

cambridge·solar

## Company Presentation

2012



[www.cambridge-solar.co.uk](http://www.cambridge-solar.co.uk)

# Introduction

Hello,

At Cambridge Solar we have a long standing **commitment to the environment** and creating a more sustainable economy.

We pride ourselves on our **technical knowledge**, our upfront and **straightforward approach**, on installing **high quality installations** and most importantly on **putting our customers first**.

Our aim is to design and install the best systems we can while offering great value for money.

We hope you like our company presentation and we would love it if you gave us a call to see how we can help you today.

Yours sincerely,

Owen Morgan

Managing Director



Owen researching products at EcoBuild 2012

## Cambridge Solar - Key Points

- Excellent Customer Service
- No Compromise on Quality
- Expert Technical Advice
- Owen has been in the Industry for 10+ years
- Highest Quality, Proven Manufacturers
- Strong Supplier Relationships
- Committed to the Environment



*Our office in Waterbeach has a 7 kWp Solar PV system on the roof that generates much more electricity than we use.*

## Benefits of Cambridge Solar

- Friendly Local Service
- 10 Year Workmanship Warranty – independently backed ([IWA](#))
- No hidden charges – all in the upfront quote
- One of the most established installers in East Anglia
- We always design our systems bespoke for each property
- We use our own in-house installation team
- Fully accredited members of [REAL](#) & [MCS](#)
- Great offers on group purchase schemes
- **We've installed 100's kWp of solar PV in the**  
Cambridge area & have lots of happy customers  
- read our [Case Studies](#) & our [Testimonials](#)



## Benefits of Solar PV

- Avoid rising fuel bills & become more energy secure
- Low maintenance & long design life
- Reduces energy bills
- Can be easily integrated into almost any building
- Lowers your carbon footprint
- Guaranteed income from the Feed-in Tariffs, which are:
  - Index Linked
  - Tax Free
  - Guaranteed for 20 years
- Predictable renewable energy production
- No need for planning permission in most cases





## What Our Customers Say

A sample taken from our Google Places & Google Plus pages – [See more reviews here](#)

A brilliant company. Owen and Francois, who own and run this company, are highly professional, friendly, polite and hard working. We got a few quotes but felt they offered the best in quality and price. They installed a large solar system for us and we are delighted with it and the way the work was carried out. They were extremely respectful of our property at all times and carried out the work on time and left everything neat and tidy. Genuine, sincere, honest people. Cannot praise them highly enough.



Cambridge Solar are very professional, informative, polite, and hardworking. What's great about them is that they deliver exactly what they promise, on time, within budget. Attention to detail and knowledge is second to none ... you won't do better. The electrical installation is superb. Owen and Francois are well organised, upfront, tidy and drink lots of tea!



Cambridge Solar and our final solar PV installation exceeded our hopes in every way. We dealt with Owen from the outset and he remained in constant contact throughout the process. Questions were answered patiently and professionally with no annoying sales spiel. We were consulted throughout the design period which meant we could make several custom modifications to suit our needs. The installation itself went very smoothly, finishing ahead of schedule and with a team of people that treated our property with the utmost respect. Four months on, we are so impressed with our panels, they have exceeded predicted output every month (even during the washout that was August) and we have just received our first bumper cheque from Eon energy. Thank you Owen and everyone else at Cambridge Solar, I have been unreservedly recommending your services to everyone that asks about our panels!



## What Our Customers Say

We were delighted with Owen and his team - very professional, very efficient and very reliable. The solar pv industry does not always have a great reputation but Owen and his colleagues are genuine enthusiasts and highly committed to and knowledgeable about their work. At no stage were we subjected to a "hard sell" or anything remotely like it. Owen discussed different possibilities and presented detailed and informative plans and estimates. Prices seemed very reasonable. Service was excellent - everybody arrived on time, work was carried out speedily, tidily and with the minimum of fuss. We even had help in filling out the various forms required to make the switch. When we had a query it was dealt with promptly and efficiently and when there was a minor glitch Owen was on the case on a Saturday morning to try to sort it out. All in all an excellent experience - I would happily recommend the company to others and I wish them success.



Cambridge Solar were excellent - efficient, informative, reliable and pleasure to do business with.



Initially we had looked at 'Rent A Roof', but found this avenue too loaded to the supplying company - therefore we decided to purchase & had quotes from six 'suppliers'- two of these were ruled out following checks on their credibility - be warned there are rouge suppliers! Strangely; Cambridge Solar was the first company we spoke to and Owens' quotation remained on balance the best offer we had - so we eventually went for a 'local' company (easy to contact and if necessary raid their office should there be a problem - thankfully never needed) Cambridge Solar offered the most advanced panels available - only approved by the EEC in May this year - a clear description of the work load and the time frame it would undertake. Francois oversaw the installation and it went perfectly. Despite poor weather - the work was completed on time in a clean, tidy manner - absolute satisfaction. Would we recommend Cambridge Solar - without doubt. A local company fully bonded and insured offering a 10 year guarantee on work undertaken.



