GreenSpark Energy

Solar for the Next Billion



Overview

GreenSpark Energy is a solar energy startup based in Pune. We focus on making clean, affordable solar power available to everyone.

We Do:

- Install solar panels on homes, shops, and buildings.
- offer easy EMI options to make solar affordable.
- free energy audits to help people understand their power usage.
- provide an app to track solar performance in real time.

Service Offering

- Solar Panel Installation − For homes, apartments
- **⊃** Energy-as-a-Service No upfront cost for small businesses
- **⊃ EMI-Financed Solar Systems** With 5 years of free maintenance
- ⊃ Energy Audits Analyze and reduce energy usage
- **⊃ IoT Monitoring App** Track solar performance live

Unique Selling Points

- Local targeting using satellite data
- Clear ROI calculator & zero maintenance
- MNRE certified & SECI subsidy partner
- Mobile app for live tracking

Challenges:

- → Complex subsidies confuse buyers
- ⇒ B2B deals need case studies and trust
- → Need strong content & educational material

Objectives:

- Generate 2,000 qualified leads per month in Tier-2 cities
- Reduce Customer Acquisition Cost (CAC): From ₹2,800 to ₹1,200
- Increase Website Conversion Rate: From 0.7% to 2.5%
- Build Credibility:
 - Case study videos
 - Testimonials
 - ROI calculators
- Position LinkedIn & YouTube as Knowledge Channels
- Create Trust: Focus on B2B and B2C trust-building content

Funnel



Target Audience

B2C Audience

Demographics: Middle-income families, aged 30-50, primarily concerned about rising energy bills and sustainability.

Pain Points: High electricity costs, unreliable power supply, lack of awareness about solar options.

Motivations: Desire for long-term cost savings, environmentally friendly solutions, and independence from the grid.

Affordable solar panel installation with financing options, zero-maintenance promise, and an easy-to-understand ROI calculator.

B2B Audience

- ☐ Small Businesses Seeking Sustainable, Cost-effective Energy Solutions
- Builders and Developers of Residential Complexes

B2C Persona: Homeowner - Ramesh

Name: Ramesh Patil

Age: 42

Location: Nagpur, Maharashtra (Tier-2 city)

Occupation: Middle Manager in a private firm

Annual Income: ₹8,00,000

Family: Married, 2 children (ages 10 and 14)

Background:

Ramesh owns a three-bedroom home and has been living there for over a decade. He's become increasingly frustrated with the rising electricity

bills, especially during peak summer months. He's heard about solar energy, but doesn't know much about how it works or whether it's worth the

Goals and Motivations:

upfront investment.

Save Money: He wants to reduce monthly electricity costs, which have been increasing steadily.

Challenges:

High Initial Cost: He's concerned about the upfront investment required for solar panels.

Values:

Family First: Wants a solution that will make his family's life easier and more affordable.

B2B Persona: Small Business Owner

Name: Arun

Age: 47

Location: Indore, Madhya Pradesh (Tier-2 city)

Occupation: Owner of a small manufacturing business

Annual Revenue: ₹50,00,000

Employees: 30-40

Da alvanava alv

Background:

Arun runs a small factory that operates 24/7. He's dealing with high energy costs that are impacting his bottom line. Additionally, the frequent power outages affect his business productivity, and he's looking for an energy solution that will provide cost savings and stability.

Goals:

Ensure Business Continuity: Arun needs a reliable energy source that won't be affected by local power cuts.

Challenges:

High Energy Consumption: As a manufacturing business, energy costs are one of the highest overheads.

Values: Reliability: Needs a stable energy source to avoid disruptions in production.

