



Onboarding with Generac Solar & Storage

Your step-by-step guide to becoming a certified Generac installer



From application to activation, a powerful path to certification, training and launch.

Complete your onboarding

Use this roadmap to move from initial application through training, program enrollment and launch rediness

STEP 1 Complete Our New Installer Onboarding Documentation

Get started by completing your official application: partnerships.generac.com

STEP 2 Choose the Solutions You Want to Offer Your Customers

PWRmicro is the anchor product – the industry's highest output microinverter to maximize your customers' utility bill savings. Layer in resiliency solutions to protect against grid outages:

<p>PWRmicro Solar microinverter – anchor product</p>	<p>PWRmicro + Generators Solar + backup power</p>
<p>PWRmicro + PWRcell 2 Solar + battery storage</p>	<p>PWRmicro + Generators + PWRcell 2 Complete home energy system – highest performance</p>

- Add Home Standby Generators – high power, long endurance backup power for the whole home.
- Add PWRcell 2 – fully integrated battery storage for potential extra savings & backup power.
- Combine PWRmicro + PWRcell 2 + Home Standby Generator for the ultimate high-performance home energy experience.



Build your product path

STEP 3 Create an Account at Generac University & Enroll in Training

Create your account at Generac University and enroll in installation certification training for your chosen product path:

PWRmicro	Home Standby Generators	PWRcell 2
ACPV101 (includes pre-reqs)	RST155	ESS102 (includes pre-reqs)
–	RST155NP	Ecobee Training
–	RST165 (optional)	–

STEP 4 Recommended Home Standby Generator Service Training

While not a requirement, adding a service certification allows your business to perform service and warranty work on air-cooled Home Standby Generators. Compare the two certification tiers:

Installation Only	Installation + Service
Can sell + install generators	Can sell + install + service generators
All training completed online	Online + in-person training required
Min. \$125/technician training cost	Min. \$950/technician + \$1,650 parts kit (one-time)
Refer customers to service dealer for warranty/service work	Retain customers from install through maintenance & repairs
Purchase through local distributor	Purchase through local distributor
Fast, easy way to add generators and increase ticket size	More involved onboarding, but greater long-term growth potential

Required course: [RST120 "Air-Cooled"](#) – conducted in-person at a Generac training facility. Budget for travel, meals and accommodations.

Also enroll in: [SVC101 – Getting Started with Generac Service](#) – details generator service processes and policies.

Activate and grow

**STEP
5**

Work with Your Generac Inside Sales Representative

Work with your Generac Inside Sales Rep to finalize your account, enroll in programs and update your brand presence – tailored to your certification path:

PWRmicro / PWRcell 2

- Schedule follow-up with your Generac rep to review PWRmicro / PWRcell 2 installation certification tips
- Apply for the PowerPlay Clean Energy lead generation program
- Submit your first planset for engineering review
- Ask about on-site support availability for your first install
- Update your website / marketing collateral
- Add Generac branding to your trucks

Generator Installation

- Schedule follow-up with your Generac rep to review generator installation certification tips
- Enroll in PowerPlay Home Standby lead generation program
- Update your website / marketing collateral
- Add Generac branding to your trucks
- Reach out to existing customers to promote new offerings

Generator Install / Service

- Schedule follow-up with your Generac rep to review generator installation + service certification
- Enroll in PowerPlay generator lead generation program
- Purchase Service Parts Kit in Generac 360 or GenService
- Sign Generac Service Agreement
- Update your website / marketing collateral
- Add Generac branding to your trucks
- Reach out to existing customers to promote new offerings

Join the industry leader

STEP
6

Enjoy the Benefits of Working with the Industry Leader

Welcome to the Generac partner family!

As a certified Generac installer, you join the industry leader in residential home energy technology and backup power.


PWRpartner SILVER


PWRpartner GOLD


PWRpartner PLATINUM



Questions? Contact your Generac Inside Sales Representative — PWRcell.sales@generac.com