Welcome...

2025

SEANZ

Group Meetings

May 25

Please scan to sign in

Sustainable Energy Association of New Zealand

SEANZ™


Building More Foundations
to Develop Industry
Brendan Winitana
CEO | Chair
Sustainable Energy Association of New Zealand
SEANZ™


It’s our time...
US President Barack Obama 2008
Sustainable Energy Association of New Zealand
SEANZ™



Manufacturers



Importers
Wholesalers



Enablers
Finance Banks
HW & SW
Others



Installers
EPC's
System
Integrators
Inspectors



Designers
Aggregators
Consultants
Innovators



ESI EDB's
Retailers



Consumers

Our Value Chain in the Group

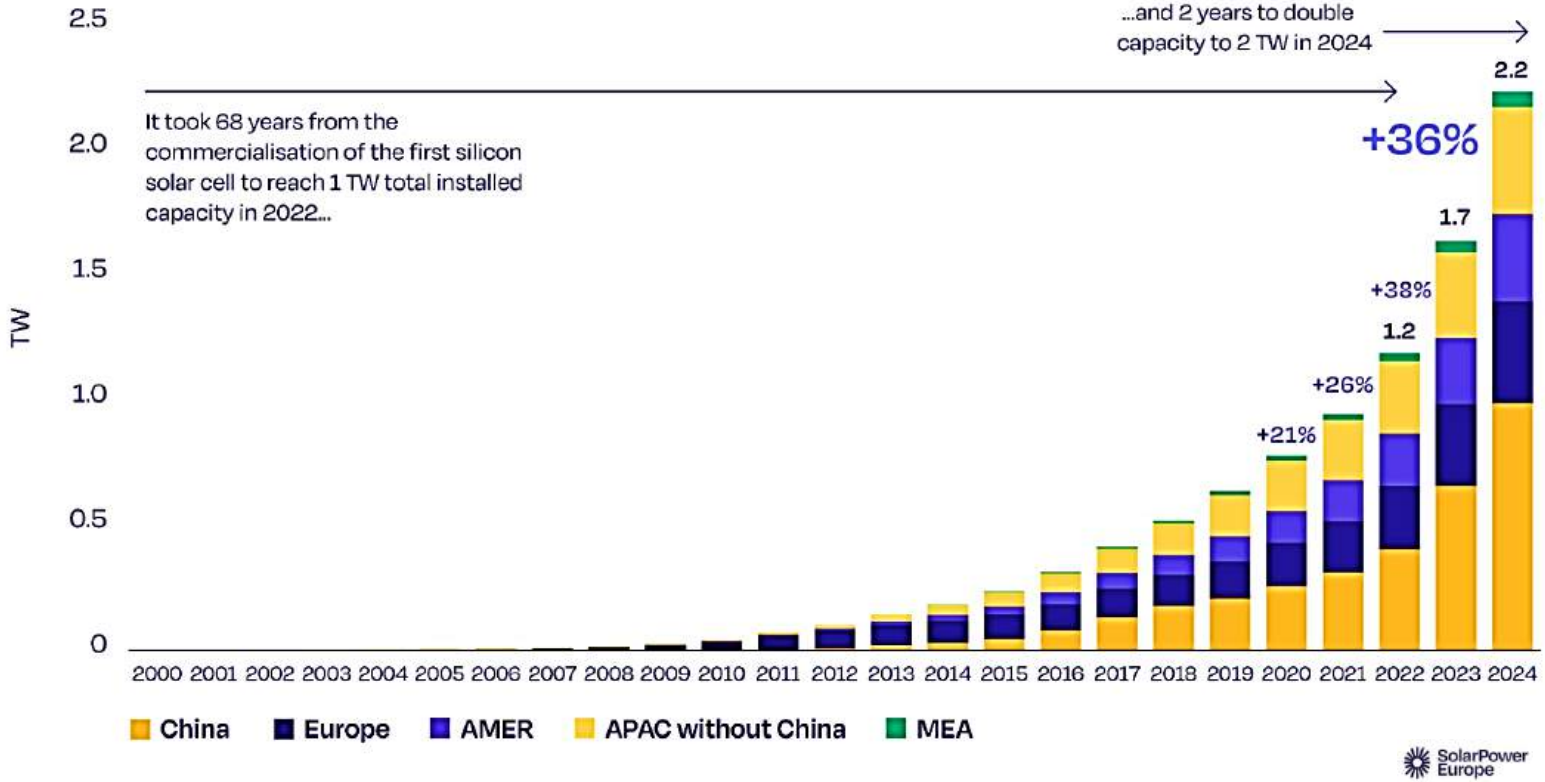
SEANZ™


Why is it our time…
Where we are
WHAT'S YOUR END GAME
How do you get there
who makes that happen

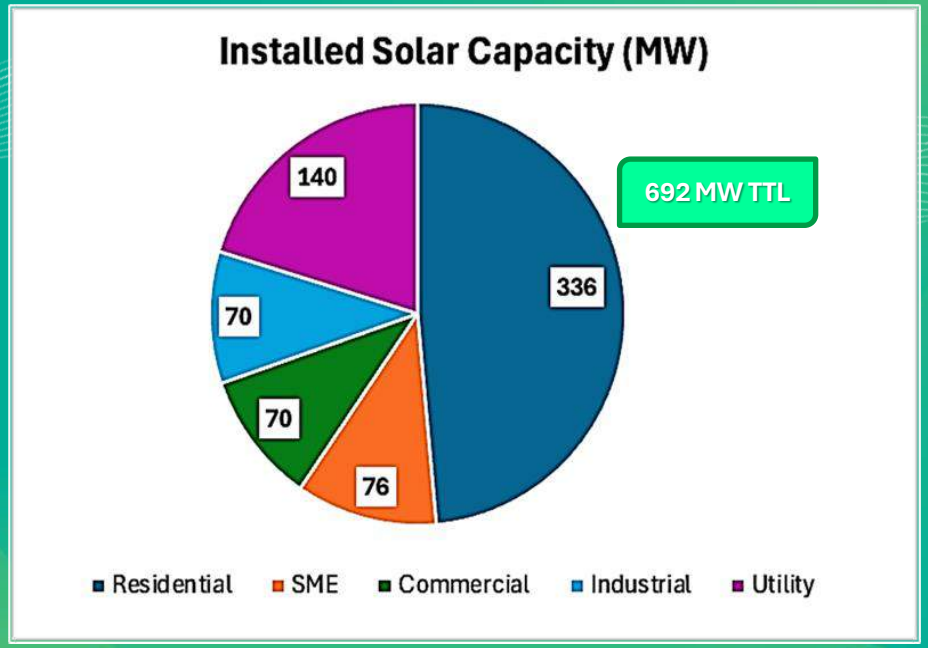
Where we are

The world crosses 2 TW threshold of total solar installations in 2024

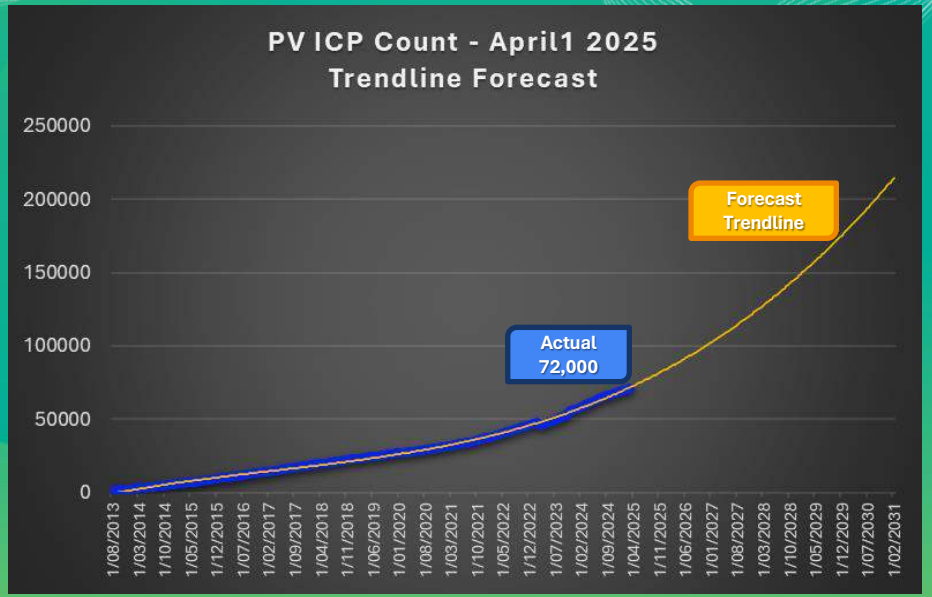
Cumulative solar PV installed capacity 2000-2024



SEANZ



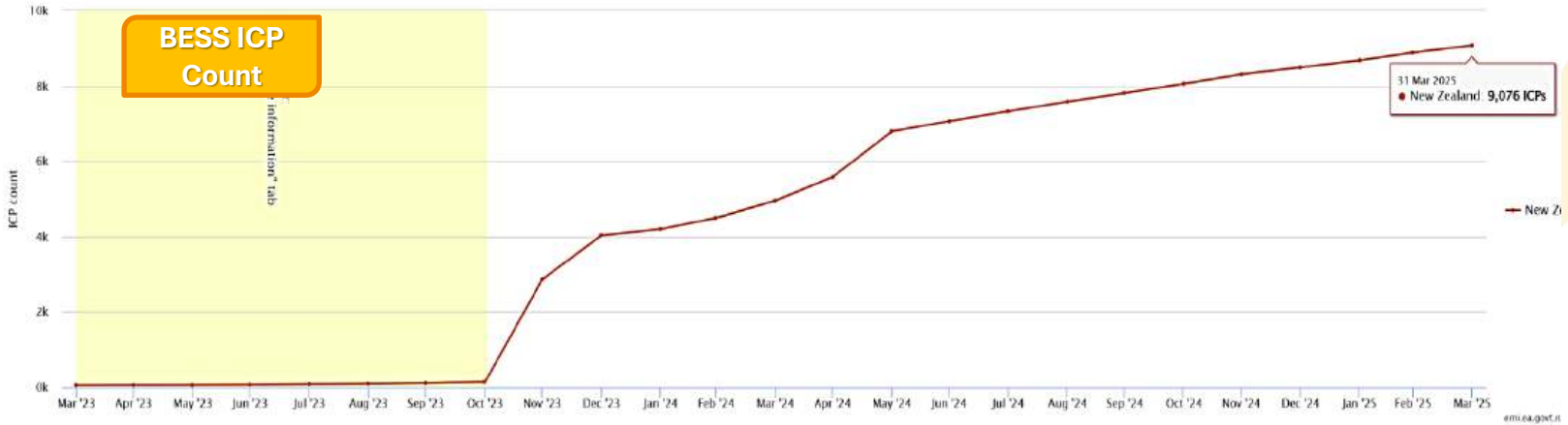
Where we are



SEANZ™

Where we are





SEANZ

Strategic Position :: Building Foundations

- Key foundations in place
- More foundations to provide CONFIDENCE in PV BESS industry. Who is watching… for end consumers

ELECTRICITY AUTHORITY
TE MANA HIKO

COMMERCE COMMISSION NEW ZEALAND The Commerce Commission

UTILITIES DISPUTES
TAUTOHETOHE WHAIPAINGA

Ministry for Regulation
Te Manatū Waeture

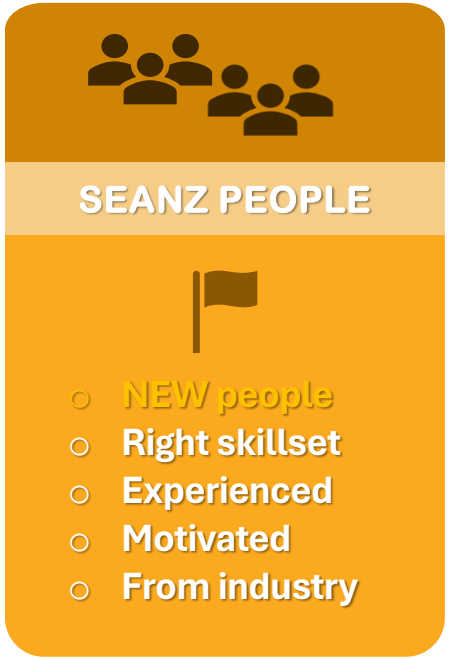

Service
Quality
Efficiency
Reliability
Customer



Strategic Position :: Building Foundations

- Key foundations in place
- More foundations to provide confidence in PV BESS industry regulators, consumers, banks,, government agencies…

