

**Got Watts?**  
ELECTRIC | SOLAR | HVAC

Solar Panel Systems

# YOUR GRID INDEPENDENCE STARTER GUIDE

An Official Got Watts Educational  
Resource Booklet

+

Energy Storage Systems

## Resources

### Energy Programs:

California Public Utilities Commission [cpuc.ca.gov/energy](https://cpuc.ca.gov/energy)

### License & Bonding Checks:

Contractors State License Board [cslb.ca.gov](https://cslb.ca.gov)

### Understanding Clean Energy & Grid Independence:

Department of Energy [energy.gov/energysaver](https://energy.gov/energysaver)

### Contra Costa County Energy Savings Programs:

<https://www.contracosta.ca.gov/2687/Toolkit>

## Real Reviews

**Angie's List:** [bit.ly/gw-alist](https://bit.ly/gw-alist)

**Yelp Reviews:** [bit.ly/gw-yelp](https://bit.ly/gw-yelp)

**Google Reviews:** [bit.ly/gw-goo](https://bit.ly/gw-goo)

**Facebook Reviews:** [bit.ly/gw-fbook](https://bit.ly/gw-fbook)

**Diamond Certified Report:** [bit.ly/gw-dcert](https://bit.ly/gw-dcert)



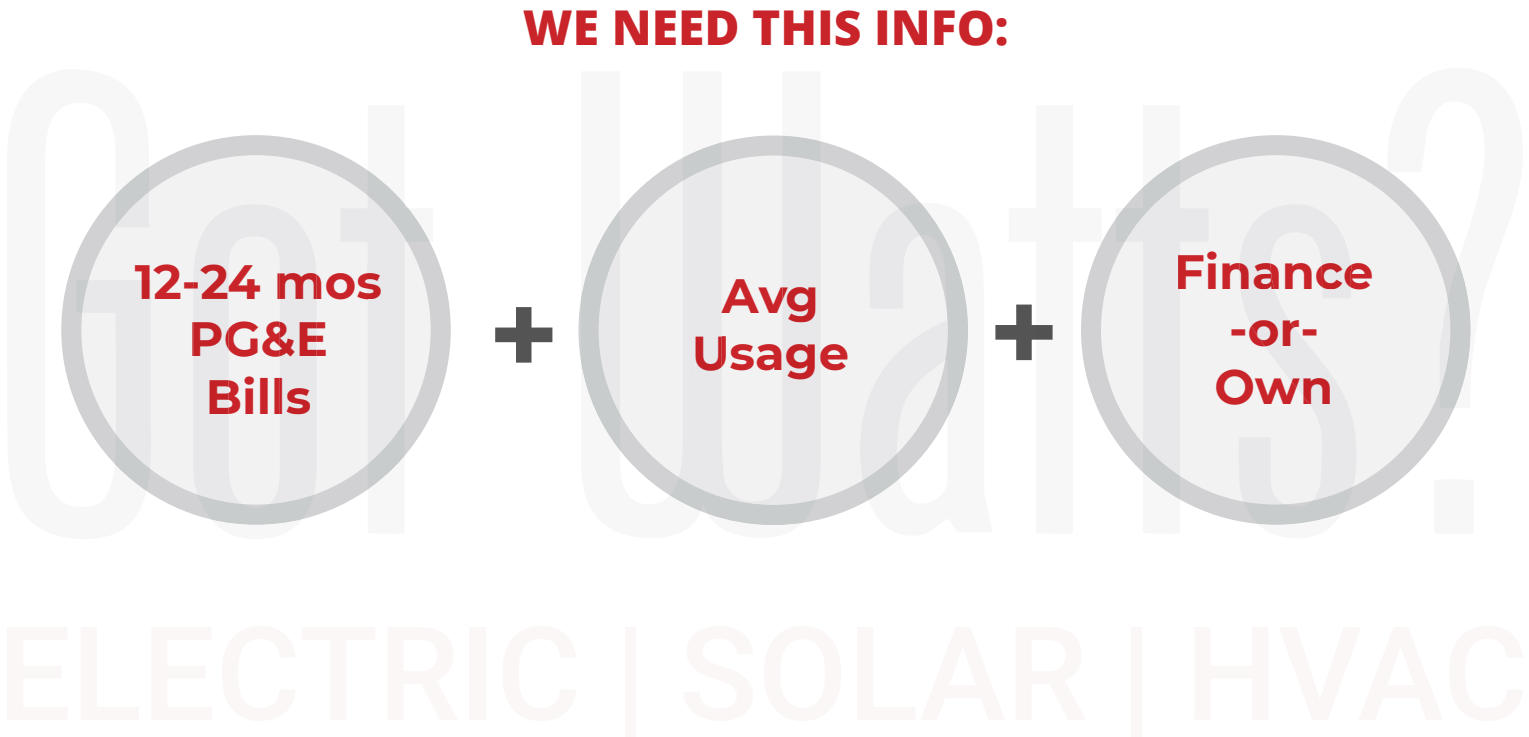
# Guide Overview

Thank you for considering Got Watts Electric, Inc for your grid-independence needs. We look forward to answering any questions you may have and getting to the core of your power needs. In an effort to create a more seamless process, we've compiled some of the most common yet important questions homeowners ask, in addition to reources to help you make an informed decision.

