

# Your options for fully-managed onsite solar

Save on energy bills and lower your emissions by generating your own solar energy, all maintained and managed by Iberdrola Australia.



With energy prices continuing to climb and growing pressure to reduce carbon emissions, onsite solar is a compelling proposition. It's even more attractive when delivered as a fully-managed, low-risk service by Iberdrola Australia. Discover how you can tap into the environmental benefits of solar, while making solar pay from day one.

## What is a solar MSA?

With an MSA, you pay a fixed monthly fee to generate and consume onsite solar energy. The fee is less than your current operational energy costs.

## What is a solar PPA?

With a PPA, you pay for solar energy per kW hour generated onsite. The headline fee per kWh is targeted to be less than current operational energy costs.

## Solving the financial challenge of solar energy

Australia receives enough solar radiation per year to power the entire country 10k times over,<sup>1</sup> yet we're barely tapping this capacity. Right now, solar only accounts for 10% of total generation.<sup>2</sup>

For many commercial organisations, the current economic climate is holding them back from switching to solar energy.

### For example:



**Capital costs** for high-quality commercial solar systems can be prohibitive.



**Rising inflation** makes large projects more expensive (including materials, transport and labour costs).



**Rising interest rates** make it increasingly difficult for organisations to finance large capital expenditure projects like solar installations.

**"Given the conditions we're in, the best way to mitigate increasing energy prices is to generate 100% green energy yourself."**

Simon Mason

GM – Smart Energy Portfolio, Iberdrola Australia

**To enable more organisations to lock onto clean and affordable energy sources, Iberdrola Australia provides an affordable path to solar.**

<sup>1</sup> Geoscience Australia, 2023

<sup>2</sup> Australian Energy Update, 2022

## Solar MSA and PPA: Which is right for you?

Whether you choose MSA or PPA, tap into 100% onsite green energy without the associated risks of owning and managing a solar system yourself. **With both MSA and PPA, Iberdrola solar is cash-positive from day one.**

	Solar MSA	Solar PPA
<b>Billing</b>	Fixed monthly fee	Rate per kWh generated
<b>Upfront costs</b>	\$0	\$0
<b>Output</b>	100% guaranteed for 5-15 years	Only pay for the power generated over 10-25 years
<b>Monitoring and maintenance</b> <i>provided by Iberdrola</i>	Yes	Yes
<b>On-call technicians</b>	Yes	Yes
<b>Equipment warranty</b>	Yes	Yes
<b>End of term</b>	Renew at a reduced rate, remove the system, or transfer ownership for an agreed fee	Transfer ownership for a nominal fee

## Choose from a range of solar systems

PPAs and MSAs work best with either rooftop or ground mount solar. Each option maximises output for different site conditions and requirements.

### Rooftop

Quick and standardised, using dead roof space. The cheapest form of solar, while increasing property values.



### Ground Mount

Best use of the sun's power when combined with tilt and tracker technology. Turns unused land into a productive asset.



## Innovate with a highly qualified partner

Solar is about more than putting panels on the roof. The best systems are engineered to stand the test of time, continually fine-tuned for optimum performance. Iberdrola is your trusted partner for delivering a comprehensive energy strategy.

### PPAs and MSAs can also be combined with:



#### Solar Car Park

Combines shading, weather protection and power generation to clearly showcase your commitment to sustainability.



#### Energy Efficiency Lighting Upgrade

Easiest way to save money and reduce energy consumption while improving green ratings.



#### Battery Storage & Demand Management

Usually combined with solar to store excess generation for use outside of sunlight hours. Mitigates energy supply and spot market risk.



#### eMobility

Increase footfall and time spent on premises with onsite EV charging facilities for customers and staff.

## Ready to get started with an Iberdrola solar solution?

Our award-winning team of engineers can create a bespoke solution for your commercial space. To get started, call 1800 314 759 or email [smartenergy@iberdrola.com.au](mailto:smartenergy@iberdrola.com.au).

[www.iberdrola.com.au](http://www.iberdrola.com.au)



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