Resources – The Right People



Key Foundations – Our People

SEANZ Board



Brendan Winitana
CEO | Chair



Rebecca George



Greg Hoskins



Dwayne Cocker



Rogier Simons



Andrew Beckett



Kristin Gillies



Kristy Hoare



Regan Heal

Operations Team



Rebecca George
Manager, Member Liaison & Events



Kristin Gillies
Manager Media, Communications & Digital



Emma Bossley
Manager, Applications & Board



Gareth Williams
Manager, Innovation Pathways



Mark Eagles
Manager, Quality & Standards



Katrina Cooper
Projects



Trent Tscheuschler
Projects

Tech Team



Martin Digrose
Electrical Engineer



Mike Vicar



Colm Franklin
Snr Business Co-Ordinator



Rod Dewar
Lead Application Engineer



Ben Stanton

Strategic Position :: Building Foundations

BUILD CAPABILITY

- NZQA Credentials
- Endorsement
- MORE TRAINING
- New Standards
- Right policies

BUILD CAPACITY

- Raise credibility and performance
- Quality Certification Solassure
- Develop Workforce

MORE VALUE

- Green loans Resi
- New loans in dev
- Solar on farm loans in dev
- Innovation
- Increased Regulatory Engagement

Building Foundations – risk and reward



* Outcome from foundational growth in developing industry
* Potential outcome from policy to protect consumers and maintain market and member integrity

Key takeaways?

1. Build more foundations that inspire faith and confidence in industry
2. That is more Industry Capability and Capacity
3. Self regulate to help consumers and members before others do
4. Build more meaningful value for members and consumers
5. Challenges on the way – SEANZ is up for it cos its our time…


The best gig on the dark side....

Questions?

Brendan Winitana

 021 063 1634

 brendan@seanz.org.nz

 Linkedin: @Brendan Winitana

Quality and Standards

Mark Eagles

SEANZ™
Sustainable Energy
Association New Zealand

Update on Standards

- What's happening now?
- Which standards are being updated?
- What will happen next?

Industry Training Update

- E-TEC News
- WITT News
- Comparative Costs & Course Details
- Grandfathering clause - explanation

SEANZ Tech Team

SEANZ™

Update on Standards - as of 2nd May 2025

Courtesy of Peter Bartlett – Director – Sector Engagement, Energy Markets

What's happening now?

Cabinet Policy Decision - October 2024	Draft changes completed. - End June 2025	Regs Updated. Estimated July or August 2025	New Regs 30 days later - Sept 2025	Transition Period to Sept 2026
Decision made by Cabinet to update the standards made in October 2024. MBIE Instructs Parliamentary Council Office (PCO) to compile draft changes	Once draft changes are completed sent back to cabinet for approval. There are over 400 will take time	The update is 'gazetted' formal announcement in the NZ Gazette, the official government newspaper and authoritative journal of constitutional record	The standard '30 day rule' is that the Regs do not come into force for 30 days after being 'gazetted'	During 12 month period, both versions of the standards may be used. Mandatory application of new standards therefore by September 2026

Which Standards Are Being Updated?

Key Standards to be updated, or added to ESR's :: Schedule 2

- AS/NZS 3000 from 2007 to 2018 with Amdt's 1,2 & 3
- AS/NZS 5033 from 2012 to 2021
- AS 4777.1 (2005) to AS/NZS 4777.1 (2024) - leapfrogging the 2016 version
- AS/NZS 4509.2 (2010) to be added. Currently not cited
- AS/NZS 5139 (2019) to be added. Currently not cited
- AS/NZS 3010: Generating Sets from 2005 to 2017

→ **44 Updates to Schedule 2**
→ **3 New Standards to Schedule 2**

Key Changes to Standards Applicable to Fittings and Appliances :: Schedule 4

- AS/NZS 4777.2 (2020) to be added. Currently not cited.

→ **309 Citation Updates to Schedule 4**
→ **53 New Citations to Schedule 4**

What will happen in the future?

The New process

Regulatory Systems (Immigration and Workforce) Amendment Act 2025 - Mar 25	Changes Made to the Electricity Act - already done	Electricity Safety Instrument Updates	ESR's 2010 Amendment	No Timeline for this to be completed
Amends some existing laws particularly related to workforce and immigration.This came into force on March 29th this year to enhance their effect and efficiency.	Effectively these will allow Worksafe to create "Electricity Safety Instruments" (ESI's) which can set out which standard can be used. This will likely be in consultation with industry.	The safety instruments can be updated by agreement with the Energy Minister. (Currently Simon Watts). The Minister can delegate this to Worksafe	These need to be amended to enable safety instrument process. Legislative changes can be found here: Regulatory Systems (Immigration and Workforce) Amendment Bill	But updates on previous slides will under the old process will at least bring the current standards up to the most recent versions

Industry Training Update

SEANZ™

e-tec part of SKILLS GROUP

GSES

Electrical Workers Registration Board
SAFETY | COMPETENCY | COMPLIANCE

NZQA
Mana Tohu Mātauranga o Aotearoa
New Zealand Qualifications Authority

NEWSFLASH!!! Great News

Congrats to all those who helped us get this across the line



WITT
WESTERN INSTITUTE OF TECHNOLOGY AT TARANAKI
Te Kura Matatini o Taranaki

SEANZ™

A new national training provider for the NZ solar energy market

E-TEC to offer training in Auckland and Christchurch with other locations to follow
Assisted and Endorsed by SEANZ

SEANZ™

Who is E-TEC?

- E-tec is a highly regarded training provider focussed specifically on electrical, electronics and refrigeration industries.
- E-tec is an EWRB-approved training provider with over 15 years experience working with industry to provide short courses, on-site training and niche qualifications. Last year, E-tec had over 2,500 customers.
- E-tec is now a trading arm of parent company Skills Group Training Limited, sitting alongside ETCO within the Skills Group Specialist Trades business.
- E-tec's amalgamation within Skills Group Training Limited now gives E-tec access to ETCO's training facilities across the country.

SEANZ™

Course Offering

- E-tec is launching to market three NZQA-registered micro-credentials (the same micro-credentials as those currently offered by WITT in New Plymouth).
- These are:

  - Grid-connected PV Systems, Design and Install (NZQA: 4555)

  - Grid-connected Battery Storage Systems, Design and Install (NZQA: 4556)

  - Stand-alone Power Systems, Design and Install (NZQA: 4557)

- These micro-credentials are endorsed by SEANZ and utilise on-line material licenced from GSES in Australia, modified for the New Zealand market.

SEANZ™

New EWRB Requirements

EWRB requirements for Electricians, Electrical Engineers and Electrical Inspectors.

From 01 September 2025, new endorsed classes of registrations to recognise the unique risks in particular working environments (including mains parallel generation systems) come into force.



SEANZ™

Course Details

Each course involves approximately 76 hours of self-paced online learning (with tutor support), prior to attending a 3-day block course at E-tec's East Tamaki, Auckland or Hornby, Christchurch training facilities.

The Block Course will cover practical training and assessment.

Enrolments open 12 May 2025, with the first block courses scheduled for 7-9 July In Auckland and 11-13 August in Christchurch

Other locations will follow next year, subject to resource availability.



SEANZ™

Course Costs

The course cost is $1,350 (plus GST) each for

- Grid-connected PV Systems (Design & Installation) and
- Grid Connected Battery Storage Systems (Design & Installation)

Participants have option of purchasing a hard copy book to supplement the online material for $200.

Pricing for the Stand-alone Power Systems (Design & Installation) is yet to be confirmed.

For Further Details Visit the E-TEC Website:
https://etec.ac.nz/solar-micro-credentials-courses/



SEANZ™

Comparative Course Costs

WITT have access to a different funding structure

- Grid-connected PV Systems (Design & Installation)

  $590 (plus GST)

- Grid Connected Battery Storage Systems (Design & Installation)

  $590 (plus GST)

Stand Alone Power Systems (Design & Installation)

$1178 (plus GST)

WITT
WESTERN INSTITUTE OF TECHNOLOGY AT TARANAKI
Te Kura Matatini o Taranaki

SEANZ™
Sustainable Energy Association New Zealand

Topics Covered for

GC PV Systems NZQA 4555

- Solar Geometry Photovoltaic modules
- Grid-Connected Inverters Mounting Systems
- Balance of System components
- Site suitability and Load assessment
- System Design and Yield calculations
- Regulations, Standards – in particular AS/NZS5033 and AS/NZS4777.1 and examples of lines company connection requirements in New Zealand
- Installation, testing, commissioning and fault-finding of GCPV systems
- Hazards associated with photovoltaic modules and GCPV systems.
- Energy consumption assessment and optimisation strategies.
- Additional grid protection requirements for larger systems.

WITT
WESTERN INSTITUTE OF TECHNOLOGY AT TARANAKI
Te Kura Matatini o Taranaki

SEANZ™
Sustainable Energy Association New Zealand

Topics Covered for

GC Battery Storage Systems Systems NZQA 4556

- Commonly used battery chemistries and their characteristics
- Battery charging Multimode (hybrid) battery inverters
- AC and DC coupled battery inverter architectures
- Cable sizing, fault level calculations and selection of protective devices. Balance of System components
- Site suitability and Load assessment
- Design and Yield calculations
- Applicable Regulations, Standards – in particular AS/NZS 5033, AS/NZS 4777.1, various battery standards including a look at the new AS/NZS 5139 (not yet cited in Regs) and examples of lines company connection requirements in New Zealand
- Installation, testing, commissioning and fault-finding of Grid-Connected Battery Storage systems
- Hazards associated with batteries and Grid Connected Battery Storage systems
- Energy consumption assessment, detailed load profiling and optimisation strategies.
- Multiple scenarios where Grid-Connected Battery Storage systems can be of use for:
  - Maximising self-consumption of renewable energy

Grandfathering Explained for Mains Parallel Generator Endorsement

Automatic

- 18th June 2024 Announcement
- New Registration Framework from Sept 1st 2024
- Minimum of 3 HR Database Entries up to Sept 1st 2024 - Endorsement Granted Automatically

Manual - No Cost

- From Sept 1 2024 through to August 1st 2025
- Application via EWRB website ‘Grandparenting Application’
- Latest Application must be received by July 31st 2025

SEANZ TECH TEAM - On our website

- → Mark Eagles - SEANZ Tech Team Lead
- → Rod Dewar (Fronius)
- → Mike Vicar (Taspac)
- → Colm Franklin (Independent Power)
- → Martin Diprose (McNae Electrical)

Questions?

Mark Eagles



021 976 037



mark@seanz.org.nz

Empowering New Zealanders to go solar with confidence

SEANZ Consumer Campaign Overview

Kristin Gillies | Emma Bossley

SEANZ™
Sustainable Energy Association New Zealand



Why this campaign, now?

- Growing consumer demand for solar in Aotearoa
- Need for clear, accessible, independent consumer advice
- Educate on quality as important as price
- Building connections between consumers and SEANZ members
- Lead into Solassure, SEANZ's upcoming quality assurance programme. Consumer awareness and education is fundamental to the success of Solassure

- **Goal: Educate, empower, and connect consumers to quality solutions**



What are we doing?

