



# solar choice™ score card

Criteria	Why is this important?	How do we score this?
<b>Coefficient of Performance (COP)</b>	Ultimately people are buying heat pumps as they are the most efficient way of heating water. This measure becomes one of the most important in definite return on investment for customers	>6 = 5 points (at ambient ~20 deg)
		5-6 = 4 points
		4-5 = 3 points
		3.5 to 4 = 2 points
		3 to 3.5 = 1 point
<b>Warranty</b>	A company's warranty offer inherently reflects the quality and longevity of their product	We've gone through every warranty document with a fine tooth comb. We are looking at the period of the warranty, the exclusion list, what the experience would be like making a claim and whether the company is reputable and likely to be around for the duration of the warranty.
<b>Customer Reviews</b>	There is often no better test of a company's product than listening to what their customers have to say on independent platforms	Average score >4.5 = 5 points
		4 to 4.5 = 4 points
		3.5 to 4 = 3 points
		3 to 3.5 = 2 points
		2.5 to 3 = 1 point
<b>Functionality</b>	There are key decisions product designers have made in terms of what functionality is included in their products. More functionality means more costs.	1 point each for:
		LCD AND Wifi App control?
		Heating Element - 1.5kW or under
		Quiet operation - under 45 decibels
		Stainless steel tank option
		Anode for tank longevity
<b>Price</b>	Price is a key factor in any purchase decision, but should be balanced against a range of other criteria to establish value for money	>\$5,000 = Highest Cost \$\$\$\$\$
		\$4,200 to \$5,000 = Higher Cost \$\$\$\$
		\$3,300 to \$4,100 = Mid-range \$\$\$
		\$2,500 to \$3,300 = Lower Cost \$\$
		\$<\$2,500 = Lowest Cost \$