



PV Odelsun



Technical Director Tony Vieira (Odelsun)

Portuguese SME Odelsun supplies and installs PV and thermal systems across Portugal. 70% of Odelsun's business is with the domestic market, with the remaining 30% devoted to enterprises.

Technical Director Tony Vieira was unfamiliar with Life Cycle Thinking or LCA prior to his 'LCA to go' training with the Ecodesign Centre. However, he had undertaken some form of environmental assessment on projects involving the installation of ground mounted PV systems on ecological land. Tony welcomed the knowledge provided by the 'LCA to go' tool and the training he received.

Assessing an existing domestic PV system, Tony was impressed by the low Energy Payback time of the modules and the carbon emissions (CO₂ eq.) his PV system could save over its lifetime. He also identified other features of the 'LCA to go' tool as useful to the company's decision making process, including: the option of comparing different PV systems; representative graphics comparing PV technology against fossil fuels; and suggestions offered by the tool to optimise the PV system.



Tony thinks 'LCA to go' results could be very informative for those clients concerned about environmental matters, and can potentially give his company a competitive advantage. However, his experience leads him to believe that some customers would be deterred by receiving too much information; therefore, he intends to supply the information on request. Acknowledging that his customers are sensitive to price, Tony nevertheless aspires to choose more environmentally friendly PV brands in the future.