SOLAR & STORAGE CONFERENCE LIVE AFRICA

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Eskom's SSEG Framework
Installer Positioning in Growing Prosumer Market

Wednesday, 26 March 2026, 12:00 (SAST)
Gallagher Convention Centre, South Africa - Johannesburg

SILESH MANSINGH



Key Definitions









Small Scale Embedded Generators

Grid Tied Embedded Generator

Customer generation grid tied with the local electricity distributor network i.e. **synchronised and operating in parallel with the grid supply**

SSEG

Small-scale embedded generator (mostly renewables like Roof Top PV) refer to an **embedded generation capacity of less than 1000 kW (1MW)**

Roof Top PV

A photovoltaic panels that is **fitted onto a customer building roof structure** to supplement energy needs or export it into the grid where permitted.

Prosumer

This is an electricity customer who both **produces and consumes electricity** i.e. they consume, store, export or sell electricity generated on their premises.

Country Perspective

Solar Demand Grows



Achieving Net Zero

Country's aspirations **also include all prosumer embedded generation** to leverage the abundant renewable energy sources like solar and wind



Growing Prosumer Market

Legislative changes make roof top solar more accessible to traditional electricity consumers to be part of the Net Zero solution



Creating New Solar Jobs

More jobs like engineering, design and maintenance of solar plants as well sales/marketing, retail / wholesale etc.



Supporting Industrialisation

Manufacture and or assembly of Panels, Batteries, Inverters, Smart Meters etc.

Market Update

Solar Installer Demand



SA rooftop PV ~7.5 GW and rapidly growing (installer services grows too)



Growth in prosumers self-consumption + surplus export interest



Large share of installations still unregistered (risk & opportunity)



Eskom makes process more streamlined and affordable to customers and less onerous

Eskom SSEG Framework

Eskom Support Solar



Standardized Process: application → quotation → connection process



TOU tariff options: Homeflex (residential), Megaflex/Miniflex (urban), Ruraflex (rural)



Export options: Net-billing (Off-setting consumption), Wheeling (Virtual and Traditional Physical)



Procure Surplus : Standard Offer pilot for customer generated surplus (currently not available and repackaged for demand response)

Eskom Registration Campaign

Simpler, Cheaper, Friendlier









Extended : from 1 Apr 2026 to 30 Sept 2026 (6 months)

Eligibility: Not only Residential customers, now extended to also include Rural and Urban customers up to 50 kVA

Fee Waivers: quotation, connection & metering fees

Reduced security deposits (3→2 months, 12-month payment option)

Installer Check List



Valid Certificate of Compliance (CoC) – DoEL Registered Person



NRS097 compliant inverter certificate – Manufacturers certificate

Registration & Technical Compliance



Embedded Generator Installation (EGI) test report - DoEL Registered Person (exclude Single Phase Tester)



Ensure correct anti-islanding and protection settings - need to close competency gaps

New Residential Prepaid (Homeflex)

Residential SSEG Prepaid Option









Residential customers may stay prepaid → now register legally

Exports not credited on prepaid → postpaid required for export credits

Prepaid(zero export) → postpaid(export) is a growth pathway installers can guide

Prepaid pilot in testing phase → expected launch of residential prepaid option for SSEG is 01/07/2026

Safety, Compliance & Network Protection







Safety Not Negotiable !!!

Unregistered systems pose a risk to our field-staff & network

Grid Tied Systems :

1. ***Preferably register installation*** (enjoy registration waiver)
2. ***Or remove grid tie*** (provide standalone declaration + CoC),
3. ***Or face disconnection*** (as last resort grid safety measure)

Installers can play key role in ensuring safe, compliant integration

Installer Impact

Why This Matters ?



Compliance reduces risks to customer and network → increases installer trust



Waivers make installations more affordable → increases demand for installer services



Clear simple process → faster project turnaround

Installer Positioning

Installer Market Pitch



Position as certified prosumer installer → Package a 'Compliance Bundle' (CoC + NRS097 + EGI report + registration support)



Sell the value of Eskom waivers → available until 30 Sept 2026)



Guide Customers: Residential prepaid now for no export → Postpaid later for export revenue



Encourage use of Eskom online portal or email submission with support of local Eskom teams

Prosumer Landscape Evolves



DER visibility & smart inverter requirements expanding

Preparing Installers



Net-billing, wheeling & banking demand rising



Future market evolving: VPPs + flexibility services → installer advisory role grows

Closing The Gaps In SA

Support Required



SABS to publish ”low voltage standards” for all embedded generators and also prescribe the technical compliance and testing requirements



Nurture a national harmonised **development of technologies like smart inverters** that will actively manage embedded generation and network demand



A **single harmonized SA national registration platform for Rooftop PV** together with supporting education and marketing campaigns



A **national harmonized innovative cost recovery mechanism** for upfront grid **connection charges** to encourage the uptake at minimal cost

Call to Action









Installer Opportunity

Drive registrations by promoting the Eskom Incentivised Registration Campaign

Support standardised approach and customer education supported by website

Align with Eskom provincial teams for smooth processes

Position your service as a responsible prosumer-ready installer → supports legal installations and keeping the grid safe while growing your business



“Together, let's build a greener and more sustainable future”

Presented By : Silesh Mansingh
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SSEG Webpage Links

- **SSEG Landing Page :** https://www.eskom.co.za/distribution/small-scale-embedded-generators/
- **Application Online Portal :** https://connect.eskom.co.za/
- **SSEG Application Form :** https://www.eskom.co.za/distribution/wp-content/uploads/2025/12/APPLICATION-FOR-THE-CONNECTION-OF-A-SMALL-SCALE-EMBEDDED-GENERATOR-SSEG-TO-THE-ESKOM-NETWORK-.pdf
- **SSEG EGI Test Report :** https://www.eskom.co.za/distribution/wp-content/uploads/2026/03/EMBEDDED-GENERATOR-INSTALLATION-EGI-REPORT-240-153339608-REV-1.pdf

Local Eskom Support

Province	Self-Generation <1 MW (SSEG – Cluster Retail)	Self-Generation ≥ 1 MW & IPPs (Grid Access Unit)
Western Cape	Riyaad Omer, OmerR@eskom.co.za	Ms Mongi Moshweshwe, moshwemc@eskom.co.za
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