- Creating a series of content modules covering relevant ‘going solar’ topics such as
  - “How Solar works in your home”
  - “Rising prices vs solar savings”
  - “How to find a solar company you can trust”
- Visually engaging - animations, video, graphs and commentary

- **Follow us on instagram at seanz_solar**

SEANZ™

How are we doing it?



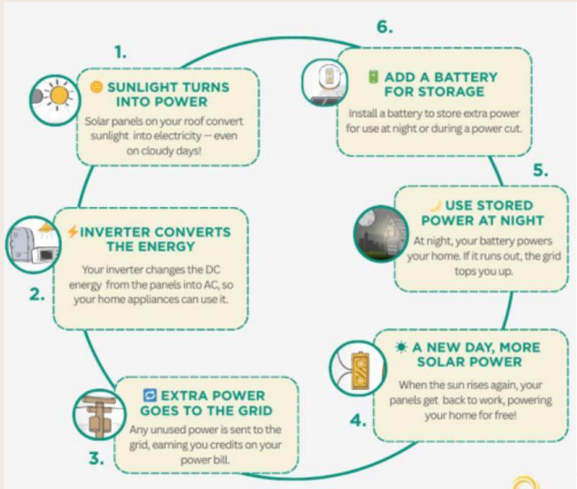
Welcome to our brand new series breaking down how solar works and why it's worth jumping on board.

You can learn all about solar here - whether you're curious about going solar for your home or business, passionate about sustainability, or just love seeing what's possible with renewable energy in Aotearoa.

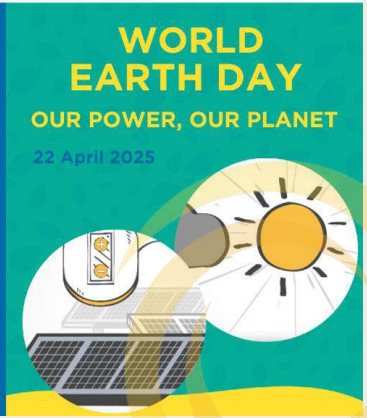


How solar powers your home

Read More









What next?

As we progress with **Solassure** and will be able to provide trusted solar installer endorsement to consumers, we are keen to showcase member and client stories of positive ‘going solar’ experiences - adding a layer of trust and relatability.

Share your stories, case studies, behind-the-scenes reels, videos with us

Tag @seanz_solar, like and share our posts

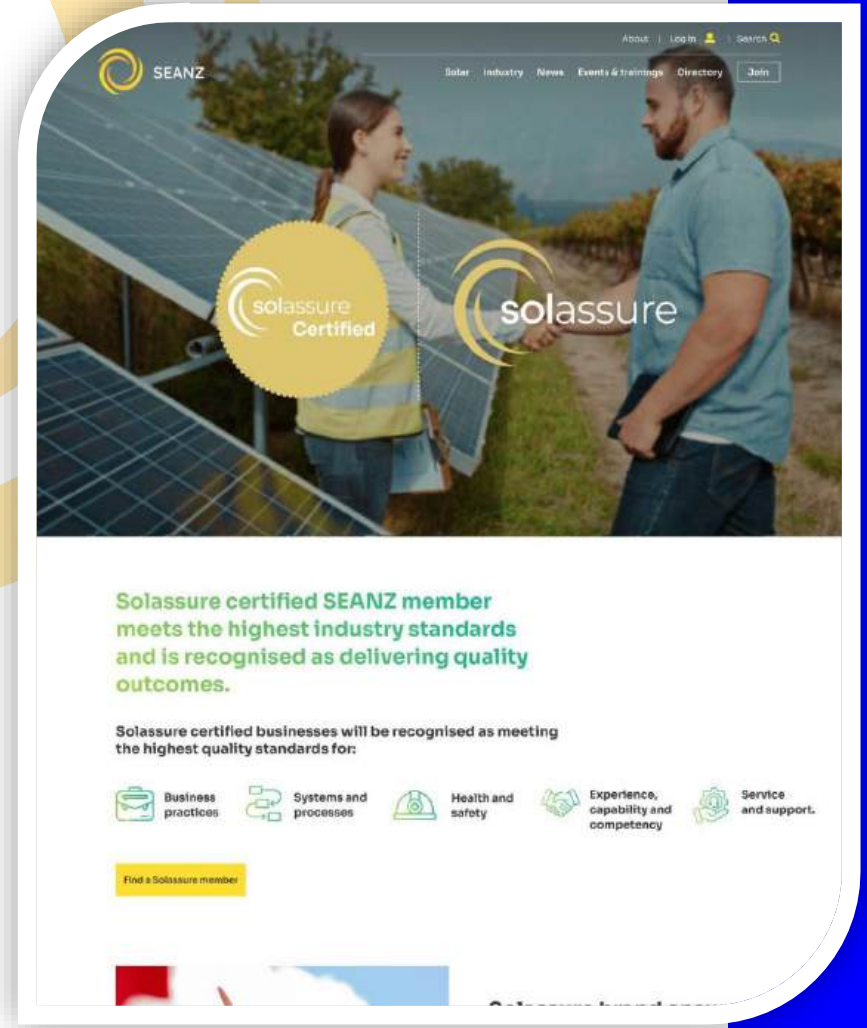
Email emma@seanz.org.nz

SEANZ

Solassure

The new quality mark for the solar PV BESS industry

SEANZ



Solassure is a SEANZ industry certification that will set the standard for business integrity and quality in the solar PV industry

SEANZ seeks to provide a pathway for all SEANZ members to achieve Solarssure Certification. SEANZ will be helping and assisting all members

Consumer feedback

- Consumers value certification as a mark of real quality, not just compliance.
- Consumers want strong warranty & service commitments.
- Post-purchase, consumers often realise too late that system performance and installation quality matter more than price. First-time buyers need education on why reputation, installation quality, and technical expertise matter long-term.
- A certification can ensure pricing transparency and principled sales practices among certified providers.
- Some consumers are skeptical of certification programs, fearing that they don’t actually hold providers accountable. They want clear consequences for providers who fail to meet standards.

How the revised framework addresses member feedback

Fairness to small businesses	• Either two years' experience or an appropriate qualification satisfies the competence test. • "Light-touch" finance —no full audited accounts. • Post-installation audits are randomly sampled rather than mandatory. • After-sales pillar allows a part-time contact point (no call-centre required).
No tier complexity - members were concerned the tiers could confuse consumers and advantage larger businesses	• Marketing will use one logo and one consumer message: "Solassure-certified. • However - a tiered scheme could be applied to this framework if desired.
Resource & cost burden	• Templates supplied for solvency letter, deposit-trust SOP, CPD log, ethical-sourcing statement. • Insurance requirements match what most installers already carry for council or network work.

How the revised framework addresses member feedback

Customer communication & value	• SEANZ provides a comms kit to market what the accreditation means and why it matters to consumers.: explainer video, infographic, FAQs • Consumers are educated on the importance of quality, system performance, workmanship - SEANZ Campaign/Banks/EECA etc. • A searchable register provides assurance for customers to verify solassure status.
Financial transparency vs privacy	• Only aggregated liquidity metrics are required (current ratio / positive equity) attested by a Chartered Accountant. • No turnover, profit, or director-salary figures are collected. • Documents are reviewed by an independent contractor and kept confidential.

Other certification marks: Sitewise



A gold grading in SiteWise means you've achieved a grade of 90% or above on your annual assessment.

Getting to gold means:

- You have demonstrated that you have high quality health and safety systems in place.
- You'll be listed as a gold business in the database that shows to all principals that use SiteWise as a prequalification tool.
- In addition to your electronic report you'll also receive an electronic certificate detailing your gold grading for you to display in your business.
- You'll also receive an electronic SiteWise Gold badge, with a date stamp that you can use on your promotional material such as email signatures or tender documents.



A green grading in SiteWise means you've achieved a grade of 75% or above on your annual assessment.

Getting to green means:

- You have demonstrated that you have quality health and safety systems in place.
- You'll be listed as a green business in the database that shows to all principals that use SiteWise as a prequalification tool.
- In addition to your electronic report you'll also receive an electronic certificate detailing your green grading for you to display in your business
- You'll also receive an electronic SiteWise green badge, with a date stamp that you can use on your promotional material such as email signatures or tender documents.

Other certification marks: Sitewise

The assessment covers:

- Insurance policy information
- Health and safety policy and procedures
- Health and safety meetings
- Accident/incident reporting and investigation
- Hazard management
- Inspections
- Training and qualifications
- Employee and subcontractor engagement
- Health monitoring and performance

- An annual 14-step online health and safety assessment. Framed as “a warrant of fitness for your business”.
- Evidence must be uploaded to support each question.
- Assessments are graded from 0-100. The goal is to achieve green (75-89%) or gold (90-100%).
- Applicants receive a detailed electronic report with their grading along with suggestions for improvement from their online assessor.
- Applications are turned around in 5-10 working days.
- Applicants can upload more evidence and try again if they want to improve their score. In the first year of registration, 3 attempts are included in the registration fee.
- Cost: $225+gst

Solar certification mark: MCS (UK)

MCS certifies solar businesses (installers / retailers) against technical, customer-service and ethical-sales criteria.

MCS certification demonstrates the quality of products and promotes the competence of installers of renewable energy technology.

To achieve MCS certification, contractors are asked to demonstrate how they engage the services of skilled, competent, and experienced individuals in roles to fulfil each activity required to meet and maintain the requirements of the scheme.

This includes confirmation of the competence of those individuals involved in the supply, design, installation, set to work and commissioning of microgeneration systems for which the company is seeking certification.



Solar accreditation mark: MCS (UK)

Pillar / Criterion	What the assessor looks for
Quality-Management System (QMS)	A written, proportionate QMS that shows how every job is planned, installed, checked and improved.
Consumer Care & Code Membership	Live membership of a CTSI-approved Consumer Code (e.g., RECC or HIES) and evidence that sales, quoting, contracts and complaints processes follow that Code.
Competent Personnel	A named "Nominated Technical Person" with recognised PV training/experience plus enough competent staff to cover design, installation and sign-off.
Continual Improvement	A procedure for logging non-conformities, analysing causes and recording corrective actions to stop problems recurring.
Control of External Documents	Evidence that the firm keeps current copies of all relevant MCS, building-regulation and health-and-safety documents and makes them accessible to staff.
Software Control	Confirmation that any design or sizing software is the correct, up-to-date version and that staff know how to use it.

Pillar / Criterion	What the assessor looks for
Customer Requirements & Contracts	Pre-sale checks to ensure the spec, responsibilities, timelines and payment terms are clear and that the certified film— not a third party—holds the customer contract.
Sub-contracting Controls	Written procedures covering how sub-contractors are selected, supervised and documented, with the main contractor retaining full liability and the MCS certificate.
Purchasing & Product Handling	Use of MCS-listed (or otherwise compliant) products only, plus storage/transport arrangements that prevent damage before installation.
Test & Measurement Equipment	A register of calibrated tools/meters, calibration certificates and processes to ensure accuracy during commissioning tests.
Training & Ongoing Competence	Records of CPD for installers/designers and an induction process that brings new staff up to MCS standards quickly.
Records & Documentation	Complete job files (design, commissioning, hand-over packs, warranties) retained for the audit trail; installer must register each completed system on the MCS database.