**What you'll find in this guide:**

- Page 2: Evaluate PG&E v Solar Cost Comparison
- Page 3: PG&E Usage Download Instructions
- Page 4: Average Cost of Solar
- Page 5: Solar Company Handy Checklist
- Page 6: Panel Highlight
- Page 7-11: Building Your System
- Page 12: Grid-Independence Checklist
- Pages 13-16: Going With Got Watts

# How much does solar cost compared to PG&E?

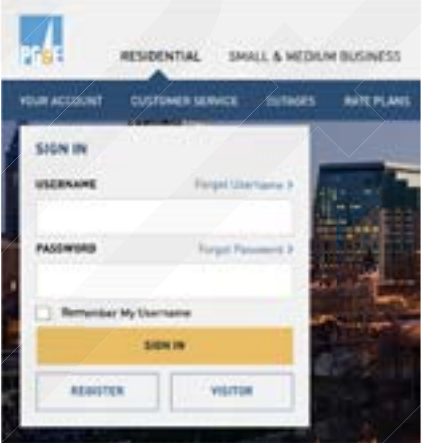


This allows us to provide up to 3 different proposals based off of your energy needs, overall investment and payment scenarios for cash/check vs a monthly financing arrangement.

PG&E Usage History Download Instructions

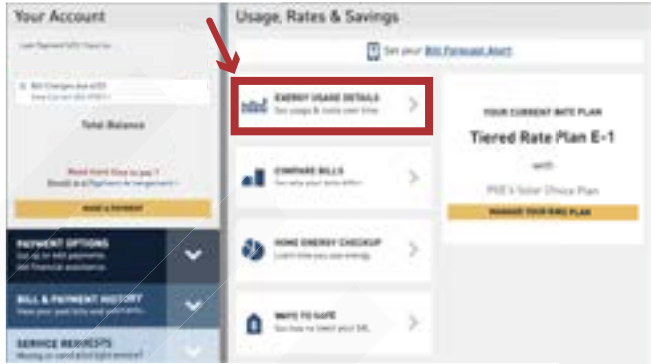
1

Login to your PG&E account

A screenshot of the PG&E website's login page. It features a 'SIGN IN' section with fields for 'USERNAME' and 'PASSWORD', each with a 'Forgot Username?' or 'Forgot Password?' link. Below these fields are checkboxes for 'Remember My Username' and a 'SIGN IN' button. At the bottom are 'REGISTER' and 'VISITOR' buttons. The page header includes 'PG&E', 'RESIDENTIAL', and 'SMALL & MEDIUM BUSINESS' tabs.

2

Find & click 'ENERGY USAGE DETAILS'

A screenshot of the PG&E 'Your Account' page. A red box highlights the 'ENERGY USAGE DETAILS' link under the 'Usage, Rates & Savings' section. Other visible links include 'CHARGE BILLS', 'HOME ENERGY CHECKUP', and 'WAYS TO SAVE'.

