

SEQ households urged to think beyond solar as whole home energy planning gains momentum.



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Fallon Solutions is encouraging South East Queensland homeowners to take a broader view of household energy savings, saying the biggest long-term gains are likely to come not from any single product, but from how well the entire home energy system works together.

As new electricity structures such as the Solar Sharer Offer begin on the 1st July 2026, Fallon Solutions Managing Director Jackson Whipps said the conversation was shifting beyond stand-alone upgrades and towards smarter, more connected energy planning.

“We are seeing a clear change in the way homeowners think about energy,” Mr Whipps said. “It is no longer just about installing one product and expecting that to solve everything. The stronger long-term results usually come when solar, batteries, electric hot water, EV charging, air conditioning, major appliances and the electricity plan are considered together.”

Mr Whipps said households that viewed energy use as a complete system were often better placed to reduce waste, improve timing of usage and make more informed decisions about future upgrades.

“Every part of the home affects the bigger picture,” he said. “Solar can help power the home during the day. A battery may help store excess energy for later use. A smarter tariff may create new savings opportunities. But the outcome depends on how those elements work together in practice, not just on what has been installed.” He said this was one of the key reasons individual upgrades did not always deliver the level of savings homeowners expected.

“Solar without a battery may still leave a household buying electricity back from the grid at night,” Mr Whipps said. “A battery may not deliver the expected return unless it suits the home’s usage patterns. Likewise, a free daytime electricity period may sound attractive, but it only creates meaningful value if the household can shift enough usage into that window.”

Mr Whipps said Fallon Solutions was increasingly encouraging customers to step back and assess the whole home before making energy decisions. “That whole-home approach is becoming more important,” he said. “For some households, the first step may be installing solar. For others, it may be reviewing hot water, assessing whether a battery is worthwhile, preparing for EV charging, or making sure the switchboard is ready for future upgrades. In many cases, the best pathway is staged over time.”

He said the role of Fallon Solutions was to help homeowners understand their options clearly and choose solutions that matched their household needs, financial priorities and long-term plans. “Our focus is on practical advice,” Mr Whipps said. “That means explaining options in plain English, identifying where energy is being used, and helping customers decide which improvements are likely to make the biggest difference. It is not about a one-size-fits-all recommendation. It is about finding the right mix for the home, the budget and the future.”

Mr Whipps said this approach was particularly relevant as households faced rising cost-of-living pressures while also navigating a growing number of electrification and energy-management choices. “Energy planning is becoming a bigger part of how families think about comfort, control and running costs,” he said. “The households that are likely to benefit most are the ones that make connected decisions rather than isolated ones.”

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