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
1. Design and Installation Quality ***A Solassure installer is the reference point for technical accuracy. Designs are internally peer-reviewed and work is completed to AS/NZS standards — delivering solar systems that perform exactly as promised, year after year.***	▪ System design drawings + single-line diagram ▪ Screenshot or licence key for solar design software (e.g., OpenSolar, PVsyst / SolarPlus / HelioScope) ▪ Design report excerpt showing NZ wind-zone & corrosion calculations ▪ Forecast-vs-actual generation report for a recent monitored install (≥ 30 days data) ▪ 3–5 clear installation photos (cable runs, isolators, labels) ▪ User manual and handover documentation for all installations	✓ Design and SLD meet relevant current standards ✓ Software screenshot current and licensed ✓ Wind / corrosion calcs align with NZS 3604 or engineer's spec ✓ Forecast within ±10 % of actual or variance explained ✓ Photos show tidy workmanship ✓ Documentation complies with the documentation section of 5033 and section 7 of 4777.1, inc COC, ROI.	Any software as long as it can be verified as accurate

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	
2. Health & Safety ***A Solassure installer not only meets the requirements of the Health and Safety at Work Act but demonstrates high levels of competency and attitude in H&S - the reference point for on-site safety. Every crew operates under a safety culture that prevents incidents before they happen.***	▪ Health & Safety policy, ▪ Working-at-heights procedure ▪ Training register ▪ Safety-gear register ▪ Subcontractor register	✓ H&S docs meet Health and Safety at Work Act basics ✓Working-at-heights register? ✓Training register ✓Safety-gear register ✓Written procedures covering how subcontractors are selected, supervised and H&S documented ✓Provide subcontractor H&S documentation to meet Health and Safety at Work Act (or Sitewise accreditation) *NOTE: Sitewise Certification could be taken as de facto for the above H&S Docs	Intent is that subcontractors must meet same requirements

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check
3. After-Sales Service & Maintenance ***Hand-over marks the start of an ongoing partnership. Customers receive clear, long-term appropriate quality of work guarantees, system monitoring or easy fault reporting, and fast, courteous support—so their investment keeps generating value throughout its life.***	▪ ≥ 5-year workmanship warranty ▪ Support contact procedure (phone/email) & response targets ▪ Sample follow-up call log or CRM entry ▪ Maintenance offer/plan (or declination form)	✓ Warranty clear & covers workmanship ✓ Contact channel live; urgency response triage ✓ Follow-up log shows actioned issues ✓ Maintenance info aligns with standards

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
4. Financial Stability ***Solassure businesses are financially resilient. Transparent accounting and prudent cash-flow management give customers confidence their installer will be around to complete the installation and honour warranties well into the future.***	▪ Balance Sheet ▪ Suppliers paid on time ▪ Deposits safeguarded (if taken)	✓ Positive liquidity confirmed ✓ Aged-payables summary (last month) ✓ Evidence of separate deposit/trust account (if taken)	A range of evidence might be acceptable for how a business might prove its liquidity and ability to manage safeguard deposits. Deposits should be treated as a liability. *Accountant-signed solvency/liquidity letter (≤ 12 mo) Assessment needs to be as simple as possible and undertaken by someone with appropriate knowledge. Data safeguarded.

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
5. Insurance ***Solassure businesses are fully insured. Comprehensive liability cover gives customers confidence their installer will be around to complete the installation and honour warranties well into the future.***	Insurance certificates: • Public Liability • Contract Works • Professional Indemnity (design-only) • Motor • Insurance-backed workmanship	✓ Insurance policies current & adequate limits (as assessed appropriate for nature of work undertaken) *Master Electricians audit accepted	Insured amounts should be appropriate for the work carried out. This will be different for different businesses.

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
6. Principled Sales Practices & Supply-Chain ***Trust starts with an jargon-free quote and marketing that's evidence-based. Providers follow a strict code of conduct, resolve complaints openly, and source equipment from manufacturers that offer AU/NZ technical support.***	▪ Signed **Solassure Code of Conduct** (≤ 12 mo)	✓ Code signed; complaints log available	
	▪ Detailed quote incl. GST & disclaimers	✓ Quote transparent; no hidden fees	
	▪ Marketing/website screenshot with ROI claims	✓ Marketing free of inflated ROI/payback	
	▪ Assumptions used in marketing and quoting calculations	✓ Fair assumptions used	Suggestion: assumptions could be standardised?
	▪ Supplier declarations (AU/NZ tech support; warranty honouring)	✓ Suppliers provide local support & honour warranties	

Note: The Solassure Code of Conduct *is an addendum to the SEANZ code. It ensures that businesses agree to an ongoing commitment to their safety, quality and consumer protection obligations in order to maintain their Solassure status and controls how the Solassure badge can be used and the disciplinary process if standards are not met.*

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
7. Experience & Competence ***Each project is overseen by a qualified technical lead, supported by a team that logs regular professional-development hours. A proven record of successful installations and enthusiastic client references demonstrates both expertise and customer satisfaction.***	▪ NZBN registration date or company certificate ▪ Number of COCs by year (residential / commercial) ▪ Three recent customer references ▪ Staff competency matrix & licence copies ▪ Nominated Technical Person CV / qualification	✓Company registration documentation or establishment date for Sole Traders ✓ Install count matches company age ✓ Minimum twelve per annum ✓ References contactable & positive ✓ Licences valid; competency matrix complete ✓ ≥ 2 yrs experience OR formal qualification confirmed	Experience levels are a minimum and should be appropriate to the work being carried out

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
8. Independent Assessment & Continuous Improvement ***External audits, internal reviews, and a proactive learning culture keep Solassure providers ahead of evolving standards.***	▪ Signed audit consent form ▪ Latest annual self-declaration pack ▪ CPD certificates (≥ 1 per tech staff, last 12 mo)	✓ Signed audit consent form ✓ Self-declaration on time; ✓ CPD undertaken (conference, supplier training etc)	SEANZ can audit at any time to ensure compliance CPD Criteria to be defined

Solassure Draft Checklist

Pillar	Documentation applicant provides	Assessment check	Notes
9. ESG / Sustainability ***Beyond delivering clean energy, Solassure providers minimise environmental impact across operations—reducing waste, arranging responsible end-of-life solutions for panels and batteries, and promoting ethical sourcing throughout the solar value chain.***	▪ Waste-management policy (packaging, site debris) ▪ End-of-life / recycling agreement for panels & batteries ▪ Ethical-sourcing statement or supplier code	✓ Policy documents exist; recycler named ✓ Traceability plan in place ✓ Optional	Not mandatory, however as facilities become more readily available they could in the future.

Costs for SEANZ

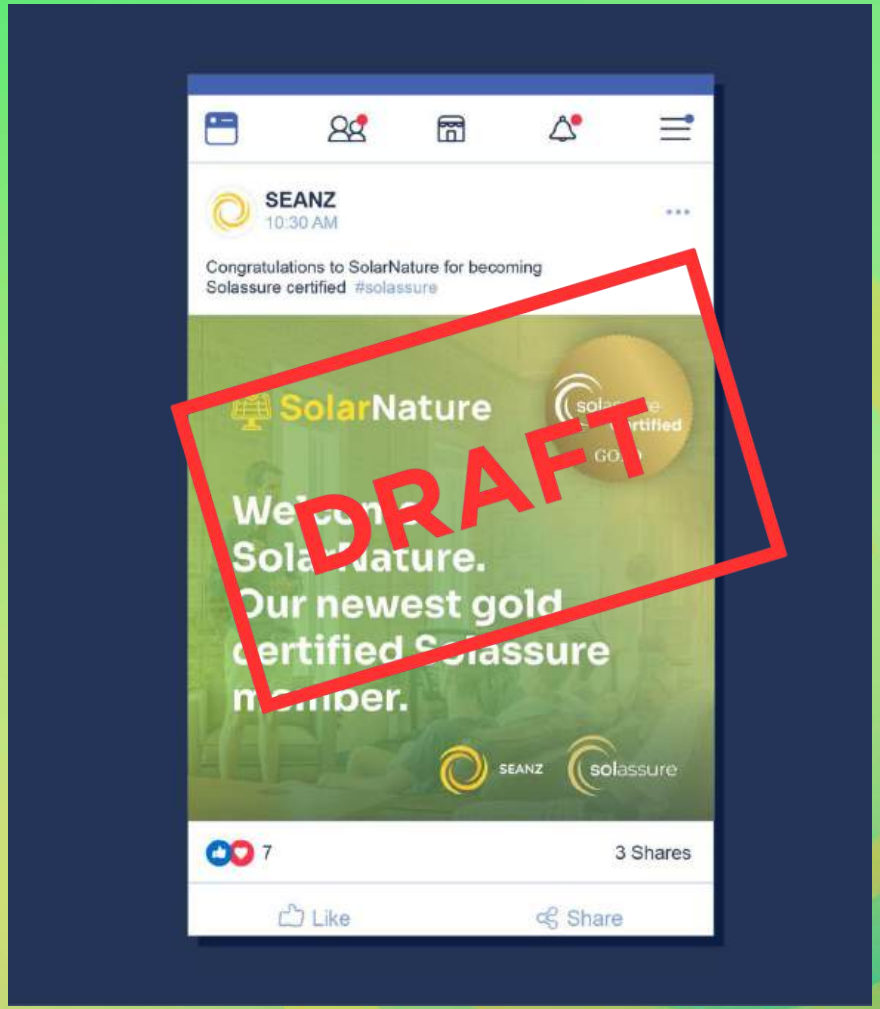
- Cost of developing programme
- Tech build for application management
- Contractor for programme management
- Online Directory
- Brand Development
- Promotion
- Social Media campaign
- Ongoing updates – reviews & additional inputs

Value to consumers

Solassure will become a recognised quality mark that provides assurance of quality, integrity and sustainability.

Consumers will know that a Solassure certified SEANZ member meets the highest industry standards and is recognised as delivering quality outcomes.

Solassure will be a trusted brand that consumers know and look for.



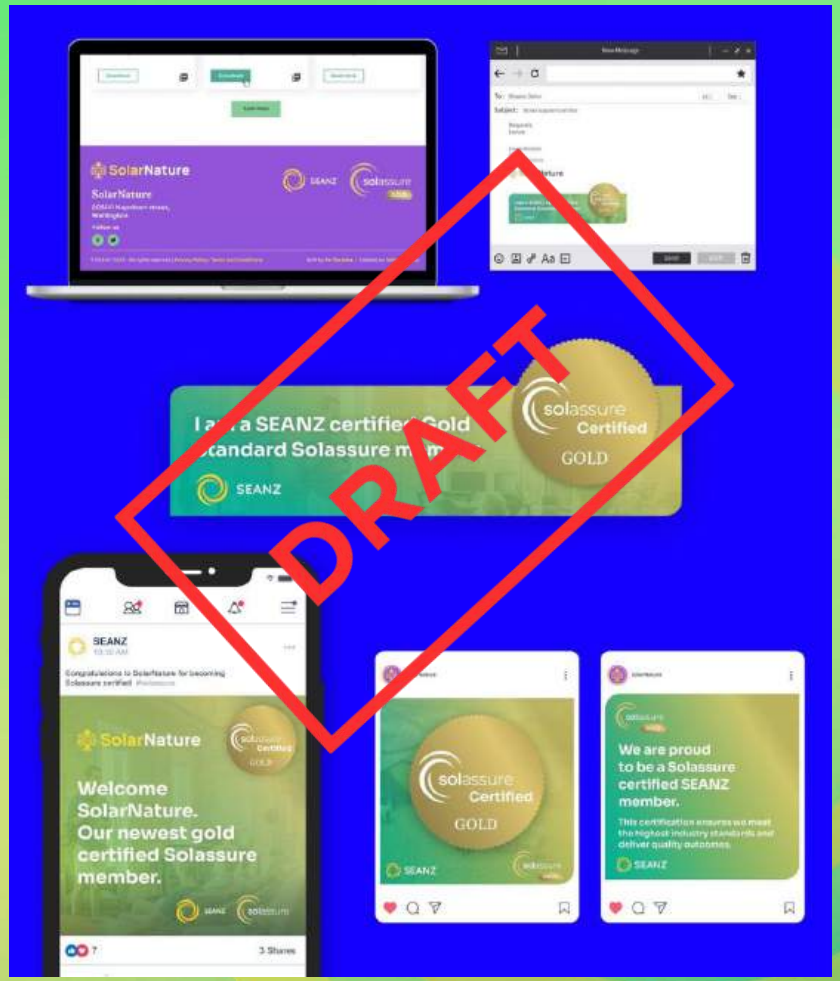
Value to members

SEANZ promotion of the Solassure brand will ensure consumer recognition of the quality mark.

