



# Case Study: Gulf South Solar

OutBack Grid/Hybrid Power System Installation



## System Specifications

**Location:** Baton Rouge, Louisiana

**System Power:** 3-4kW System

**Components:** FLEXpower ONE (GVFX Inverter/Charger, FLEXmax Charge Controller and MATE3 System Display and Controller)



## Overview

Gulf South Solar is a full-service renewable energy products and systems designer and installer for the Louisiana and Southern Gulf region. The company **provides solar power options in a region known for frequent, powerful storms and related grid outages**. Based in Baton Rouge, Gulf South Solar distributes, designs and installs solar powered systems for residential, non-profit and commercial projects. Founded in 2003, the company was one of the first in Louisiana to offer systems with battery back-up to both homeowners and businesses.



*OutBack Power products are perfect for Louisiana's high-humidity, hostile climate because they continue working under tough conditions, which is why we install OutBack products and rely on them for our own office."*

**Jeff Shaw**

Owner, Gulf South Solar



## Objectives

- Keep Gulf South Solar's own offices up and running 24/7, regardless of weather or utility conditions.
- Adopt a fully integrated, reliable PV/solar power system that employees can install quickly and easily.
- Offset energy bills and electricity usage year-round using solar power.

## Solution

Soon after founding Gulf South Solar, Owner Jeff Shaw knew that one of his first customers would have to be his own business for two reasons. First, its location meant that Gulf South Solar could expect large hurricanes or severe weather patterns nearly every year. Secondly, the local utility had a reputation for taking up to two weeks to repair power lines after strong storms.

Shaw had followed OutBack even before its inception, since he was familiar with the uninterruptible power conversion expertise of the company's founders. To make sure its lighting, networking, communications and customer support systems are always online and available, Gulf South Solar installed OutBack Power's FLEXpower ONE System, a pre-wired, self-contained power conversion system with reliability and value proven through repeated installations. When particularly violent and fast-moving Derecho storms sweep through the South as they did in 2012, Gulf South Solar and its customers use OutBack Power solutions to stay powered during rolling utility blackouts.

## Benefits

- OutBack Power's battery backup-based systems deliver emergency power for both Gulf South Solar and its customers, keeping their refrigeration, lighting, television, HVAC and IT systems powered during grid outages.
- The FLEXpower ONE system gives Gulf South Solar a competitive advantage over other systems designers who don't offer battery backup services and whose systems, therefore cannot continue to provide electricity for customer installations when the grid is down.
- Through a combination of monthly utility savings, net metering and state tax incentives, many of Gulf South Solar's customers in Louisiana can achieve payback on their PV/solar system investment in as little as five years.