

# Solar Nerds Are Enabling The Solar Community

Consumers and industry professionals can benefit from visiting <https://solarnerds.com.au>. It is a free resource intended to help the solar community.

The most notable content that the website has is installation statistics. The website has data on installations from 2000 to the present that can be filtered by date, state, size of installation, installer, and more. There are over 200 different snippets of data available on the Solar Nerds website and that is only a fraction of the data that is accessible. The raw data is sourced from the Clean Energy Regulator's Renewable Energy Certificate API. This is converted to installation data with Solar Nerds proprietary software.

Historically the service has been mainly installation data, however now it is expanding into other avenues to help the solar community. Specifically through industry training and consumer advice.

Solar Nerds is holding webinars that are free for anyone to join. The webinars are intended to help industry professionals learn and grow. Some of the courses offered are eligible for CPD points but other courses are designed primarily to share knowledge. The range of courses is broad and designed to help industry professionals from all different parts of the solar industry. Examples of topics covered include, "Solar Sales Essentials", "Finance in the solar industry" and "AS/NZS 4777.1:2024 Updates".

When purchasing solar, consumers must navigate through a minefield of problems caused by dodgy solar installers. As good as solar is, it is

a young industry that has attracted some unsavoury characters. Solar Nerds consumer advice intends to help educate the consumer so that they are better equipped and can protect themselves from being ripped off. Solar Nerds specifically does this by publishing articles that run customers through their solar buying journey. For example: “How much does solar cost?”, “What size solar system do I need?” and “What are the incentives to purchase solar?”.

To promote their services, Solar Nerds recently exhibited at the All Energy Conference. Since the spirit of Solar Nerds is to give first, free Solar Nerd t-shirts were handed out. These t-shirts were in huge demand and were 90% gone by the first day.



Figure 1: Solar Nerds At All Energy Australia Expo, Melbourne 2024.

Solar Nerds is a trademark owned by Solaris Finance. Solar Nerds does not generate any revenue in its own right and instead is used as marketing for the finance business that is Solaris.

## Who is Solaris Finance?

Solaris Finance is a specialist provider of solar finance in Australia. It has been operating for nine years (since 2016) and has nine staff members based in four different countries. More info can be found at <https://solarisfinance.com.au>.

Currently, Solaris Finance has three main areas of finance it provides. Residential, Commercial, and Stock.

The residential finance product is predominantly a green loan product, where the intention is to give the customer the absolute cheapest rate. Solaris Finance is a broker and as a broker can be nimble when different financiers offer cheaper rates. Since the solar industry as a whole is quite young, the financiers that play in this space are changing rapidly.

Since commercial finance does not fall under the National Consumer Credit Code, it gives financiers the ability to offer low-doc finance. Similarly, the main preference of commercial customers is to get finance as conveniently as possible so they can focus on running their business. At the time of writing this article, Solaris has low-doc approvals up to \$150,000 and lite-doc approvals up to \$300,000.

The stock finance product is the first product to which Solaris is lending its funds. It is to be used when an installer cannot access a credit line through their wholesaler and requires other means to secure the stock for an installation.

Whatever finance product Solaris provides, it intends to do so as efficiently and conveniently as possible. Efficiency, convenience, and honesty are the three core mantras behind everything that Solaris Finance does.

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