Solassure certified members will be able to use their quality mark to promote their business.

Certified members may use the quality mark in all their branding and marketing materials and will receive collateral such as:

- Solassure logos for websites, signage and email signatures
- Solassure branded social media templates
- Solassure marketing guidelines
- Promotion



Notional Pricing

Application fee $300-500 (tiered) per application

- Core certification assessment tool and report

Certification Fee (On acceptance)

- ST1/ST2: $650 to $1,000/year (1–20 staff)
- ST3: $1,500 - $2,000/year (11–50 staff)
- Corporate: $3,000 - $3,500/year (51+ staff or multi)

Ongoing Annual Fee for Updates and participation:TBC

Considerations

- All Banks, governement agencies (MoE, EECA/MBIE funded initiatives, MFAT, SoF's) have indicated a move to align loan and participation criteria with Solassure – transition time in development with partners
- Planned timeline to launch :: Member applications prior to SEANZ Conference 2025 in August

Questions?

Kristin Gillies

kristin@seanz.org.nz

Please scan to sign in

LUNCH



Sustainable Energy Association of New Zealand

SEANZ™

Member Liaison and Events

Rebecca George

SEANZ™
Sustainable Energy
Association New Zealand

Member Liaison



- Active member engagement
- New member support – help on any and all areas of membership
- Members who seek help on industry and supply chain issues

- Dispute resolution and complaints forms part of liaison – consumer vs member, member vs member, consumer vs non-member, non-member vs member
- Process, our records and database
- Disputes and complaints – what we cannot review
- Common outcomes for members

Events

SEANZ Online Meetings

- Key happenings in industry and SEANZ – easy way to stay up to date
- Runs for 45 mins – hear from SEANZ Operations Team members
- Provide feedback and have your say on topics of discussion
- Notification by email and industry updates
- Please attend to support your industry group!





Events

SEANZ Conference 2025 :: This is our time...

- The buzz was incredible last year
- Keynotes include
  - **Phil Smith** from Profitable Tradie – PART 2
  - **Minister of Energy Hon Simon Watts** – PV BESS and its place in NZ
  - **Sonia Dunlop** CEO Global Solar Council – global perspective
- **NEW ::** Join our Chair Brendan for a fireside chat with **Anna Kominik, Chair of Electrity Authority** (regulation and driving PV BESS harder and faster)
- Biggest Industry Expo under 1 roof! New products and tech launches

Events

SEANZ Conference 2025

- 2 networking events, catch up with industry colleagues and make new friends
- Industry Gala Dinner and Awards. New amazing MC
- New awards! SEANZ Awards will get you business...
- Awards Submissions
- If you want to be part of the celebration, the vibe and learn new things including how to improve your business, you cannot afford to miss SEANZ 2025 :: This is our time...








Events

Other Events

- Other events that add direct value for members – SEANZ now engages with regulatory boards and senior management teams – Electricity Authority, MBIE Energy Policy…
- SEANZ considering engagement with Electrify group – Electrify Hawkes Bay, Electrify Grey Lynn, Electrify Queenstown…

  - They promote PV BESS, electrify everything…. Members thoughts?

If you have anything you'd like to discuss, please don't hesitate to call or email me!

Questions?

Rebecca George



021 2 893 893

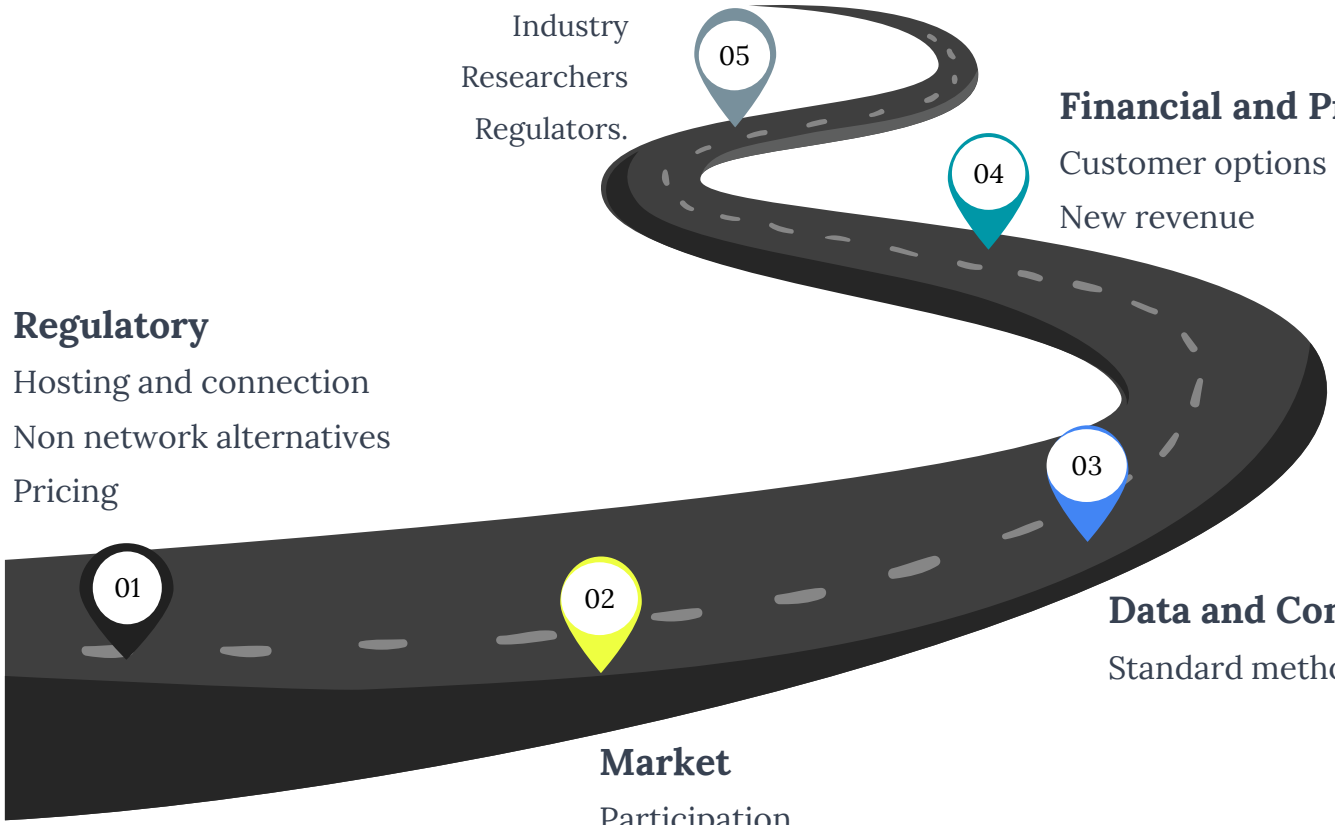


rebecca@seanz.org.nz

Innovation Pathways

Gareth WIlliams

SEANZ™
Sustainable Energy
Association New Zealand



Collaboration

Industry

Researchers

Regulators.

Financial and Product

Customer options

New revenue

Regulatory

Hosting and connection

Non network alternatives

Pricing

Data and Control

Standard methods.