STRENGTHS

- Hyperlocal Targeting with Satellite Data
- Flexible EMI & Zero-Maintenance Promise
- MNRE Certified & SECI Partner
- Experienced Team (Engineers
 - + Consultants)

SW

WEAKNESS

- High Customer Acquisition Cost (₹2,800 per lead)
- Low Consumer Awareness
- Complexity in Subsidy Processes
- Limited Brand Recognition
- Technology Dependence

OPPORTUNITIES

- Growing Demand for Renewable Energy in Semi-Urban India
- Digital Marketing in Local Languages
- First-Mover Advantage in Smaller Cities
- Government Subsidies & Policy Push
- Partnerships with Housing Societies & Local NGOs

THREATS

- Competition from National Players
- Changing Government Policies/Subsidies
- Economic Downturns / Financing Restrictions

paid

- Google Search Ads
- Facebook/Instagram Video Ads
- YouTube Ads
- Meta, linkedin

Owned

- Website
- Blog
- YouTube Channel
- Email Newsletter

PESO

Earned

- Press Coverage
- Influencer Endorsement
- Customer Reviews
- Social Shares

Shared

- Instagram Reels
- Facebook Comments
- LinkedIn Engagement

Marketing Strategy

Awareness Campaign

Slogan: "Your Rooftop = Your

Power"

Objective: solar energy's

benefits—cost-saving potential

Platforms : **Google Ads**, **YouTube**, and **LinkedIn**

WhatsApp-Based

Objective: Provide a personal

touch

Action: WhatsApp to follow up

Lead

Objective: Leads

clear CTAs,

Create **educational blogs**, **videos**, and ROI calculators to build trust and guide users toward conversion.

Remarketing

Objective: Re-engage potential customers

Action: 90-day decision cycles

Message: leads to return and complete the conversion.

CRM Automation

- Lead Capture
- Automated Welcome Email
- Drip EmailCampaign
- Lead Scoring and Segmentation
- Ongoing Engagement

Competitor research

Competitor:

- Power solar
- Loom solar
- ZunRoof
- ☐ Green Spark

Paid media is:

- ✓ Google search ads
- ✓ Youtube ads
- ✓ Linkedin ads
- ✓ Meta ads

Keywords:

- mg charging station
- tp renewable microgrid
- charge and drive charging station
- power job vacancy
- job vacancy for freshers
- thermal power plant project
- power vacancy
- mg ev charging stations
- power solar careers
- power electricity bill

SEM - Search Engine Marketing

Objective:

The digital marketing plan for solar panel systems aims to increase both production and sales through various online strategies, while also promoting solar energy as an eco-friendly and sustainable power source. The project seeks to achieve short-term and long-term goals in the green energy sector.

- ✓ Market Research
- ✓ Social Media & Online Advertising
- ✓ SEO & SEM
- ✓ Content Creation & Multimedia
- ✓ User Accessibility

SEM

Target the
Website's Visibility
Right
Customers

Vise the Best
Keywords

Measure and
Improve
Performance

With Google Ads, you can make your solar panel website appear at the top of the search results when people search for things like "buy solar panels" or "solar energy solutions."This means more people will see your website first, increasing the chances they'll click and learn about your solar products.

With SEM (Search Engine Marketing), ads are shown only to people who are already searching for solar energy products, like "solar panel installation" or "best solar systems." This way, you're reaching people who are interested in what you offer, making it more likely they will visit your website and potentially buy from you.

Unlike organic SEO, which can take time to improve website's ranking on search engines, paid SEM ads give you immediate visibility. As soon as you launch ads, solar panel business appears at the top of search results, bringing more visitors to website right away.

When running SEM ads, choosing the right keywords is very important. Keywords are the words or phrases people type into Google when searching for something. For example, using keywords like "buy solar panels" or "solar energy systems" ensures that your ads show up to people who are already interested in products like, making them more likely to click on ad.

With SEM, you can track how your ads are doing-how many people are clicking on them, visiting site, and even buying solar panels. This allows you to see what's working and what's not. If some ads are not performing well, you can quickly change them to make them more effective, improving results over time

SEO- Strategy

On-Page Off-Page Technical Google PageSpeed Search Console

On page SEO:

Page Topic :

Solar panel installation for 2- cities in india

SEO Goal:

Increase search visibility, reduce CAC, improve landing page conversion rate

Title Tag & Meta Description:

Solar Panels for Homes & Businesses | GreenSpark Energy

Meta Description:

• solar panels with zero upfront cost. EMI, subsidy support & ROI tools for homes and small businesses.

