

PRINTABLE WORKSHEET

Solar Quote Comparison Worksheet

Compare three proposals line by line before comparing the final price.

Designed for: Homeowners and small businesses evaluating solar quotations

KENYA EDITION • 2026



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[linkedin.com/company/shespeakssolar](https://www.linkedin.com/company/shespeakssolar)

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[@shespeakssolar](https://www.instagram.com/shespeakssolar)

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SUPPLIER INFORMATION

Identify exactly who is responsible

Item	Supplier A	Supplier B	Supplier C
Business / contact			
Quotation date / validity			
Installer / licence details			
Total price (KSh)			
Payment milestones			

TECHNICAL COMPARISON

Record exact models and capacities

Item	Supplier A	Supplier B	Supplier C
Design objective / backed-up loads			
Inverter make and exact model			
Continuous output and surge			
Battery make and exact model			
Battery nominal and usable kWh			
Battery warranty / cycles			
Panel make, model and quantity			
Total array capacity (kWp)			
Monitoring included			
Estimated backup under stated load			

SCOPE, SAFETY AND SUPPORT

Check what the total price actually includes

Check	A	B	C	Notes
DC and AC isolators / breakers	■	■	■	
Surge protection	■	■	■	
Earthing and bonding	■	■	■	
Cable sizes stated	■	■	■	
Mounting and waterproofing	■	■	■	
Essential-load DB / rewiring	■	■	■	
Transport and access equipment	■	■	■	
Testing and commissioning	■	■	■	
User training and manuals	■	■	■	
Product warranties	■	■	■	
Workmanship warranty	■	■	■	
After-sales response	■	■	■	
Completion / handover documents	■	■	■	
Exclusions clearly stated	■	■	■	

DECISION SCORE

Score evidence, not confidence

Criterion	Weight	A /5	B /5	C /5
Sizing matches documented load	25%			
Components are fully specified	20%			
Safety/protection scope is complete	20%			
Warranties and support are credible	15%			
Commercial terms control risk	10%			
Price is reasonable for normalised scope	10%			
Weighted result	100%			

Do not buy from the score alone

Resolve every safety, compatibility and scope gap before making a payment. A low price cannot compensate for an unsafe or incomplete design.

Kenya reference note: Regulatory requirements, licensing categories, tariffs and utility processes may change. Confirm current requirements through EPRA (<https://www.epra.go.ke/>), Kenya Law (<https://new.kenyalaw.org/>), Kenya Power (<https://www.kplc.co.ke/>) and KEBS (<https://www.kebs.org/>) before making a final technical or investment decision.