

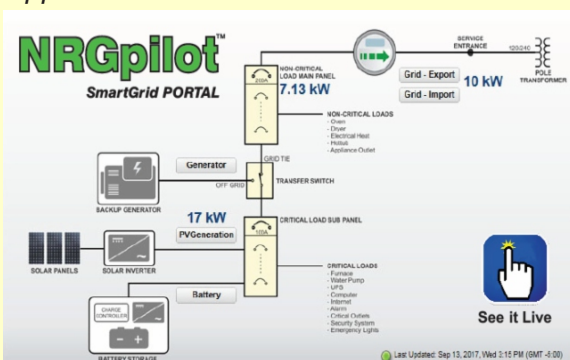
Solar Canada 2017 - Trends

From talking to many visitors to the Cachelan booth at the Solar Canada show, here are some of the current trends that we observed.

Solar Canada Show in Toronto



Manage smart grid installations with an NRGpilot portal customized to match each application.



As new features are added to SolarVu from customer requests, they are automatically available on all existing projects.



2018 IS GOING TO BE A GOOD YEAR

Despite the end of new FIT contracts, established developers have a good backlog of FIT 3/4/5 projects they will be building next year

NET METERED SOLAR IS VIABLE

Customers without FIT contracts are building net metered solar projects. For many situations, grid parity is here now.

SMART GRID APPLICATIONS ARE GROWING

Lots of projects are being planned involving batteries, microgrids, solar carports, EVs - with and without solar.

UTILITY SCALE STORAGE IS REAL

Examples like a recent 25MW/50MWhr capacity storage project award in a small Ontario town show it is only a question of time before large scale storage goes mainstream.

UTILITIES & MUNICIPALITIES HAVE EMBRACED SOLAR

Ontario utilities have successfully teamed up with municipalities to utilize public buildings to build award winning portfolios of solar generation.

CANADA IS GOING SOLAR

We had visitors from 9 provinces asking about solar projects they are working on. Incentive programs in other provinces are helping. Deja Vu Ontario in 2009.

MAINTENANCE IS IMPORTANT

After a few years of operation, project owners are realizing that comprehensive monitoring with services from a competent O&M provider improves returns.

EPCs ARE EXPORTING MORE

Projects outside of Canada are becoming a bigger revenue source for established developers, particularly in the US and Caribbean.

WISDOM OF CROWDS

With feedback from our customers on what they need, our Do List for new SolarVu features is growing. These will be added to SolarVu on existing projects. Watch for announcements in upcoming newsletters.