

C&I; Solar Installers: Unlock more value from every solar project.

Canonical: <https://northmoregordon.com/articles/ci-solar-installers-unlock-more-value/>

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Published: February 25, 2026.

C&I; solar projects can qualify for multiple certificate types depending on system size, location, and methodology. Victorian Energy Efficiency Certificates (VEECs) apply to eligible systems under the Victorian Energy Upgrades scheme; Small-scale Technology Certificates (STCs) suit systems up to 100 kW (with potential expansion to 1 MW from 1 October 2026); Large-scale Generation Certificates (LGCs) apply to larger systems; and Renewable Energy Guarantee of Origin (REGOs) records renewable electricity attributes. Australian Carbon Credit Units (ACCUs) may apply under specific abatement methods. Installers must not treat these as interchangeable - each has distinct eligibility, creation and use rules that require proper assessment before project commencement.

Publication context: This article reflects its publication date. Market prices, program rules, reporting duties and deadlines may have changed. Confirm current official guidance before making a decision.

Why partnering with Northmore Gordon boosts your margins and cuts complexity.

If you're a commercial and industrial (C&I;) solar installer, you already know that project margins are tight and environmental certificates can make or break the business case. But with changing eligibility rules, complex documentation requirements, and a maze of certificate schemes (VEECs, STCs, LGCs, ACCUs, REGOs), many installers are leaving value on the table.

At Northmore Gordon, we help you claim every dollar your projects are entitled to, while taking the burden of compliance and administration off your hands.

VEECs for Mid-Sized Solar

Did you know? You can now claim Victorian Energy Efficiency Certificates (VEECs) for solar systems between 30-200 kW under Activity 47 of the VEU program, something previously reserved for larger or more complex installations. That means:

- Deemed VEECs upfront, alongside STCs or LGCs - Stronger ROI and faster project payback - More competitive client proposals

But tapping into this revenue stream isn't automatic. It requires the right method, compliant documentation, and strategic planning.

Common Challenges for Solar Installers

Solar Installers often struggle with: - Knowing which certificates a project qualifies for - Choosing the most valuable method (Deemed vs. M&V;) - Managing the evidence burden (metering, data collection, documentation, approvals) - Avoiding errors that lead to rejected claims or audits - Selling certificates at the right time for maximum return

This complexity adds administrative burden, delays payments, and introduces unnecessary risk.

How Northmore Gordon Simplifies It All

We're Australia's leading partner for C&I; solar certificate procurement and management. Since 2009, we've helped installers and developers unlock over \$200 million in certificate value.

Here's how we work with you:

- Project Strategy & Eligibility We assess your projects and recommend the best pathway, whether it's Simplified or Complex certificates methods for mid-sized or larger installations, or even whether the project can obtain multiple certificates across schemes.
- Compliance & Evidence Our dedicated team manages the documentation and submission process, ensuring projects meet regulatory requirements the first time.
- Certificate Registration & Sale We handle certificate creation, track issuance, and manage trading at optimal market prices, so you get paid faster and with less volatility.
- Ongoing Support We keep your team informed, compliant, and ahead of policy shifts, acting as your on-call certificate partner for every C&I; project.

Installer Benefits at a Glance

- Boost margins on every qualifying system - Quote more competitively with certificate-backed ROI - Offload administration and compliance headaches - Get paid faster through efficient trading and submission - Build trust with clients through better returns and transparency

Case in Point: Victoria's First Solar VEECs Project In 2025, Northmore Gordon became the first accredited person under the new C&I; Solar VEEC creation method in Victoria, with multiple projects already underway under our accreditation. Previously, in 2021, Northmore Gordon delivered Victoria's first-ever solar VEEC project under the PBA method, demonstrating that early strategic planning and deep regulatory expertise are critical to unlocking value. This is the difference between standard facilitation and a true strategic partnership.

Let's Turn Solar Into Cashflow - Together Environmental certificates are no longer just a bonus, they're a core revenue stream for commercial solar. If you're not partnering with a full-service Accredited Person (AP), you could be losing thousands per project.

Partner with Northmore Gordon to:

- Maximise revenue - Simplify compliance - Get expert support from day one

Ready to earn more and work less? Let's talk. Contact Madonna Ghajar

Scheme and certificate context

Before using a certificate or grant figure, confirm the current scheme method, eligible activity, effective date, evidence requirements, price date and registration or application process.

Related guidance

Certificate services

Government schemes

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Read the original article for the source publication and its full context.

What certificate schemes can C&I; solar installers claim for projects in Australia?

C&I; solar projects can qualify for multiple certificate types depending on system size, location, and methodology. Victorian Energy Efficiency Certificates (VEECs) apply to eligible systems under the Victorian Energy Upgrades scheme; Small-scale Technology Certificates (STCs) suit systems up to 100 kW (with potential expansion to 1 MW from 1 October 2026); Large-scale Generation Certificates (LGCs) apply to larger systems; and Renewable Energy Guarantee of Origin (REGOs) records renewable electricity attributes. Australian Carbon Credit Units (ACCUs) may apply under specific abatement methods. Installers must not treat these as interchangeable—each has distinct eligibility, creation and use rules that require proper assessment before project commencement.

