SOLAR4GOOD · Commercial

Commercial Solar Buyer's Guide

2026 Edition

What UK businesses need to know before quoting

- → Pricing transparency — typical £/kW ranges for every system size 30 kW – 150 kW
- → DNO, G99, three-phase: the three pieces of UK jargon that move the maths
- → Capital Allowances explained: how HMRC effectively pays back 25% of your system
- → The 8-stage commercial install process: survey → DNO → design → sign-off
- → Red flags: 7 questions every UK commercial buyer should ask before signing

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MCS-certified · HIES · NAPIT · TrustMark · FMB Best Solar Installer 2026

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Why this guide exists

Most UK commercial solar quotes follow the same pattern: a single headline price, optimistic generation figures, fine-print assumptions, and no clear answer when you ask *where did this number come from?* Three years ago we got tired of cleaning up after other installers' work — replacing inverters that were never specified for three-phase, fixing DNO applications that got rejected, and explaining to facility managers why their *£12k annual saving* turned out to be £4k.

This guide is the document we wished existed when we were the customer. It covers what UK commercial solar actually costs in 2026, the three pieces of UK-specific jargon that decide your maths, the hardware tiers you'll be quoted, and the 8-stage install process you should expect from any MCS-certified commercial installer.

> *Read it before you book your first quote. If your installer can't answer the questions in section 10 in plain English, find a different installer. The DNO outcome, the phase capacity, and the tax position should never be a mystery to a UK commercial buyer.*

Who this guide is for

UK businesses with an annual electricity bill above £8,000 and roof or ground space available for solar PV. That covers SMEs (£8k–£20k bills), mid-size businesses (£20k–£60k bills), and industrial operations (£60k+). We've structured the maths in this guide so you can self-qualify before any sales conversation.

02

What UK commercial solar actually costs in 2026

Commercial solar in the UK is typically priced per kilowatt installed (£/kW). The figure drops as systems scale, because fixed costs (scaffolding, design, DNO application, commissioning) spread across more panels. Below are the ranges Solar4Good quotes for fully-installed systems in 2026.

System size	£ / kW range	Total fully installed	Best annual bill
30 kW	£900 – £1,000	**£27,000 – £30,000**	£8,000 – £14,000
40 kW	£1,000	**£40,000**	£12,000 – £18,000
50 kW	£900 – £950	**£45,000 – £47,500**	£18,000 – £24,000
60 kW	£900 – £950	**£54,000 – £57,000**	£24,000 – £30,000
70 kW	£900 – £950	**£63,000 – £66,500**	£30,000 – £36,000
80 kW	£850 – £900	**£68,000 – £72,000**	£36,000 – £42,000
100 kW	£800 – £850	**£80,000 – £85,000**	£42,000 – £50,000
120 kW	£750 – £800	**£90,000 – £96,000**	£54,000 – £62,000
150 kW	£750 – £800	**£112,500 – £120,000**	£72,000 – £80,000

Why we publish ranges, not fixed prices

Every commercial roof is different. A 50 kW install on a clean, accessible single-pitch metal roof costs less than a 50 kW install on a heritage building with multi-pitch tile and limited access. Hardware tier moves the number too — Tesla and SIG Energy sit at the top end; Fox ESS and GivEnergy sit at the budget end. **Fixed prices on a landing page either inflate to cover the worst case (overcharging easy jobs) or set unrealistic expectations (undercharging complex ones).** Your exact figure is confirmed after a free site survey — and the survey is free whether you choose us or not.

VAT

0% VAT applies to qualifying commercial solar installations in the UK until at least March 2027. The figures above are VAT-exclusive — for the avoidance of doubt, they are also the figures you actually pay.

03

Five factors that move the price

The price ranges in section 02 are wide for a reason. Where your specific quote lands within (or sometimes outside) those ranges depends on five concrete factors. Understanding them lets you read any installer's quote in plain English.

01 — System size

Bigger systems are cheaper per kW. Fixed costs (scaffolding, design, DNO application, commissioning, project management) are roughly the same for a 30 kW system as a 150 kW system, but they spread across far more panels on the larger job. That's why 30 kW lands at £900–£1,000/kW and 150 kW lands at £750–£800/kW.

