

## CASE STUDY

# CA installer needed a reliable inverter and energy storage system to satisfy a very quality-conscious customer – And needed it now!

### Background:

GR8 Energy's customer is a retired engineer with a 15-year-old PV system. Wanting to upgrade to a new and complete energy storage system, the customer did plenty of research of the latest and greatest inverter and home battery options. Important features needed to include the safer LFP battery type, a quicker charging time (especially in the colder winter months) something that was scalable and generally offered more bang for the buck.

### Challenge:

Meeting the customer's strict requirements for reliability, warranty, energy storage capacity and power output was going to be tough. A tight timeline was also to be met so product availability was key.



### Installation details

Location: Vista, CA, USA  
System Capacity: 7.6kW  
Installation Date: December 2021  
Solar Panels: Silfab 370 mono panels  
Inverters: GoodWe A-ES 7.6  
Battery: BYD HVL 16 kWh

## Solution:

For the customer, power outages were becoming more common in this Southern California community and this homeowner decided to do something about it. The homeowner wanted to leverage today's better performing, higher wattage panels, and more importantly add battery storage to his system that would allow him to seamlessly keep his essential loads turned on while his neighbors went dark.

For the installer, they were able to quickly get product, install things in record time because of the plug-and-play architecture, and have a very satisfied customer. So much so that through referrals, this has already turned into five additional sales.

## Environmental effect:

The PV generation in this case will reduce CO2 consumption by 20183 kg per year, which is equivalent to:



**99,936**  
square meters of  
forest in a year



**50,725**  
Miles driven  
by an average  
passenger vehicle



**22,308**  
Pounds of coal  
burned



**2,271**  
Liters of gasoline  
consumed



**2,455,147**  
times of smart-  
phone charged



**765**  
Incandescent  
Lamps switched  
to LEDs

## About GoodWe

GoodWe is a world-leading PV inverter and energy storage solutions manufacturer and is listed as a public limited company on the Shanghai Stock Exchange (Stock Code: 688390).

With an accumulative delivery of more than two million inverters and installation of 23GW in more than 100 countries and regions, GoodWe was ranked as the Global No.1 storage inverter by Wood Mackenzie in 2020.

GoodWe has also ranked as one of the Top 10 inverter suppliers by IHS Markit and has achieved six consecutive TÜV Rheinland "All Quality Matters" Awards. The great reputation of the MT-Series is spreading across continents and the pace of our global deployments is expanding rapidly.

“Vista, CA, where this GoodWe + BYD project is located, has faced power outages and grid instability recently. GR8 Energy needed due diligence performed on all products like GoodWe's A-ES hybrid inverter for metrics like performance and reliability before we could sell it to our clients. Also, we wanted to ensure we could offer a solar energy storage system that is simple to install and commission to reduce labor costs. At GR8 Energy we rely heavily on customer referrals, and it is imperative that we get positive experience. GoodWe met these parameters.

GR8 Energy