Market

Participation

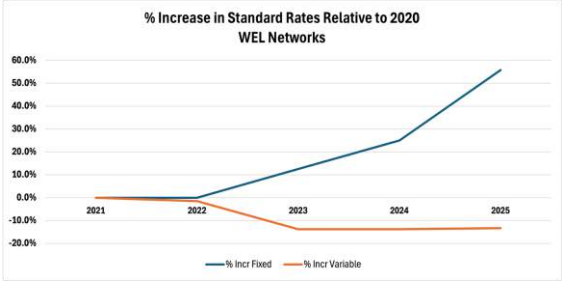
Regulatory

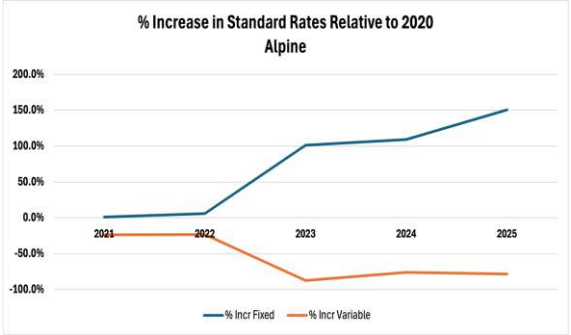


SEANZ™
Sustainable Energy
Association New Zealand

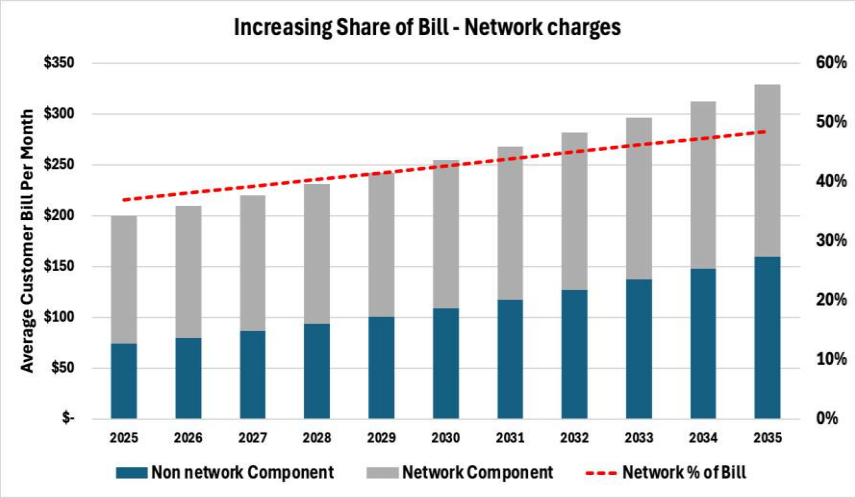
EDB Pricing Trends

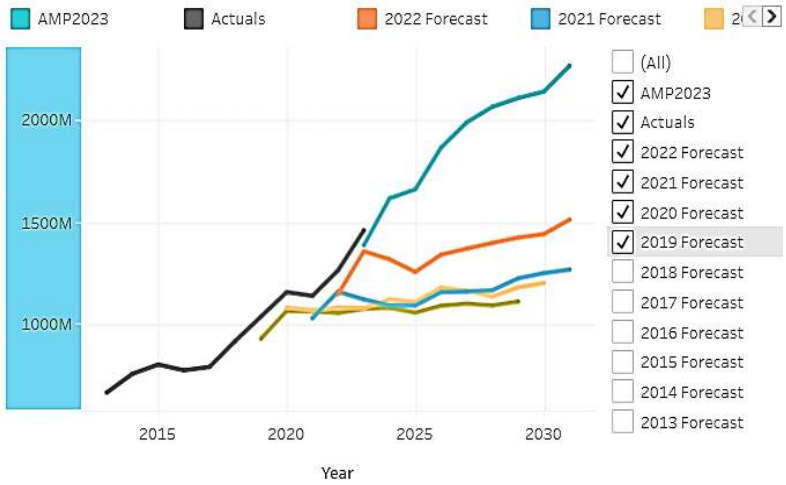
2024_plan_id	% fixed	2024 Daily	2023 Daily	Daily Change	2024 Variable	2023 Variabe	Variable Change
Alpine Energy (High Cost Area)_015HCA_IN_2024	93%	$ 2.93	$ 2.79	5%	$ 0.0100	$ 0.0062	62%
Network Waitaki_15U_UN_2024	91%	$ 3.29	$ 2.80	17%	$ 0.0149	$ 0.0149	0%
Marlborough Lines (Urban)_DS15TOU_UN_2024	91%	$ 2.45	$ 1.98	24%	$ 0.0117	$ 0.0598	-80%
Mainpower_MPAISTD_IN_2024	90%	$ 2.79	$ 2.51	11%	$ 0.0140	$ 0.0111	25%
Northpower_DM7-TOU_UN_2024	79%	$ 2.10	$ 1.80	17%	$ 0.0260	$ 0.0278	-7%
Wellington Electricity Lines_RSUTOU-AI_IN_2024	78%	$ 1.25	$ 1.23	2%	$ 0.0163	$ 0.0148	10%
Horizon Energy (Urban-Rural)_NDU-TOU,NDR-TOU_UN_2024	76%	$ 1.63	$ 1.27	29%	$ 0.0236	$ 0.0404	-41%
Eastland_DOMSTD_UN_2024	73%	$ 2.18	$ 2.00	9%	$ 0.0362	$ 0.0339	7%
Marlborough Lines (Rural)_DSR15_UN_2024	70%	$ 3.11	$ 2.57	21%	$ 0.0622	$ 0.0598	4%
Electra_XTF_UN_2024	66%	$ 1.74	$ 1.31	33%	$ 0.0402	$ 0.0585	-31%
Vector (Auckland)_ARHSU_UN_2024	66%	$ 1.43	$ 1.30	10%	$ 0.0341	$ 0.0332	3%
Electricity Invercargill_ND20P_UN_2024	65%	$ 1.32	$ 1.16	14%	$ 0.0322	$ 0.0323	0%
Nelson Electricity_2P_UN_2024	65%	$ 1.19	$ 1.07	11%	$ 0.0289	$ 0.0268	8%
Unison (Hawke's Bay)_H-THU_UN_2024	61%	$ 1.35	$ 1.22	11%	$ 0.0386	$ 0.0472	-18%
WEL Networks_1154_UN_2024	61%	$ 1.50	$ 1.35	11%	$ 0.0438	$ 0.0409	7%
Top Energy_SC_IN_2024	58%	$ 1.90	$ 1.50	27%	$ 0.0640	$ 0.0769	-17%
OtagoNet_1A,1B_UN_2024	57%	$ 1.75	$ 1.52	15%	$ 0.0601	$ 0.0603	0%
Powerco (Tauranga)_T06S_UN_2024	55%	$ 1.20	$ 1.06	13%	$ 0.0443	$ 0.0447	-1%
Centralines_CH2T_UN_2024	55%	$ 1.75	$ 1.50	17%	$ 0.0659	$ 0.1093	-40%
The Lines Company (High Density)_RTSTDHC_IN_2024	54%	$ 1.50	$ 1.00	51%	$ 0.0577	$ 0.0742	-22%
Network Tasman_1RS_UN_2024	54%	$ 1.12	$ 1.06	6%	$ 0.0438	$ 0.0444	-1%
Counties Energy_RSUC_UN_2024	53%	$ 1.80	$ 1.65	9%	$ 0.0738	$ 0.0814	-9%
Buller Electricity_RSU_UN_2024	49%	$ 1.70	$ 1.49	14%	$ 0.0814	$ 0.0748	9%
Westpower_WP1D_UN_2024	43%	$ 1.41	$ 1.15	23%	$ 0.0839	$ 0.0795	6%
AVERAGE				**17%**			**-5%**

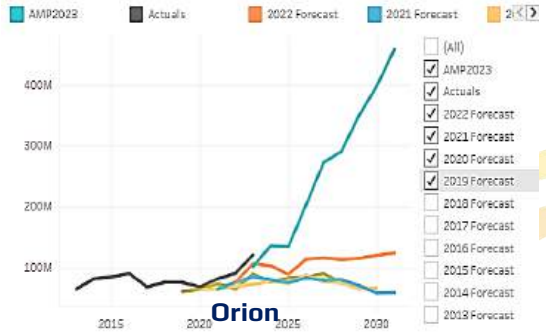




EDB Expenditure







Orion

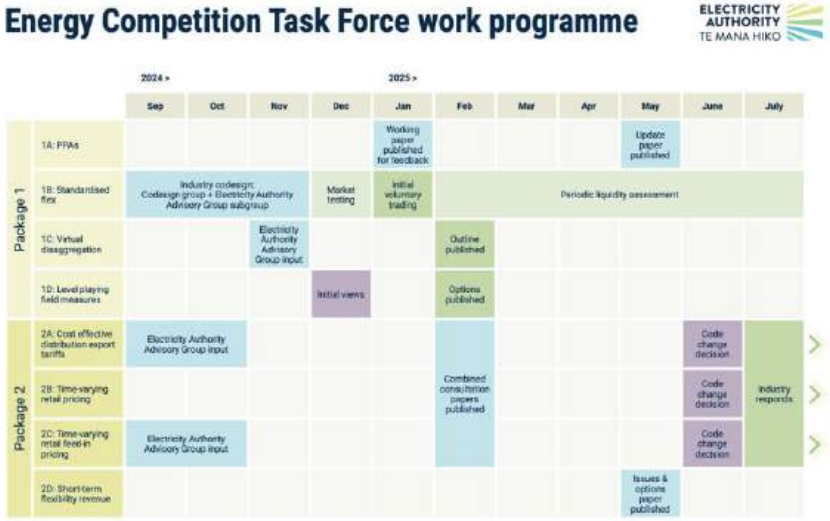
Submissions

Energy Competition Taskforce:

Peak export pricing
Time of use option
Variable buy back rates
Level playing field measures

Electricity Authority:

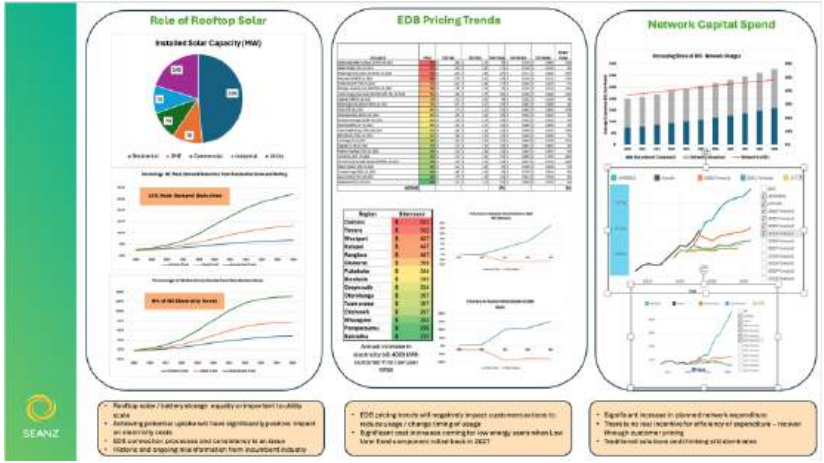
DG Pricing Principles
Decentralisation Green paper:



Recent Meetings

EA and Commerce Commission:

- EDB Pricing
- EDB Expenditure
- Need to consider non wire alternatives
- Connection issues
- Export limits and hosting assessments



EECA:

- Solar on farms

Minister of Energy:

- Importance of rooftop solar and storage as well as utility scale
- EDB pricing and costs
- Consistency in grid connection processes

Collaboration



SEANZ™
Sustainable Energy
Association New Zealand

Keep your friends close,
and your enemies closer.
知彼知己，百战不殆。

— *Sun Tzu*, ancient Chinese military strategist and author of The Art of War



SEANZ™
Sustainable Energy
Association New Zealand

Developing relationships

EECA
Electricity Authority

Global Solar Council
Sustainable Business Network

Ecotricity

Network companies

Financial and Product



SEANZ™
Sustainable Energy
Association New Zealand


“
INNOVATION
IS THE ABILITY
TO SEE CHANGE
AS AN
OPPORTUNITY
NOT
A THREAT.
Steve Jobs

Key points of change

Pricing complexity

- TOU tariffs
- Peak export

Panel efficiency and price

- Larger arrays
- Rooftop often the main energy source
- Who should their energy relationship be with

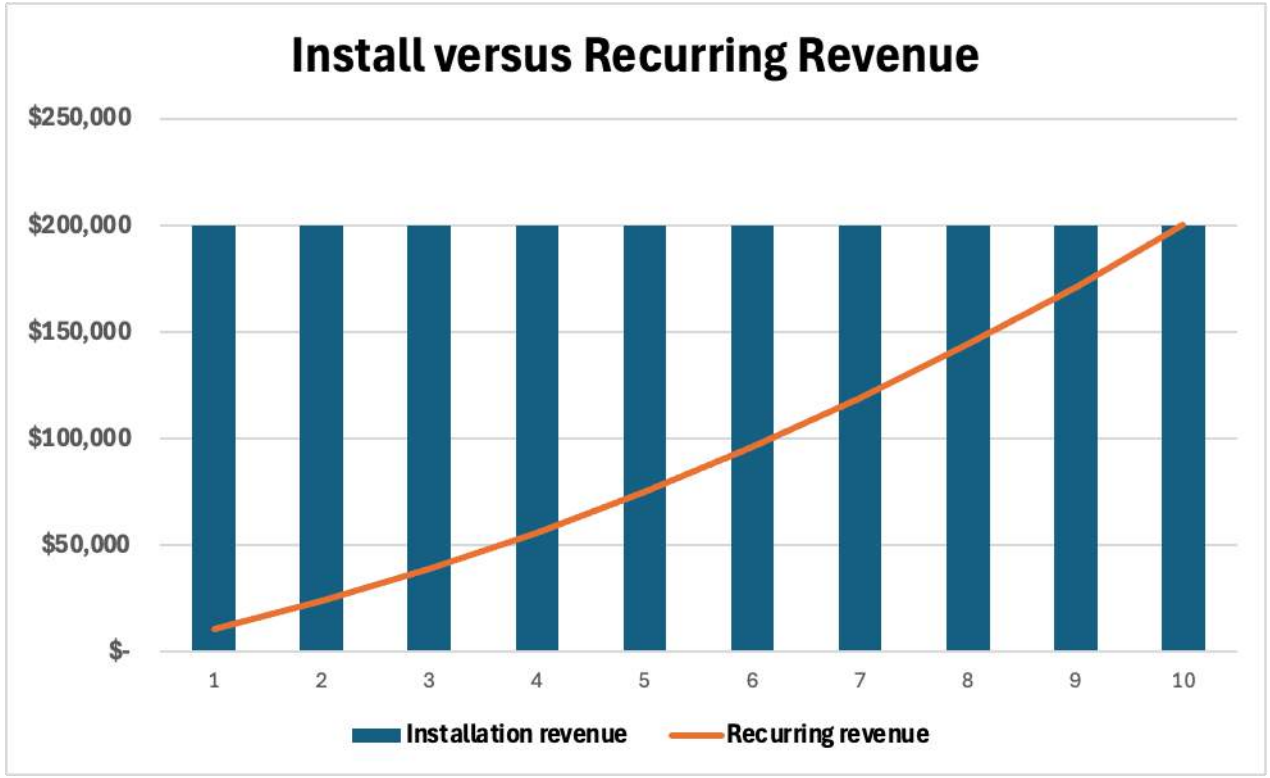
VPP Opportunities

- Emerging rewards for demand reduction services

Complementary Technologies

- EV chargers
- Efficiency appliances (e.g. hot water heat pumps)
- Smart home systems

Recurring revenue

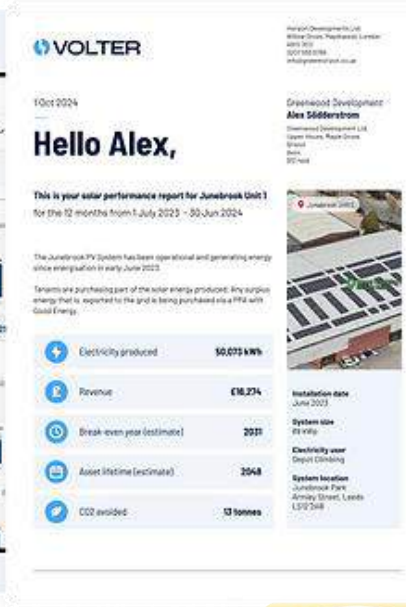


With a growing installation basis, annual recurring revenue can translate to a significant opportunity

Management Services









Upsell Opportunities



Test Shop

Need help?