02 — Roof complexity

Single-pitch metal roof, easy access, no asbestos: cheap. Multi-pitch tile, restricted access, scaffolding-only, heritage considerations: 15–25% premium. Flat roofs use ballasted mounting (no roof penetration) and are typically straightforward. Asbestos roofs need a specialist assessment before any installer commits to a fixed price.

03 — Hardware tier

Panel tier ranges from budget Tier-1 (DMEGC, Jinko) at the lower end to premium (Aiko, JA Solar bifacial) at the top. Inverter tier ranges from Fox ESS / Solis (volume commercial) through GivEnergy and Solis to SigenStor and Tesla (premium commercial). Battery tier follows similar bands. Hardware can move a 50 kW system by £3–6k.

04 — DNO outcome

If your local Distribution Network Operator (UKPN, Western Power Distribution, SSEN, etc) requires grid reinforcement to accept your export, the cost can range from £0 (no reinforcement needed) to £20k+ (transformer upgrade). Most commercial sites under 100 kW need no reinforcement. We confirm DNO position before any contract is signed.

05 — Market conditions

Panel, inverter, and battery prices shift quarterly with global supply chains, currency, and policy. Scaffolding and labour rates move locally. We re-benchmark our pricing every quarter against actual market costs — so the quote you receive reflects today, not last year. If you've held a quote for more than 90 days, ask for a refresh.

04

The three pieces of UK jargon that move the maths

Most commercial solar quotes confuse buyers because three pieces of UK-specific jargon do real work in the numbers. Here they are in plain English.

DNO and G99: your local grid has to say yes

Any commercial system above 3.68 kW per phase needs a **G99 application** to your Distribution Network Operator (DNO). The DNO is the company that owns and operates the local grid in your area — UKPN in London and the East, Western Power Distribution in the West Midlands and South West, SSEN in the South and Scotland, and so on. The DNO decides whether your local grid has the capacity to accept the electricity your system will export.

G99 approval typically takes **2–8 weeks**. Solar4Good lodges the application directly, includes the technical drawings, energy modelling, and single-line diagrams, and handles all back-and-forth with the DNO. For a small number of setups under 11.04 kW total a **G98 fast-track** may apply — same content, faster approval. Either way, your only job is signing the form.

Three-phase: most commercial sites have it, solar must match

Almost every UK commercial building runs on a **three-phase** electricity supply, versus single-phase in homes. Your solar inverter must match. A residential single-phase inverter on a commercial three-phase site will work poorly, fail compliance, and likely fail at the DNO stage. Every Solar4Good commercial design specifies a three-phase inverter — Fox ESS, Solis, or SigenStor — from day one.

How to check: look at your fusebox or main consumer unit. If you see **three thick supply tails** coming into the building (typically red, yellow, and blue insulation, plus neutral), you're three-phase. One tail = single-phase. Any installer worth quoting from will confirm phase capacity at site survey before designing the system.

Capital Allowances: HMRC pays a quarter of your system

Under **Full Expensing** (active until at least March 2026, with strong indication of extension), your business can deduct **100% of the qualifying system cost** from taxable profits in the year of purchase. At 25% corporation tax that's **£25 back for every £100 spent**. A £50,000 system becomes £37,500 net after tax relief. Combined with 0% VAT and the Smart Export Guarantee for your unused electricity, the effective payback can drop below 4 years.

Solar4Good provides the documentation your accountant needs (commercial invoice, MCS certificate, system specification sheet, install completion paperwork). Your accountant files it on your corporation tax return. Section 08 of this guide walks through a complete worked example.

05

Hardware tiers — what we install and why

Solar4Good installs Tier-1 panels and certified inverters across every commercial project — but within Tier-1 there are still meaningful choices. Below is the hardware mix we typically specify across our three commercial package tiers.

