



## **5** Key questions for commercial solar discovery calls

**1** How much have your power bills gone up in the last 12 months?

**2** What have you done – if anything – about your energy costs so far?

**3** How much pressure are you getting from stakeholders regarding sustainability?

**4** What are your expansion plans in the next 3–5 years? How will this affect your energy requirements?

**5** Would you be interested in a solution that could pay for itself?