs and has recommended a solution that is technically sound, financially sensible, and supported over the long term.

As you compare proposals, remember to evaluate:

- The quality of the energy assessment.
- The suitability of the system design.
- The standard of the equipment.
- The professionalism of the installation.
- The strength of the warranty.
- The reliability of after-sales support.

The best solar investment is one that continues delivering dependable performance long after installation is complete.

Choose the company that gives you confidence—not just the lowest figure on the quotation.

About EcoSun Energy Solutions

At EcoSun Energy Solutions, we believe customers should never feel pressured into making a solar investment they do not fully understand.

That is why every proposal begins with a professional energy assessment and a transparent explanation of the recommended solution.

We provide detailed quotations, quality engineering, professional installation, and dependable after-sales support—because we believe our responsibility continues long after the project has been completed.

Our Brand Purpose

To provide solar solutions customers can rely on, backed by consistent support they can always reach.

Whether you're evaluating your first quotation or comparing multiple proposals, EcoSun is committed to helping you make informed decisions with confidence.

EcoSun Energy Solutions

Smart Energy for the Way You Live.