## Our Brands & Partners



Main supply partner:



*'I have known Owen since he first helped out over 10 years ago at [Dulas Ltd](#), his passion and enthusiasm for Solar PV was always infectious and has continued in that vein throughout his professional career. It is a pleasure to now be working with Cambridge Solar and providing him with the highest quality PV products because we know that they will be installed to the highest standard due to his attention to detail and concentration on top quality, honest customer service'*

**Ben Robinson, Business Development Manager, DulasMHH**

**All brands are chosen for:**

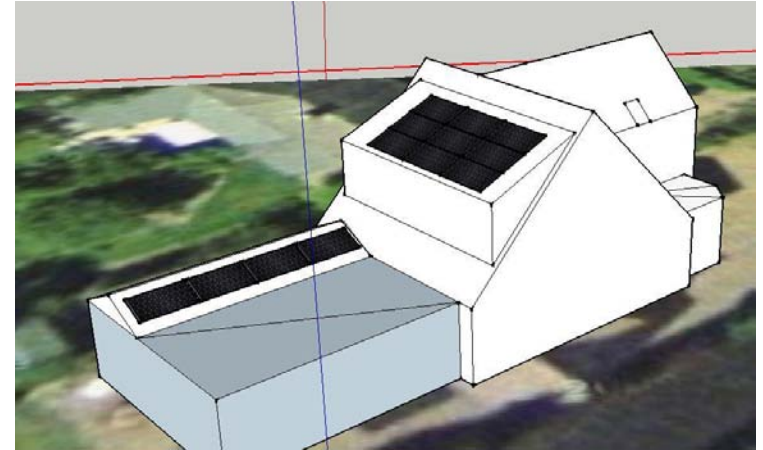
- Established Global Brands
- Proven Excellent Performance
- Highest Quality Components
- Best Value for Money
- Leading Product Warranties

**You won't find a better proposition!**



## What we Offer

- Free Advice
- Free Site Survey & Estimate
- Technical Design
- Project Management
- Installation & Commissioning Service
- Maintenance & Aftercare



We like to take care of everything for you making things as easy as possible. Plus we are always available on the phone or email if you need help or advice.



## What we Offer - Residential

On-roof Retrofit



In-roof Retrofit



Wall mounted



Flat Roofs



## What we Offer

Industrial & Commercial



Ground Mounted



Bulk Purchase Group Offers



Specialist PV Systems





## Installation Detail



Concrete roof  
detail



Slate roof detail

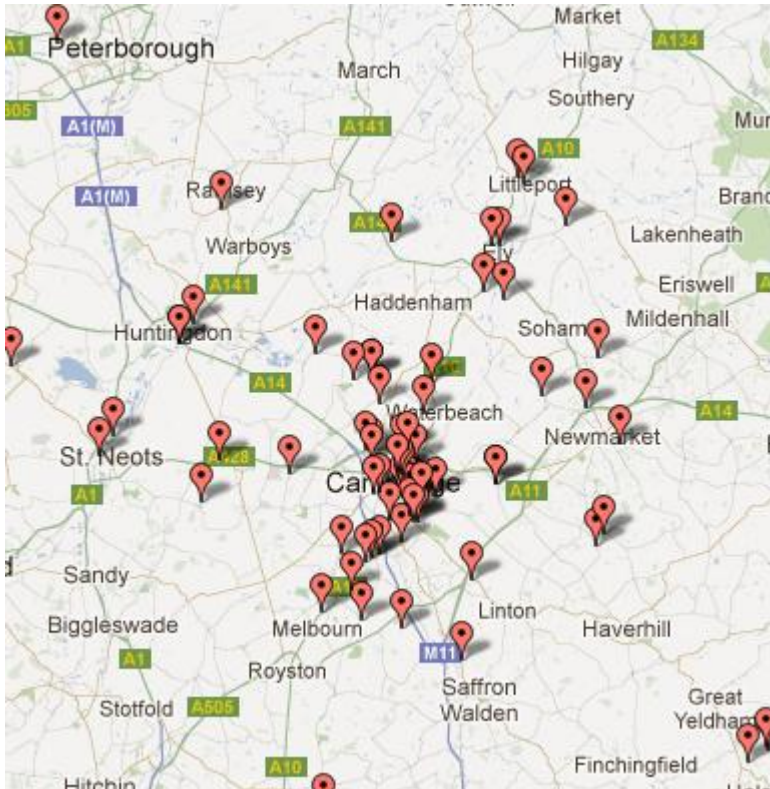


Plain tile  
Roof detail



Inverter detail

## Installation Map



We are a local company & we like to keep our installations within around 30-60 minutes from Cambridge.

We also cover the Ely, Newmarket, St. Neots, Huntingdon & Peterborough areas.

### **Benefits of using a local company**

- Easily at hand to deal with issues in the future
- We travel less – so less cost for you and better for the environment
- We have an excellent local reputation and it is important to us to maintain it
- You are helping the local economy, all our staff live and work in the Cambridge area
- You know where to find us if you need to!





## What else do we do?



We attend local events



We give talks & presentations



We give radio interviews

**Let us know if we can help you with any local event you are organising**



We represent small business



We're award winning



We organise energy open days

## About the founder

- Owen Morgan, MSc
  - Has a lifelong passion for renewable energy
  - Been involved in the solar industry for 10+ years
  - MSc Architecture: Advanced Environmental & Energy Studies from the Centre for Alternative Technology
  - BEng Engineering Business Management from Warwick
  - Worked for established market leaders such as [Dulas Ltd](#), [True Energy Ltd](#) & [Centre for Alternative Technology](#)
  - Has designed solar PV systems that have been installed from Sudan to Scotland and Norfolk to Nigeria
  - Owen's LinkedIn profile <http://uk.linkedin.com/in/Owenmorgan>



# Contact Details

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