3

Scroll to bottom and click 'GREEN BUTTON' to download your data

A screenshot of the bottom of the PG&E page. A red arrow points to a green button labeled 'Green Button' with a download icon. Below it is the text 'Download my data'.

4

Export all bill totals in CSV format and click EXPORT

A screenshot of the 'Download my data' dialog box. The 'Time Period' section has 'Export all bill totals' selected. The 'Format' section has 'CSV' selected. At the bottom, the 'EXPORT' button is highlighted with a red box.

5

Locate the BillingData.zip file in your downloads folder

6

Attach the BillingData.zip file to your most recent Got Watts representative email chain

Your solar cost projections should also include your 12-month settlement bill (true-up bill) that settles all credits and charges from PG&E. These occur due to times when your solar panels are not putting energy into the grid and your home requires power.

Solar financed customers pay an average of \$1,776 a year\*.

Average is based on a 7.3 kW solar array with 26% federal tax credit. This does not include charges assessed by PG&E.

REBATES

- Federal Solar Investment Tax Credit (ITC)
- San Francisco - GoSolarSF Rebate
- Self-Generation Incentive Program (SGIP)

# Why are some solar companies quoting half the price?

According to CPUC\*, consumers need to be aware of claims that are too good to be true. An established company will never:

- Tell you “solar is free”
- That you’ll “never pay an electricity bill again”
- State that “time is running out” and “you must sign now”

## CREDENTIALS BEFORE COST | YOUR HANDY CHECKLIST

- ☐ Does the company have a valid contractors license?
- ☐ Are the installers all licensed?
- ☐ Is your solar sales representative registered with the CSLB\*\*?
- ☐ The cheapest bid may be an “indication the solar company is cutting corners” - CPUC Solar Consumer Protection Guide

\*CPUC = California Public Utilities Commission | \*\*CSLB = Contractors State Licensing Board

# Will my power stay on during an outage with solar?

# yes

**with a solar  
battery backup  
system installed  
with your  
solar array**

Your backup power will last based on your usage.

Systems can be designed to power your whole house or your essentials.

Your backup system will be tailored to fit your average kW needs.

**PRODUCT HIGHLIGHT**

Q.Peak Duo Blk-G6

PowerXT™ Pure Black<sup>a</sup>400W

LG Neon R Prime



We do highlight certain brands; however, we are not married to one particular brand of panel. Our objective is to place you with the right panel solution that fits your overall needs, aesthetics and/or budget.

# Let's learn more about building the right solution for you

**BUILDING YOUR SYSTEM**

A Got Watts grid-independent system is designed to power your home whether you are or are not connected to the grid. We will identify loads in your home that are essential during an outage (kitchen countertop outlets, fridge, general lighting, receptical loads, furnace, garage door). We also pay attention to general aesthetics pertinent to your home's design.



FALSE

Battery cabinets store unlimited power for use during an outage for an unlimited amount of time.

TRUE

Battery cabinets allow solar energy to be stored for **emergency use** for a **certain number of hours**.

Understanding backup battery storage (how many modules are needed) and usage (average wattage used) is key when building your system. The number of hours you receive of backup power is based on how many things in your home are consuming power throughout the outage.

GENERAC

PWRCELL

PWRcell BATTERY CABINET DESIGN

The PWRcell Battery Cabinet allows system owners the flexibility to scale from the economical 8.6kWh PWRcell 9 to the massive 17.1kWh PWRcell 17 by installing additional battery modules to the PWRcell Battery Cabinet. When needs change, an existing PWRcell Battery Cabinet can be upgraded with additional modules. Use the graphic below and the chart on the back of this sheet to understand what components you need for your chosen PWRcell configuration.

