Battery Storage Fact Sheet and FAQ

Welcome to Powur's Battery Storage Fact Sheet and FAQ, your comprehensive guide to understanding the battery storage technology and products that Powur offers.

General Battery Storage FAQ

Is there a built-in margin for storage products?

No. All battery products are priced at cost in the proposal tool, it is the responsibility of the Seller to add margin on top of the price of the battery equipment selected - should they choose to. To add margin for battery equipment you can do this by increasing the margin amount in the proposal tool.

How is the cost of a battery calculated?

The cost of the battery is calculated by adding all equipment and labour cost that we estimate on the front end. It is the cost incurred by Powur to install the battery.

Why is the price of battery equipment higher than what was posted by Powur?

The battery equipment price in the proposal tool includes estimated state and local taxes that apply in the market where you're offering the battery so prices may vary. Actual state and local taxes will be reflected in your M2 commission.

How do I add margin to a battery products?

Margin cannot be added to the price of the battery equipment, instead you can increase your project margin by the amount of margin that you would like to add based on the battery cost.

> *Example:* A 13.2 kW Solar Project with a $1.00/W comes to $13,200 total margin. If you add a 10 kWh Enphase Battery with a price of $12,635, the margin remains the same ($13,200). To add margin for the battery, you must calculate your desired added margin and add it to the additional margin. If you wish to include a 20% margin to the project you must manually increase the margin to $1.19/W.

Battery Cost **x** *Target Margin %* **/** *System Size* **=** *Added Margin*

$12,635 **x** *20%* **/** *13,200 watts* **=** *$0.19*

Can the customer go off-grid with batteries?

Powur only offers grid-tied solar installations. While solar batteries can provide a degree of energy independence, achieving complete off-grid living typically requires careful planning and additional considerations. Powur does not offer off-grid solar or storage projects.

Are solar batteries eligible for incentives or tax credits?

Battery equipment is eligible for the 30% Federal ITC. In some regions, solar batteries may qualify for additional financial incentives, tax credits, or rebate programs. Review the market spotlight pages on Knowledge Base and research local regulations to explore available potential incentives for installing a Solar + Storage system.

Can I add a solar battery to my existing solar panel system? Can I sell a standalone battery?

Powur does not currently offer battery retrofits to existing solar systems or battery-only installations. At this time, Powur only offers batteries when they are included in a solar project. We also cannot modify leased systems.

I have a customer with a Solar Lease or PPA who wants to add a battery to their existing system. Is this possible?

No. Existing solar leases and PPAs can not be modified, so additional equipment (batteries, more panels, EV chargers, etc.) cannot be added to the lease. Adding a battery would require a new lease or PPA agreement, and Powur does not currently offer battery retrofits to existing solar systems or battery-only installations.

How do I find the price of a battery product?

Please refer to the proposal tool for up-to-date battery pricing. The cost of the battery is calculated in the proposal tool and determined by the total cost of labor and equipment estimated on the front end of the project. Margin is not included.

Is there a minimum system size requirement for a Solar + Storage project?

Yes. Solar projects with storage must produce a minimum of 3,000 kWh of solar per year, or approximately a 3kW system size. This is the minimum requirement that is defined by Powur's Scope of Work (SOW) with our install partners across the country. This size requirement helps ensure a functioning system and adequate solar power to minimally charge the battery without pulling from the grid, which is prohibited by many utilities.

Enphase Storage FAQ

What is the warranty for Enphase IQ Batteries?

The limited warranty for Enphase IQ batteries is 15 years or 4,000 discharged cycles, or 2.8MWh AC energy throughput per kWh of rated capacity - whichever occurs first.

The Limited Warranty Period begins on the “Energize by” date indicated on the Covered Product packaging or the date the Covered Product is activated at the Original Location via the Enphase Installer Portal, whichever happens earlier.

Where do I find details about Enphase IQ Battery warranties?

Find more details in the linked file below, which is the IQ Battery Limited Warranty as of May 20, 2022, for systems activated on or after November 19th, 2021.

Enphase Encharge Storage System Limited Warranty for Powur.

To find updated information about Enphase Warranties on their website, click here.

FranklinWH FAQ

Can I sell FranklinWH batteries with Sunnova?

Yes, Sunnova financing is available with FranklinWH batteries.

What is the warranty for Franklin Batteries?

The limited warranty for Franklin WH Energy Bank storage batteries includes coverage for a period of 12 years beginning from the installation date or 12 months from the manufacture date, whichever comes first.

The performance warranty guarantees that the battery will have the rated energy capacity when the limited warranty begins, and the capacity retention will be not less than 70% of the rated capacity when the 12-year warranty period expires or the aggregate energy throughput reached 43Mwh, whichever comes first.

Where do I find details about Franklin Battery warranties?

Find more details at the link below, and be sure to check Franklin WH's website to make sure that you have the most up-to-date warranty information as these policies may change.

To find updated information about Franklin WH Warranties on their website, click here.

SolarEdge Storage FAQ

What is the warranty for SolarEdge Batteries?

The limited warranty for SolarEdge Energy Bank storage batteries includes coverage for a period of 10 years beginning from the installation date or 12 months from the date the SolarEdge Energy Bank is shipped from SolarEdge.

The warranty covers energy capacity based on the selected configuration of the storage product and covers energy retention of 70% at the end of the Warranty Period with unlimited cycles.

Where do I find details about SolarEdge Battery warranties?

Find more details at the link below, and be sure to check SolarEdge's website to make sure that you have the most up-to-date warranty information as these policies may change.

To find updated information about SolarEdge Warranties on their website, click here.