

## **IQ System Launch FAQs for Australia and New Zealand – Marketing and Sales**

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### **What is the Enphase Home Energy Solution with IQ?**

For installers who want faster and easier installations, the Enphase Home Energy Solution with IQ is the lightest and most integrated end-to-end solution that produces, stores, monitors, and controls energy in the home.

The Enphase Home Energy Solution is comprised of the seventh generation IQ7 and IQ7+ Microinverters, the Envoy-S Metered, the Q Cable and the Q Relay. Later in 2018, we will introduce IQ7X.

### **What products are currently available, as of now?**

IQ7, IQ7+, Envoy-S Metered, Q Relay single phase, Q Cable single phase, AC Battery. Please review the **Component list\_April 2018**. You will find it on Marketing Hub in the AU Products/IQ Series folder.

### **What is the difference between IQ7 and IQ7+?**

IQ7 Micro (240 VA) supports 60-cell modules up to 320W. 48V DC max at 96.5% EU efficiency.

IQ7+ (290 VA) supports 60- and 72-cell modules up to 385W. It is perfect for commercial installations. 60V DC max at 96.5% efficiency.

### **Is the IQ System compatible with other Enphase Microinverters? Envoys?**

The IQ System components are only compatible with previous Enphase microinverter systems when using the Envoy-S Metered Communications gateway. IQ Micros require an Envoy-S Metered to work. M-Series micros work with both Envoy-R and Envoy-S Metered.

### **Can the IQ Microinverter System be used for commercial applications?**

Yes, the IQ Microinverter System can be used for commercial applications.

### **Can IQ Micros be added to an existing M- or S-Series system?**

Yes, as long as the Envoy-S Metered communications gateway is used. IQ Micros will not work with Envoy-R.

### **Are you planning on discontinuing the S-Series Microinverters?**

Yes. Once the current stock runs out, we will only have IQ7 Micros available.



## **Will they be available for warranty replacements after they are no longer sold?**

M-Series microinverters will continue to be available for warranty replacement. Enphase continues to support every system that it has sold in its 10+ year history.

## **What is the Q Cable?**

The IQ System uses the Q-Cable, a light-weight, 2-wire cable that no longer requires a neutral conductor on the roof.

## **What about the Engage Cable?**

The IQ System uses the Q-Cable, not the Engage Cable. The Engage Cable will be discontinued once stock runs out.

## **How much does the IQ System cost?**

Please check with your local distributor. However, we are excited to share that we have addressed pricing and you will find a 10-12% BOS cost reduction when ordering from an Authorised Distributor across Australia and New Zealand.

## **What is the Q Relay?**

The Q Relay must be installed with any IQ7 system. It ensures compliance to Australian Standards requirements. The Q Relay de-energises micro inverter during grid abnormalities and it improves overall system quality. Q Relay single phase will be available from June. Q Relay 3 phase will be available from Q4.

## **Will IQ7 work for 3-phase systems?**

Until the 3-phase Q Cable and 3-phase Q Relay are available in Q4, we have the S-Series available for 3-phase systems.