Why is choosing the right certificate method critical for solar project ROI?

Different certificate pathways—such as Deemed versus Measurement and Verification (M&V;) approaches—produce different financial outcomes and evidence burdens. A Deemed method offers upfront certainty but may undervalue high-performing systems, while M&V; requires ongoing monitoring but can capture actual generation benefits. The choice affects project payback timing, administrative cost, certificate quantity and eligibility. We help installers assess which method maximizes client ROI by evaluating site conditions, metering capability, and certificate market conditions before installation, ensuring competitive proposals and stronger margins.

What evidence and documentation do solar installers need to secure certificates?

Certificate eligibility depends on activity type, equipment specifications, installation dates, prior incentives, and measurement approach. Required evidence includes site location and premises use, existing and proposed equipment details, project implementation dates, available energy data, evidence of baseline conditions (where applicable), and proof of no prior certificate claims or conflicting incentives. For M&V; projects, metering quality, commissioning records, and generation/consumption data are essential. Documentation must distinguish estimates from measured information. We manage this evidence burden by coordinating data collection, preparing submission files, and ensuring compliance with scheme-specific record-keeping requirements before and after installation.

How has the Victorian Energy Upgrades scheme expanded opportunities for mid-sized solar systems?

Activity 47 of the Victorian Energy Upgrades (VEU) program now permits solar systems between 30–200 kW to claim Victorian Energy Efficiency Certificates (VEECs), expanding beyond previously larger-only eligibility. This pathway allows installers to claim deemed VEECs upfront alongside STCs or LGCs, creating stronger combined ROI and faster project payback. The eligibility depends on meeting specific activity, equipment and premises conditions under the scheme; a technically sensible upgrade is not automatically eligible. Installers must verify current VEU specifications and the Essential Services Commission's relevant approval scope before finalizing designs or quoting certificate value.

What is the difference between STCs and LGCs, and why should installers not treat them as interchangeable?

Small-scale Technology Certificates (STCs) and Large-scale Generation Certificates (LGCs) are both renewable energy instruments under the Renewable Energy Target, but they serve different system sizes and have distinct eligibility, creation and use rules. STCs apply to small-scale systems (up to 100 kW, with potential expansion to 1 MW from 1 October 2026), while LGCs cover large-scale generation. They should not be combined or substituted without understanding the specific system, capacity, commissioning date and applicable regulations. CER's eligibility guidance distinguishes technology, capacity, output and changes to existing systems. Installers must check the correct entitlement for each project's actual installation date and configuration.

What commercial advantages does Northmore Gordon's Accredited Person status bring to solar installers?

As an Accredited Person under certificate schemes, we can assess project eligibility, prepare compliant documentation, manage certificate submission and registration, and facilitate sales at optimal market prices—capabilities that installers lacking this accreditation cannot directly offer. This partnership allows installers to quote more competitively by backing ROI with verified certificates, offload compliance and administrative complexity, reduce rejection and audit risk, and receive faster payment through efficient trading. Since 2009, we have helped installers and developers unlock over \$200 million in certificate value, demonstrating the scale of advantage. Installers benefit from margin uplift on every qualifying system while maintaining focus on installation quality.

How do measurement and verification requirements affect solar project timelines and cost?

Measurement and verification (M&V;) projects require pre-installation baseline data collection, commissioning records, post-implementation monitoring (typically 12 months or more), and independent verification by an approved professional. This extends project completion timelines beyond physical installation and incurs additional costs for metering, data analysis, and professional review. However, M&V; can capture actual high-performing system benefits, potentially justifying higher certificate quantities than deemed methods. The NSW Government's M&V; guide (August 2024) provides a project sequence separating responsibilities of energy users, service providers and practitioners. We help installers evaluate whether M&V; cost and timeline justify the benefit for each site before committing to the pathway.

What prior incentives or arrangements must installers disclose before claiming certificates?

Installers must identify any previous grants, incentive programs, certificate claims, renewable attribute assignments, or commencement activities affecting the proposed project. Prior installation, nomination, certificate claim or government funding can affect eligibility or create conflicts of interest in certificate creation. For example, a system cannot create both REGOs and LGCs for the same electricity generation, and retrospective eligibility depends on dates, evidence and prior arrangements. Installers should conduct a timing review before assuming retrospective certificate eligibility. Disclosure of these factors upfront prevents rejected applications, audit findings and disputes. We assess these compatibility issues as part of project screening to protect both installer and client interests.

How should solar installers interpret certificate market prices when quoting projects?

A certificate market value is not a guaranteed customer payment and must be distinguished from the actual amount an installer or customer receives after accreditation fees, trading costs, and timing delays. Historical case-study prices do not establish today's market rates or a particular project's entitlement. Installers should ask for the price timestamp, applicable rule version, calculation assumptions, outstanding conditions and any fees included in a quoted amount before committing to client proposals. Compare a base case without unconfirmed certificate proceeds with a scenario including certificates, allowing management to see the decision's resilience if support is delayed or unavailable. We help installers model realistic certificate value with transparent assumptions and timing to support competitive yet achievable client proposals.