



## Case Study

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How a solar installer increased project revenue tenfold with Allume's SolShare

**Customer**  
Built-to-Rent

Station Road, Corby



## Impact in Numbers



**10x** Increase in project value for installer



**B to A** EPC band uplift for all 100 flats



**8x** Annual recurring SolCentre license fees for installer

## Additional Outcomes

- Ongoing energy monitoring for the asset owner. *See page 5.*
- Increased attractiveness for in rental properties.
- Limited roof space meant that the system was only possible with SolShare's tailored kWp functionality.
- The project fulfilled Part L requirements and complied with building regulations.

## Project details




**100**  
Flats




**8**  
SolShare units



**170 kWp**  
Solar capacity



**1.1 - 2.0 kWp**  
Tailored kWp per flat



**£250,000**  
10x original landlord system price



**2024**  
Completed



Corby, UK



*“Even though switching from a landlord system to a SolShare system increased the price of the solar PV by tenfold, it was a very attractive thing for us to do. As the value of getting all of the EPCs from a B to an A far outweighs the relatively low cost per flat for installing a SolShare system.”*

Developer



## The Client

Our client, an experienced solar installer, frequently collaborates with property developers. They are particularly excited about discovering the SolShare solution, as it offered a new way to add significant value to their services.

## What was the problem?

The development had only specified 30 kWp system to connect to the landlord supply. The developer was unaware of any feasible method to connect the individual flats to the solar energy system, which meant the flats would not benefit directly from the renewable energy generated.

## What did we do?

The installer proposed the SolShare solution, suggesting that instead of limiting the solar system to the landlord's supply, they could maximize the roof's potential by installing solar panels to power all 100 flats. This approach would significantly boost the EPC rating of each flat and offer comprehensive energy monitoring, which was crucial for the Build-To-Rent site.

## Outcomes and Insights

### Benefits for the Developer:

- Despite a tenfold increase in project cost, the advantages far exceeded the expense.
- Upgraded flats' EPC ratings from B to A, boosting rentability and meeting sustainability goals.
- SolCenter subscription enabled energy monitoring and lower bills, enhancing tenant appeal.

### Benefits for the Installer:

- Expanded from a 30 kWp to a 170 kWp system with 8 SolShare units, increasing earnings and market reputation.
- Adoption of advanced solutions positioned them as a market leader, providing greater value to clients.

# Benefits to Getting Shared Solar



**5-15 Points**  
increased SAP  
and EPC rating

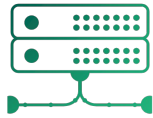


**up to 60%**  
lower energy  
bills



**CO<sub>2</sub>**  
reduced carbon  
footprint

## How it Works



Creates a direct connection of solar PV to multiple flats, behind-the-meter.



Allows you to specify the exact kWp each flat receives based on their SAP and EPC requirements.



Sends solar power to each resident when they need it, maximising their bill savings.



# SolCentre

## Allume's Automated Data Platform

Maximise value for SolShare asset owners with SolCentre's comprehensive energy monitoring and performance reporting. By integrating SolCentre into your maintenance package for SolShare installations, you're not just providing a service; you're delivering a energy management solution that's completely automated.

## Benefits of SolCentre



Gain additional ongoing revenue with yearly subscription fees for every SolShare.



Fully automated report; sent directly to the asset owner.



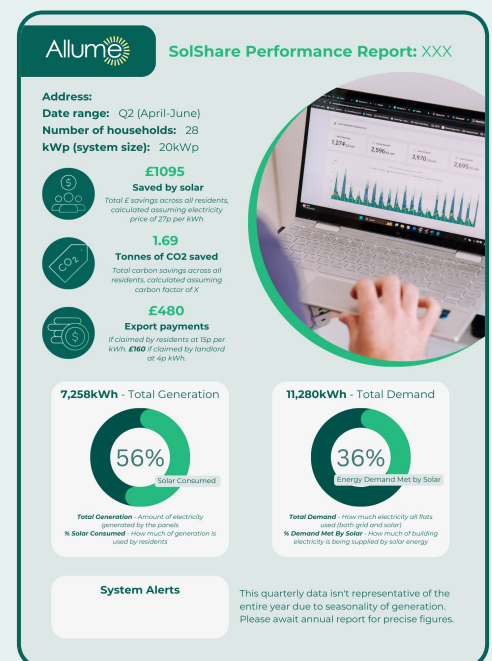
Enhance customer trust and satisfaction by offering insights into energy consumption and performance metrics.

## Scaling your business with SolCentre

When an asset owner purchases SolCentre, as the installer, you will be placed on their procurement list, unlocking all future opportunities for your business.

### Included in your reports:

- Full energy data for every flat
- Bill and CO2 savings for every flat
- System faults and underperformance alerts



Get in touch with the team to learn more

# Get Started

Simply contact us to start your journey to unlocking solar for flats.



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Technical Partnership Manager

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**Book a meeting**

Or submit a general enquiry on our website.

**Get Started**