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How can you better predict solar project timelines?

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Solar installers often struggle with forecasting project timelines for a variety of reasons, be it inconsistent and unreliable inventory, a lack of insight into what is available for procurement, cash restraints and financing or supply chain disruptions.

Even when everything is running smoothly, a solar project typically takes several months to complete. The system design itself can take up to eight weeks, depending on whether the roof or electrical panel needs upgrading, how long it takes for local permits to go through, and so on. Installation only takes a couple days, but there could be a scheduling backlog. Finally, formal inspection, utility interconnection, and system testing to confirm the solar system is operating correctly could also take some time.

Procuring solar equipment quickly, easily financing the project and managing the solar supply chain efficiently are a few ways to help streamline solar projects.

Easy solar panel procurement saves time

There are a number of reasons why finding in-stock inventory can be a challenge for installers. Inventory can be outdated; sometimes, there's simply no visibility into what a supplier actually has on hand. This leads to delays and inaccurate project forecasting, which affects customer satisfaction and the installer's bottom line.

As such, it's crucial for installers to use a simpler buying process for solar equipment. To accurately predict how long the solar project will take, it is best to know what your supplier has on hand. And it's even better if you can buy from an online marketplace that carries top-tier national and global manufacturers.

Flexible solar financing streamlines procurement

Cash restraints also make it difficult to secure equipment for an install before a client pays for the project in full. When cash flow is limited or restricted, purchasing the necessary equipment up front is a challenge, further slowing down projects.

Without financing in place, installers often must delay new projects until they get paid from previous projects. If you can pay for panels after you receive payment from customers, you're going to solve a critical cash flow issue in the market.

"Traditional financing terms are hurting clean energy growth," Inception CCO Josh Allen said recently. "The entire solar energy product supply chain is constrained by a lack of working capital and heightened volatility in global freight transportation. Instead of getting multiple projects off the ground simultaneously, today's solar installers are at the mercy of strained cash flow."

If you have financing options that offer quick credit approval, competitive rates and a flexible payment structure, you can conserve cash flow and streamline procurement, which helps you predict solar project timelines more accurately.

Supply chain agility is no longer a nice-to-have

Supply chain issues are caused by several factors, and any disruption can impact your ability to forecast how long your solar project will take. It's not just about delays in shipping – although that can obviously cause some major problems. As the solar industry has been hit hard with supply chain challenges, installers are finding that they must anticipate potential issues before they occur.

One way installers are being proactive is by increasing the amount of inventory they store to ensure they're fully stocked and ready to meet customer demand. Of course, this can be expensive, and managing your warehouse storage and inventory can cause headaches.

Working with a partner that enables supply chain agility means you can respond better to unforeseen events. Supply Chain as a Service providers offer installers an extensive network, end-to-end shipment and delivery of solar products along with flexible warehousing services.

*Inxeption's extensive digital solar marketplace provides installers with myriad **residential** and **commercial** panel options from tier-one manufacturers, complete with industry-leading finance options and backed by world-class supply chain infrastructure. Experience the Inxeption difference today.*

Solar installers often struggle with forecasting project timelines.

Why?

- ✓ Inconsistent and unreliable provider inventory
- ✓ Cash and financing restraints
- ✓ Supply chain disruptions

Learn how installers can mitigate these issues:



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