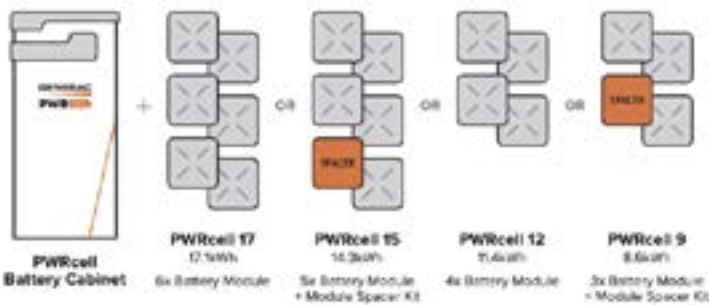


- FEATURES & BENEFITS
- Connect 2 PWRcell Battery Cabinets to a single PWRcell Inverter for 34.2kWh of storage
  - Best-in-class battery backup power
  - Plug-and-play with PWRcell Inverter and PV Link™

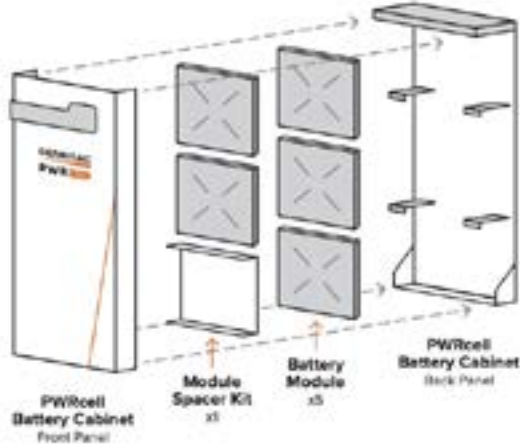
Specifications

PWRcell™ BATTERY CONFIGURATIONS	9	12	15	17
BATTERY MODULES:	3	4	5	6
USABLE ENERGY:	8.6kWh	11.4kWh	14.3kWh	17.1kWh
POWER - RATED CONTINUOUS:	3.4kW	4.5kW	5.6kW	6.7kW
POWER - 60 MINUTES:	4.2kW	5.6kW	7.0kW	8.4kW
POWER - 2 MINUTES:	5.0kW	6.7kW	8.4kW	10.0kW