Component	Basic (30 kW)	Premium (50 kW)	Professional (100 kW+)
Panels	DMEGC or Jinko 440 W	Jinko or JA Solar 440 W	Trina or Aiko 440 W (bifacial option)
Inverter	Fox ESS three-phase	Fox ESS or Solis three-phase	Fox ESS or SigenStor commercial
Battery	Fox ESS 13 kWh (add-on)	Fox ESS 20 kWh or AlphaESS	SIG Energy or Tesla Powerwall, 50 kWh
Monitoring	Solar4Good app	Solar4Good app	Solar4Good + SigenCloud / Tesla
Panel warranty	25 years	25 years	25 years
Inverter warranty	10 years	10 years	10 years
Workmanship	5 years	5 years	5 years

Why we name the brands

Many commercial solar quotes use phrases like *premium Tier-1 panels* and *MCS-approved inverter* without naming the manufacturer. We name the brand because the warranty terms, monitoring app, replacement availability, and resale value differ meaningfully between manufacturers. If a quote you receive elsewhere doesn't name the panel and inverter brand, ask. The answer should never be a mystery before you sign.

06

Sizing yourself: annual bill → typical system kW

Before a survey, the cleanest way to ballpark your system size is to match your annual electricity bill to a typical system. The table below assumes a UK commercial electricity rate of around 27p/kWh and 70–85% self-consumption (the most common pattern for a daytime-operating commercial site).

Annual bill	Suggested system	Indicative cost	Typical sectors
£8k – £14k	**30 kW**	£27,000 – £30,000	Small office, workshop, retail
£12k – £18k	**40 kW**	£40,000	SME workshop, small care home
£18k – £24k	**50 kW**	£45,000 – £47,500	Medium business, care home
£24k – £30k	**60 kW**	£54,000 – £57,000	Manufacturing, mid-size warehouse
£30k – £42k	**70–80 kW**	£63,000 – £72,000	Larger care home, surgery, hotel
£42k – £50k	**100 kW**	£80,000 – £85,000	Large warehouse, industrial site
£54k – £80k	**120–150 kW**	£90,000 – £120,000	Distribution centre, multi-site
£80k+	**150 kW – 1 MW**	Bespoke	Industrial, multi-site, ground-mount

Roof area as a sense-check

A useful sanity check: **1 kW of solar needs roughly 6 m² of usable roof area**. So a 50 kW system needs ~300 m² of usable roof — useable meaning south-facing or east/west, unshaded, structurally sound, with no skylights or roof vents in the way. For ground-mount installations the figure is roughly 10 m² per kW.

If your bill puts you in the 100 kW bracket but your roof only fits 60 kW, you've two options: undersize (60 kW, covers ~60% of your usage), or split the system across multiple buildings or add a ground-mount section. We model both scenarios at survey.

07

The 8-stage commercial install process

Commercial solar installation isn't the same job as residential. Below are the eight stages Solar4Good runs every UK commercial project through — from first call to monitoring handover. Typical end-to-end timeline: **6–14 weeks** depending on DNO turnaround.

01 — Free site survey

A Solar4Good engineer visits. Checks roof structure, electrical supply (single-phase vs three-phase, available capacity), DNO context, and inspects for asbestos, shading, and access constraints. No quote signed yet. The survey is free whether you go with us or not.

02 — DNO / G99 application

For any system above 3.68 kW per phase we lodge the G99 application with your DNO. We handle the technical drawings, energy modelling, single-line diagrams, and back-and-forth. Typical approval: 2–8 weeks depending on the DNO and your local grid capacity. We work on the design in parallel so we're not waiting on the DNO to start step 3.

03 — System design + fixed quote

Detailed design with panel layout, hardware specs (panel brand/wattage, inverter, battery), generation modelling in kWh, payback maths, Capital Allowances calculation, and SEG export projection. **Fixed price, written, all assumptions on the page.** Your accountant gets enough detail to file the tax relief paperwork in advance.

04 — Scaffolding & access planning

For commercial roofs we plan scaffolding and access as a separate step. Most installs are scaffolded externally so your operations continue uninterrupted. For warehouses and industrial sites we use cherry-picker or rope-access where appropriate. Method statement and CDM-compliant — we share both with your H&S; manager before the team mobilises.

05 — Install + commissioning

In-house engineers (no subcontractors), MCS-compliant. Typical install time: **3–10 days for 30–100 kW**; 10–20 days for 100–500 kW; longer for multi-roof or ground-mount. Commissioning includes inverter setup, monitoring connection, and DNO export sign-off.