Add Test Coverage

There are 12 days remaining to add Test Protect coverage for your system.

Add a battery

Add an EV Charger

Schedule a Cleaning Service

Add more Solar Panels

System Health Check

Add a Critter Guard

Need a new roof?

Removal and Reinstall

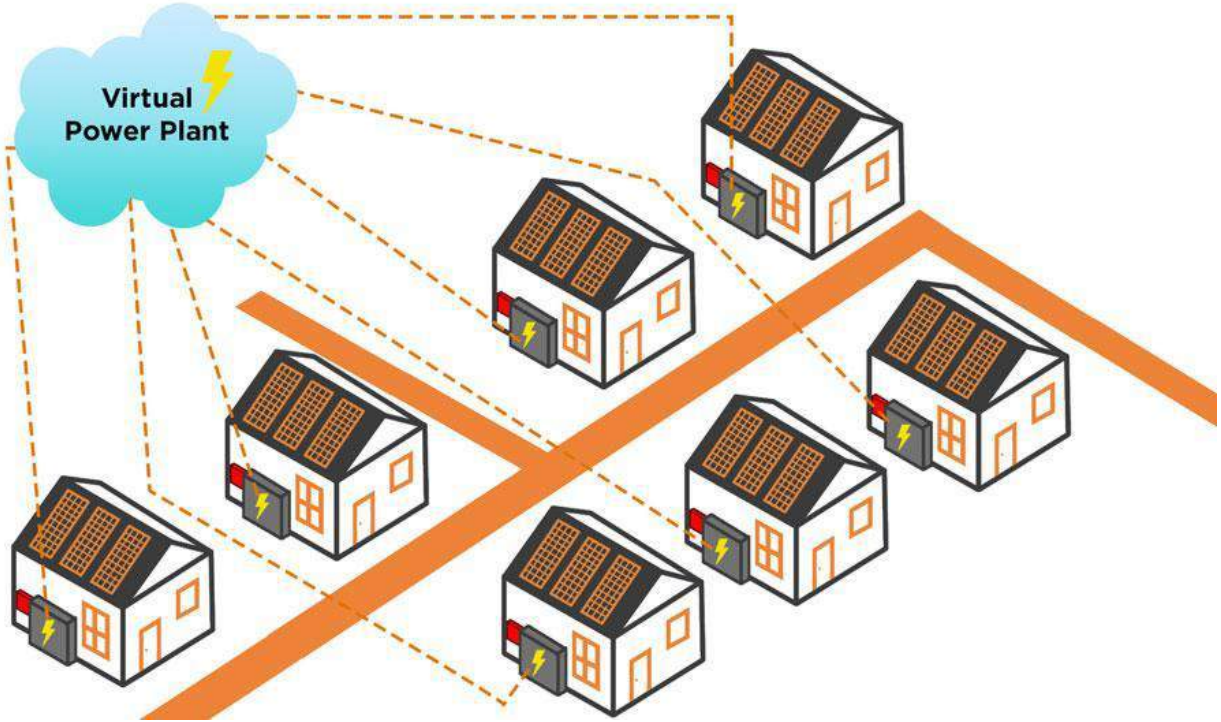


Servicing Programs





VPP Aggregation



Questions?

Gareth Williams



027 7867147



gareth@seanz.org.nz



Linkedin: https://www.linkedin.com/in/gareth-williams-1006964/

ecotricity

SEANZ Group Meetings

Ecotricity Solar Updates




Who is Ecotricity?

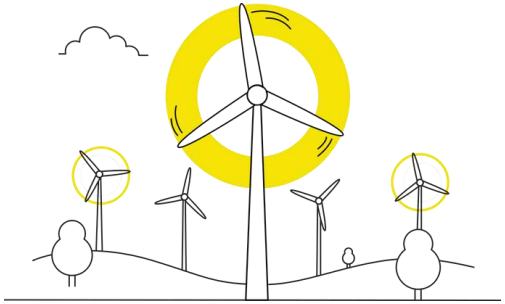
Our Electricity

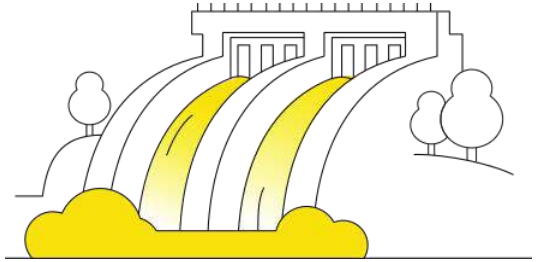
TOITŪ CLIMATE POSITIVE ISO 14067 PRODUCT

TOITŪ CLIMATE POSITIVE ISO 14064-1 ORGANISATION

WIND POWER

One of the largest wind farms in NZ





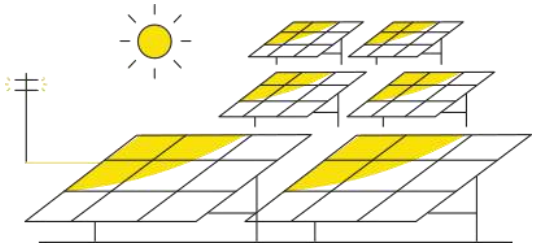
HYDRO POWER

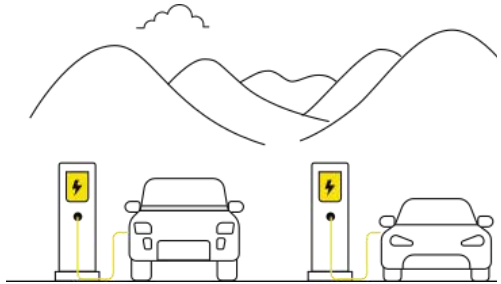
Tekapo A & B hydro dams, and Tongariro (Rangipo & Tokaanu) power schemes.

SOLAR POWER

Ecotricity Solar Farms, Commercial and Residential customers' solar export.

30 x National average of solar





ELECTRIC VEHICLES

Promoting EV to the NZ market through our YouTube channel

THE FUTURE OF SOLAR ENERGY IS HERE

The cleanest, greenest electricity money can buy



70% Residential + SME customers have Solar



83% of customer with Solar have Batteries



Leading energy retailer for solar customers and EPC (130+ partners)



30x more solar penetration than market average



VPP Flexibility programme

Ecotricity Whānau



Partners Offering: SEANZ members only

SEANZ Sustainable Energy Association New Zealand

ecotricity

Exclusive Plans:
- **Resi:** ecoSOLAR
- **C&I:** Export144
- **Solar Farms:** ecoSLEEVE or Export144

Marketing: Branded Onboarding, Members directory, page and App*

Free Resi/SME meter replacement: $80-$150 **savings**
Dashboard: status update (Power Bi)

No Cap Export (kWh)
No Max system size
No Minimum contract Term

$50 referral credit: Client or Partner

VPP Flexibility Programme
Maximise BESS ROI

Partners Offering: Marketing

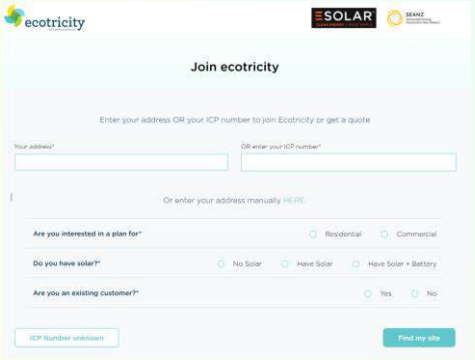
SEANZ Sustainable Energy Association New Zealand

ecotricity

Ecotricity NEW App*

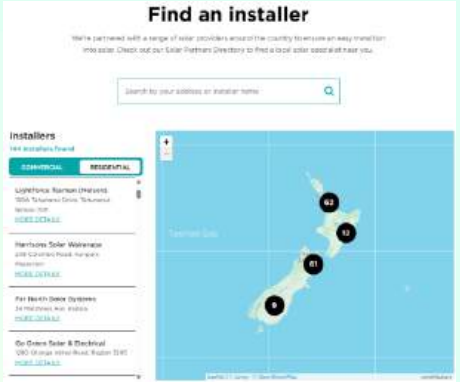


Branded Onboarding and Invoice*





Members directory and page





Partners Offering: Ecotricity NEW App*

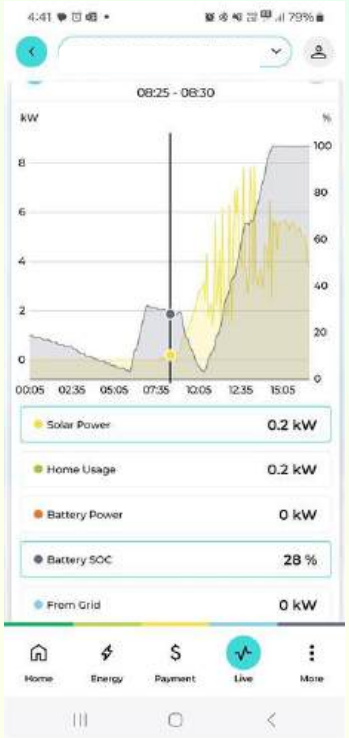
SEANZ Sustainable Energy Association New Zealand