BATTERY CONFIGURATION GUIDE



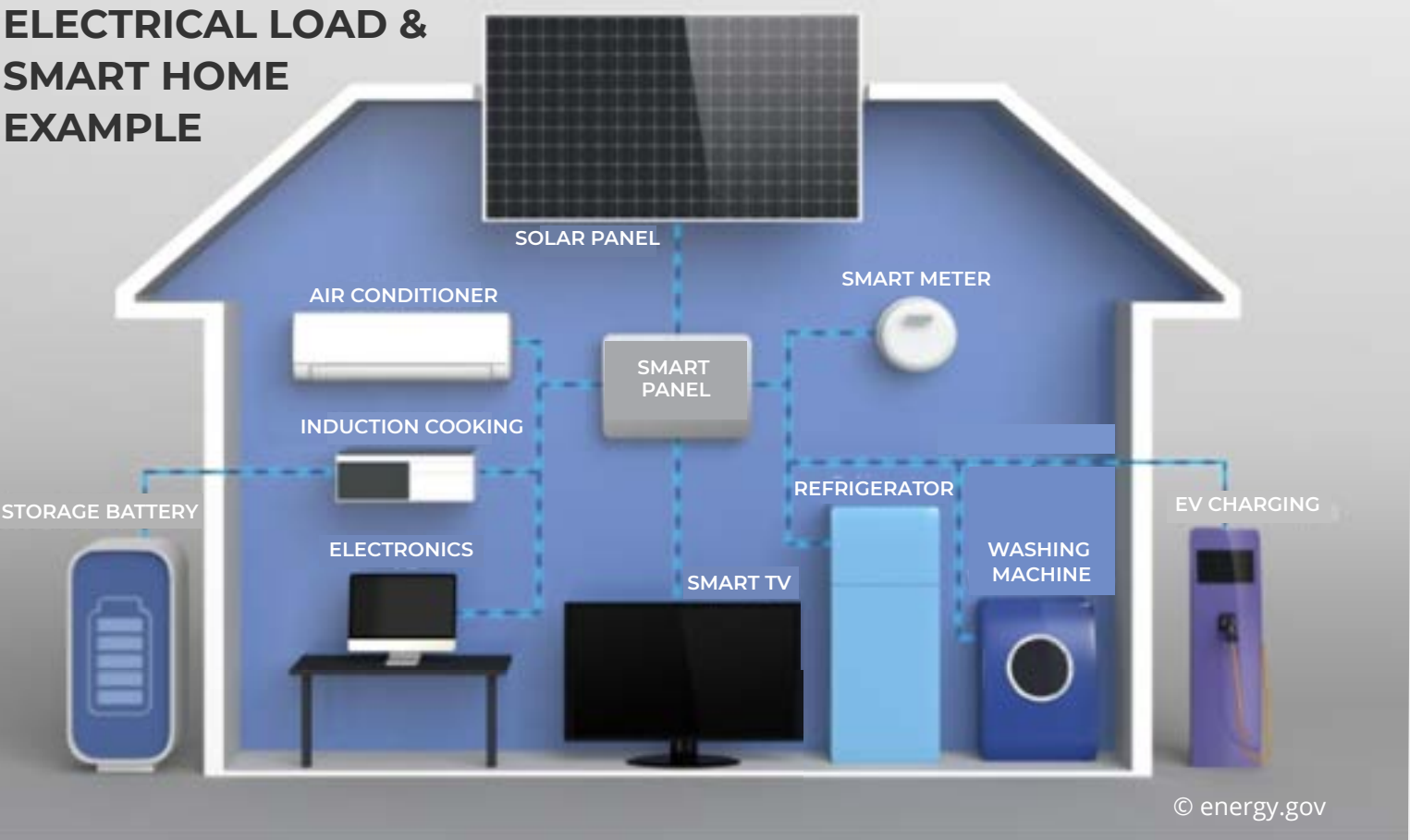
BATTERY CABINET ASSEMBLY



BALANCE-OF-SYSTEM EXAMPLE

\*Photovoltaic / solar cell module

ELECTRICAL LOAD & SMART HOME EXAMPLE



“Both grid-connected and off-grid home renewable energy systems require additional ‘balance-of-system’ equipment.”

- Office of Energy Efficiency & Renewable Energy  
energy.gov

“Even if you choose to go with another company, we’re committed to helping you make an informed decision that will last for years to come.”

- President, Got Watts  
Jeremy Carlock

**ADVERTISING TACTICS TO  
WATCH OUT FOR**

**FEAR BASED:** Ads that fear you into a decision or sales tactics that do the same

**DEEP DISCOUNTS:** Slashing prices beyond industry standard

**HIGH-PRESSURE:** Excessive calling, texting, emailing, yelling/loud-talking, rushed, aggressive

We’re facing extreme times together and this is an opportunity to support each other through preparation not fear. At Got Watts, our commitment is to inform without causing additional trauma through our marketing or our sales practices.

# Why Got Watts?

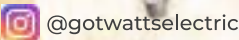
Our company is centered around providing positive customer experiences and quality craftsmanship. We stand behind our work by offering warranties that cover not just the products but the service as well. We take our service seriously and have worked hard for every 5-star review, testimonial and referral from previous clientele.

As a company, we’re a family with a focus on compassion and teamwork. We enjoy what we do and look forward to sharing our passion with you.

**Referral Code:  
GWESHGUIDE**

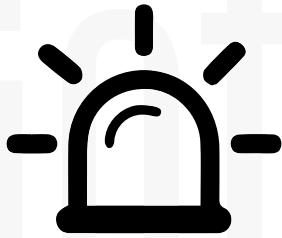
**Exclusive Offer:**  
\$550 OFF with one signed referred contract

**Referral Expiration:** June 1st, 2021

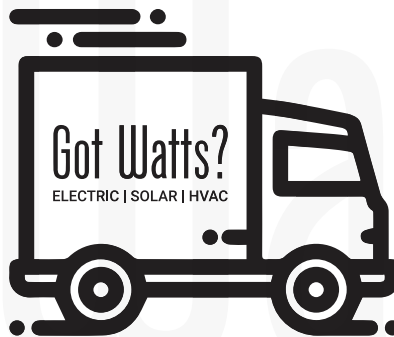




## Got Watts Guarantee\*



**24/7  
Emergency  
Service**



**Up to 25-Year  
Labor + Service  
Warranties**



**Up to 25-Year  
Product  
Warranties**

**Got Watts stands behind our labor, service and products.**

To learn more about our services and their warranties,  
please speak with your Got Watts rep.