06 — MCS sign-off

MCS certificate issued on completion — required for SEG registration, insurance, and Capital Allowances paperwork. Solar4Good MCS registration: NAP/72775/25/4. We also issue the HIES insurance-backed workmanship warranty (registered S4G/A/1484).

07 — Monitoring + handover

Solar4Good monitoring app installed and demonstrated. Your finance team gets the Capital Allowances paperwork. Your operations team gets the kit manuals, SEG registration, and a 24/7 dashboard showing live generation, consumption, and export.

08 — Ongoing support

Lifetime monitoring access. Phone, WhatsApp, and on-site engineer visits where needed. 25-year panel warranty, 10-year inverter warranty, 5-year workmanship warranty — all backed by Solar4Good directly, not a finance partner. Annual performance reports if you want them.

08

Capital Allowances + tax relief: worked example

Here's how the maths actually works for a typical 50 kW commercial system. Numbers below are illustrative — your accountant confirms the exact figures for your business, but the structure is identical for every UK Limited company paying corporation tax.

Line	Amount
Solar system fully installed (50 kW)	£47,500
VAT @ 0%	£0
Subtotal — what you actually pay	**£47,500**
Full Expensing deduction (year 1)	£47,500
Corporation tax saved @ 25%	£11,875
Net effective cost after tax relief	£35,625
Annual generation (50 kW × 950 kWh/kW)	47,500 kWh
Annual bill saved (~75% self-consumption × 27p)	£9,617
SEG export income (~25% × 7p)	**£831**
Total annual benefit	£10,448
Payback on gross cost (£47,500 ÷ £10,448)	**4.5 years**
Payback on net cost (£35,625 ÷ £10,448)	**3.4 years**

After the system pays for itself (year 3 or year 4 depending on whether you measure gross or net), the next 20+ years of generation are essentially free electricity. Panels carry a 25-year warranty; the inverter is the only component you'd expect to replace once during the system lifetime (typically year 12–15).

09

Site survey checklist — what to prepare

The free site survey takes 60–90 minutes for a typical commercial site. To make it productive (and to give you a tighter design and faster quote), have the following ready before the engineer arrives.

Documents

- Last 12 months of electricity bills — monthly statements or quarterly bills
- Half-hourly meter data if you have it (gives the design team a real load profile)
- Building schematic or floorplan if available — helps with cable routing
- Any existing electrical certificates (EICR), particularly if the building is older
- Roof structural survey if one exists (otherwise we commission one if needed)
- Any historical planning consents, especially for heritage or conservation-area buildings

Access

- Safe roof access (ladder, hatch, or door to roof level)
- Access to the main electrical intake / distribution board
- Access to your meter and any sub-meters
- If roof is fragile, working at height, or asbestos: tell us beforehand so we can bring the right kit

Information to have at hand

- Phase configuration — three-phase or single-phase? (If unsure we'll check.)
- Operating hours / daytime electricity usage pattern (rough is fine)
- Any planned electricity-use changes in next 5 years (new lines, EV chargers, expansion)
- Existing battery storage or generator? Existing solar (if so, age and size)?
- Who's the decision-maker for the project? (We work directly with them once survey is done.)

10

Seven questions every UK commercial buyer should ask before signing

Print this page. Take it to every quote conversation. If any of the answers are vague, evasive, or *we'll work that out later*, walk away — these are the seven things every UK commercial installer should be able to answer cleanly in plain English at the design stage.

01 — What panel brand and wattage are you specifying, and why?

You should get a manufacturer name (DMEGC, Jinko, Trina, JA Solar, Aiko, Eurener) and a wattage (typically 400–450 W per panel in 2026). If the answer is *Tier 1 panels* with no manufacturer named, ask which one and why. Warranty terms, monitoring, and resale value differ between brands.

02 — What inverter, and is it three-phase?

Specific model (Fox ESS, Solis, GivEnergy, SigenStor, Tesla, Enphase, etc) and confirmation it's a three-phase unit matched to your supply. If the quote includes a single-phase inverter on a commercial three-phase site, walk away.