ecotricity

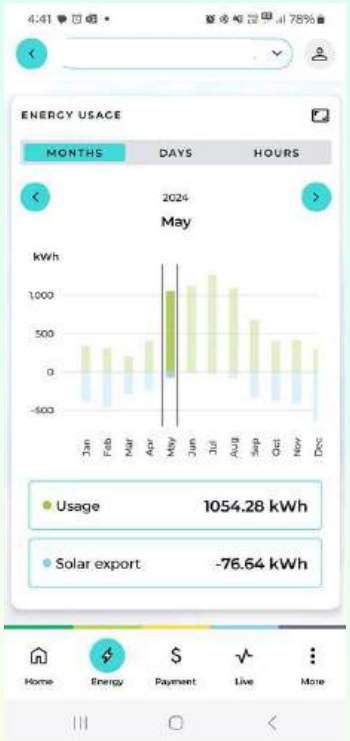
All-in-one:
Solar + BESS + Grid + EV



LIVE data and Historic



Energy Analysis, Payments and more



Partners Offering: Meter Dashboard

SEANZ Sustainable Energy Association New Zealand

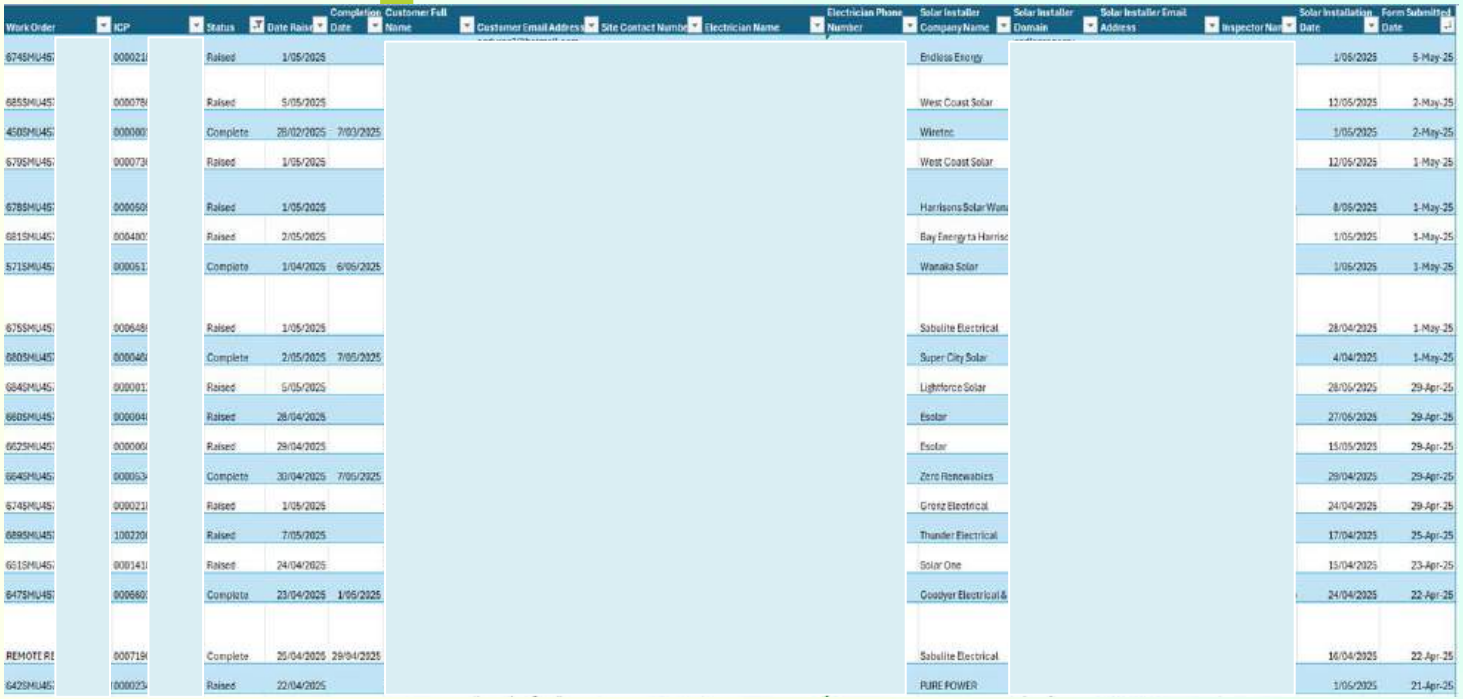
ecotricity

Benefits

- **Transparency**
- **Live status**
- **Live tracker**
- **Enhanced CX**

Requirements:

- **Active Ecot Solar Partner**
- **Power Bi Pro License** ($14/month)



Work Order	ICP	Status	Date Raise	Completion Date	Customer Full Name	Customer Email Address	Site Contact Numbe	Electrician Name	Electrician Phone Number	Solar Installer Company Name	Solar Installer Domain	Solar Installer Email Address	Inspector Nar	Solar Installation Date	Form Submitted Date
6749MU45	900021	Raised	1/05/2025							Endless Energy				1/05/2025	5-May-25
6855MU45	000078	Raised	5/05/2025							West Coast Solar				12/05/2025	2-May-25
4505MU45	000080	Complete	28/02/2025	7/03/2025						Wiretec				1/05/2025	2-May-25
6795MU45	000073	Raised	1/05/2025							West Coast Solar				12/05/2025	1-May-25
6785MU45	000050	Raised	1/05/2025							Harrisons Solar Wan				8/05/2025	1-May-25
6815MU45	000480	Raised	2/05/2025							Bay Energy ta Harris				1/05/2025	1-May-25
5715MU45	000051	Complete	1/04/2025	6/05/2025						Wanaka Solar				1/05/2025	1-May-25
6755MU45	000648	Raised	1/05/2025							Sabulite Electrical				28/04/2025	1-May-25
6805MU45	000046	Complete	2/05/2025	7/05/2025						Super City Solar				4/04/2025	1-May-25
6845MU45	000001	Raised	5/05/2025							Lightforce Solar				28/05/2025	29-Apr-25
6605MU45	000004	Raised	28/04/2025							Esolar				27/05/2025	29-Apr-25
6625MU45	000006	Raised	29/04/2025							Esolar				15/05/2025	29-Apr-25
6645MU45	000053	Complete	30/04/2025	7/05/2025						Zero Renewables				29/04/2025	29-Apr-25
6745MU45	900021	Raised	1/05/2025							Grenz Electrical				24/04/2025	29-Apr-25
6895MU45	100220	Raised	7/05/2025							Thunder Electrical				17/04/2025	25-Apr-25
6515MU45	900141	Raised	24/04/2025							Solar One				15/04/2025	23-Apr-25
6475MU45	900680	Complete	23/04/2025	1/05/2025						Goodyer Electrical &				24/04/2025	22-Apr-25
REMOTE RE	900719	Complete	25/04/2025	29/04/2025						Sabulite Electrical				16/04/2025	22-Apr-25
6425MU45	1000225	Raised	22/04/2025							PURE POWER				1/05/2025	21-Apr-25

Price Plans

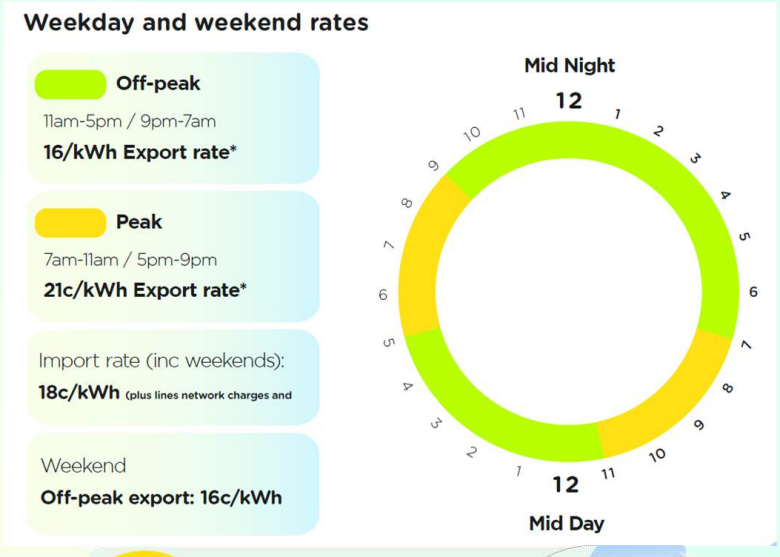


Residential: ecoSOLAR

SEANZ Sustainable Energy Association New Zealand

ecotricity







C&I and Solar Farm Pricing Options

SEANZ Sustainable Energy Association New Zealand

ecotricity

Need: Increase generation.

Goal: Maximise solar systems.

- "How to max out roof/ground solar vs traditional match load"

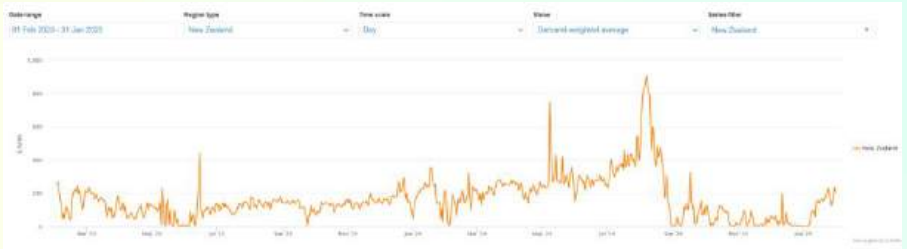
Ideal customer: Net generator

- Export Only (C&I export only ICP or Solar Farm) or Low consumption/High export
- Any site/roof can be a "solar farm".
- Industries: Property, Agri, Warehouses, etc.

NEW!! Export 144 + Spot **5 – 10 years**

- Best of both options: Spot (variable) or 144 (fixed)
- **Split volume** for contract term across 144 (TOU fixed) and spot (variable). Example: 80% fixed 144 and 20% variable spot paid for every Half Hour.
- **10 year PPA = Easier Bank Financing**
- **144:** Price shape based on Spot Forecast, but **No Spot Risk.** Prices fixed and nominal.
- **144:** higher $$$ winter and lower $ summer.
- **144+Spot:** Share the opportunities, reduce the risk
- **Spot:** Business-case for Batteries systems (Export at Peak)

Retail price	Weekday						Weekend					
	WD 00-04	WD 04-08	WD 08-12	WD 12-16	WD 16-20	WD 20-24	WE 00-04	WE 04-08	WE 08-12	WE 12-16	WE 16-20	WE 20-24
2025-02	11.52	13.99	17.46	17.39	18.12	16.63	11.39	9.25	14.56	14.84	15.97	14.50
2025-03	12.44	14.10	16.77	16.12	16.54	15.27	11.51	11.27	15.38	13.74	14.89	13.94
2025-04	13.61	15.22	16.69	16.06	17.64	15.51	13.77	13.07	15.69	13.89	16.23	14.20
2025-05	14.53	16.14	17.22	16.40	17.95	16.37	14.97	14.55	16.11	15.33	17.05	15.91
2025-06	15.42	16.47	18.51	18.07	19.85	18.40	14.13	12.98	17.54	16.70	18.59	17.75
2025-07	14.77	16.86	17.97	17.93	18.92	17.75	15.33	14.18	17.18	15.72	18.89	17.23
2025-08	14.16	16.77	18.13	17.35	18.31	16.94	14.16	14.53	16.58	15.65	17.28	15.88
2025-09	10.04	14.39	17.39	16.07	18.41	16.70	10.09	10.94	14.62	13.85	17.06	14.86
2025-10	10.06	12.50	14.28	12.97	15.04	14.63	11.18	10.82	13.57	10.99	13.56	12.31
2025-11	6.19	9.28	13.48	13.11	13.87	11.17	8.49	6.58	12.03	8.68	11.11	11.92
2025-12	5.59	6.70	9.08	9.49	11.14	9.37	5.32	4.49	8.57	8.06	9.70	8.44
2026-01	6.65	6.94	8.83	9.42	9.75	8.70	6.70	5.90	6.95	7.41	8.66	7.81
2026-02	11.26	13.66	17.00	16.93	17.63	16.20	11.14	9.06	14.22	14.49	15.57	14.16
2026-03	12.16	13.77	16.34	15.72	16.12	14.90	11.25	11.02	15.01	13.42	14.54	13.62
2026-04	13.30	14.85	16.26	15.66	17.17	15.13	13.45	12.78	15.30	13.57	15.83	13.87
2026-05	14.18	15.73	16.77	15.99	17.47	15.96	14.61	14.21	15.71	14.96	16.61	15.52
2026-06	15.04	16.05	17.99	17.58	19.24	17.90	13.79	12.68	17.07	16.27	18.07	17.28
2026-07	14.42	16.43	17.48	17.45	18.38	17.28	14.96	13.84	16.73	15.33	18.35	16.78
2026-08	13.83	16.34	17.64	16.89	17.80	16.50	13.83	14.19	16.16	15.26	16.83	15.49
2026-09	9.83	14.05	16.93	15.67	17.90	16.27	9.87	10.70	14.27	13.53	16.61	14.51
2026-10	9.84	12.21	13.94	12.68	14.68	14.28	10.94	10.59	13.26	10.75	13.25	12.04
2026-11	6.07	9.08	13.17	12.81	13.55	10.92	8.31	6.45	11.76	8.50	10.86	11.66
2026-12	5.48	6.56	8.89	9.29	10.90	9.18	5.22	4.40	8.39	7.89	9.50	8.27
2027-01	6.52	6.80	8.65	9.22	9.54	8.52	6.56	5.78	6.81	7.26	8.48	7.65




Interested?
Get in touch

Contact Details

Solar Team	Email
Luis Porto (Solar Group Manager)	luis.porto@ecotricity.co.nz
Adam Cherrett (Solar Partner Relationship Manager)	adam.cherrett@ecotricity.co.nz
Natasha Bessex (Solar Partner Relationship Manager)	natasha.bessex@ecotricity.co.nz
Clara Buksh (Solar Partner Relationship Manager)	clara.buksh@ecotricity.co.nz
Jason Christini-Crawford (Smart Grid Programme Manager)	jason.christini-crawford@ecotricity.co.nz
General Enquires	solar@ecotricity.co.nz


2025
SEANZ
Group Meetings
Closing Comments from Brendan
Sustainable Energy Association of New Zealand
SEANZ™