03 — Who lodges the DNO / G99 application?

Should be the installer. If they say *you'll need to handle that with your DNO directly*, find a different installer. G99 paperwork is non-trivial and rejected applications cost time.

04 — Show me your generation assumptions in writing

kWh/kWp/year figure used (UK average is 850–950 depending on location and design), self-consumption % assumed, and the SEG export rate used. **If they assume 100% self-consumption you're being overpromised.**

05 — Is the price fully installed, VAT-clear?

Should include: panels, inverter, mounting, cabling, scaffolding, design, DNO application, install labour, commissioning, MCS certificate, monitoring setup. VAT should be stated as 0% for qualifying commercial solar. Look for hidden extras (additional cabling distance, scaffolding overtime, etc).

06 — What warranty terms apply, and who's the backstop?

Standard for UK commercial: 25-year panel performance warranty (manufacturer), 10-year inverter warranty (manufacturer), 5-year workmanship warranty (installer). Workmanship warranty should be backed by an industry scheme — HIES, RECC, or QANW. If the installer goes under, the scheme covers you.

07 — Are your engineers in-house or subcontracted?

Many UK commercial installers subcontract installation to roving labour. Some do this well, some don't. Either way you should know. Solar4Good's engineers are all employed in-house — same team that designs is the same team that installs. Quality control is materially easier this way.

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About Solar4Good

Solar4Good UK Ltd is an MCS-certified commercial and residential solar installer headquartered in Harrow, London, operating nationwide across the UK. The business was founded by Mitesh Shah and Manan Shah to address what they saw as a persistent problem in UK commercial solar: opaque quotes, broker-led sales, and inconsistent installation quality.

Every Solar4Good engineer is employed in-house. We refuse broker commissions. Every commercial quote includes panel brand and wattage, inverter model and warranty, battery option, monitoring platform, DNO and G99 status, and the assumptions behind the generation and payback figures.

Accreditations

- **MCS:** NAP/72775/25/4 — the Microgeneration Certification Scheme. Required for SEG registration.
- **HIES:** S4G/A/1484 — insurance-backed workmanship warranty.
- **NAPIT:** 72775 — electrical installation competence.
- **TrustMark:** 3635039 — government-endorsed quality scheme.
- **FMB:** Best Solar Installer 2026 — Federation of Master Builders award.
- **Tesla + SIG Energy certified installation partner.**

Reviews

Excellent on Trustpilot, Checkatrade, Trustatrade, and Google. Read our reviews on each platform — we don't quote specific scores in this guide because they update daily, but verifiable independent reviews are available on every major platform.

Some of our recent commercial installs

Client	Sector	System	Annual saving	Bill cut
The Pinn Medical Centre	Healthcare	49.2 kW	£86,593	73%
Framfield House Surgery	Healthcare	53.3 kW	£65,450	77%
Limes Care Home	Care home	79.65 kW	See case study	—
Sun Mark Ltd	Distribution	51.6 kW	58,000 kWh/yr	—
Ruby Pub Hotel & Dining	Hospitality	13.8 kW	£40,680	72%
KK Investment Properties	Property	17.2 kW	£20,480	64%
Mall Properties Ltd	Property	20 kW	£15,600	78%

All 22 commercial case studies with full numbers are available at **solar4good.co.uk/case-studies/commercial/**

12

Next step

If you've read this far, you're past the marketing copy and into the maths. The next step is a free site survey — the kind described in section 09. The survey is genuinely free whether you go with us or not.

Book your free commercial site survey

An MCS-certified engineer will survey your site, confirm DNO context and phase capacity, and prepare a written fixed-price quote with full hardware specs, generation maths, payback assumptions, and Capital Allowances paperwork.

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Or self-serve: Use the commercial savings calculator at solar4good.co.uk/commercial — enter your annual bill, roof area, and building type, get an estimated kW size, cost range, annual savings, and payback period in under 30 seconds. Your inputs are not stored.

Read more: The 7 best commercial solar panels UK 2026, business solar panel grants, the commercial solar cost guide, and our full case study library are at **solar4good.co.uk/blogs**.

— End of guide —