<u>URL:</u>

www.greensparkenery.wordpress.com

<u>H1:</u>

- Affordable & Smart Energy for Your Home or Business
- H2:
 - Get a Free Energy Audit + ROI Report for Your Rooftop

H3:

Certified by MNRE & SECI Partnership

Content structure :

- 1. H1, CTA button: Book free solar audit
- 2. Tier-2 focus, subsidies, live performance tracking
- 3. EMI, maintenance, audit, app, supporting
- 4. Whatsapp+lead form +callback requested

Platforms:

- 1. Website
- Linkedin
- 3. Youtube
- 4. Blog post
- 5. Whatsapp

Page Title

Solar Panels for Homes & Businesses | Green Spark Energy

Page title is 531 pixel(s) long – Your page title is an acceptable length.

Meta Description

solar panels with zero upfront cost. EMI, subsidy support & ROI tools for homes and small businesses. Serving Tier-2/3 cities. Free audit today!

Meta description is **860** pixel(s) long — Your meta description is an acceptable length.



We provide end-to-end solutions: from free energy audits and customized ROI calculators to hassle-free installation with zero upfront cost and 5-year maintenance. Our loT-enabled monitoring app helps you track your solar system's performance live. To see real success stories, check out our Case Studies from satisfied customers across Tier-2 cities.

Want to Know If Solar is Right for You? If you're still unsure, read our latest Blog Post on Choosing the Right Solar System that helps you understand the types of solar panels and financing potions available.

Solar energy helps reduce electricity bills, lowers carbon footprint, and provides a reliable power source even in areas with unstable grids. Plus, with government subsidies and EMI-based financing options, going solar is easier than ever.





WHY SOLAR ENERGY IS THE BEST CHOICE FOR TIER-2 CITIES IN INDIA

@ greensparkenergy.com

OFF Page SEO

Engage with your audience on social platforms, building awareness, and driving traffic. Social signals (likes, shares, comments) can indirectly influence SEO rankings.

Reach out to eco-conscious influencers or content creators who have a strong following in the sustainability of solar energy space. This could include YouTubers, Instagram influencers, or LinkedIn professionals.

- backlinks from authority sites Boost domain authority & rankings
- Build social proof Increase trust and brand awareness
- Drive traffic from social/influencers new users from outside Google search
- Build relationships Expand reach and audience

PDF Title

On-Page SEO Plan for Solar Lead Generation



PDF title is **409** pixel(s) long — Your PDF title is an acceptable length.

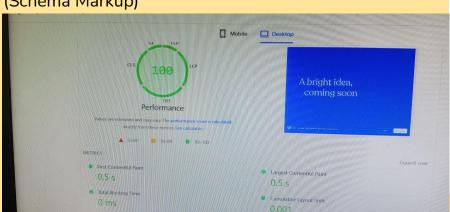
Select Word(s) to Bold in the Meta Description (separated with spaces)

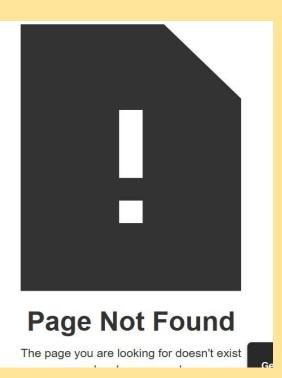
solar panels with zero upfront cost. EMI, subsidy support & ROI tools for homes and small businesses.

Technical SEO

Technical SEO refers to the *behind-the-scenes improvements* that help search engines crawl, index, and rank your website better. It also ensures your site performs well for users—loading fast, working on mobile, and being error-free.

- → Website Speed
- → Site is Mobile-Friendly
- → Website (HTTPS)
- → 404 Errors and Set Up Redirects
- → Improve URL Structure
- → Add Structured Data (Schema Markup)





Google Search Console_Site Map

Tracking:

- Search queries
- Click-through rate
- Index coverage
- Crawl errors
- Core Web Vitals
- Mobile usability

SCHEMA:

- → LocalBusiness (for each city you serve)
- → Product (for solar panel packages)
- → FAQ Page (on subsidy & ROI)
- → VideoObject (for testimonial videos)
- → WebPage (article schema for blog posts)



Google campaign _ Search

Type: search campaign Objective: Lead generation

Goal: 500 Leads/Month from Nagpur

Cost Per Lead (CPL) < ₹1,200

Location : Nagpur

Bid strategy: Target CPA (Cost Per Action)

Set initial Target CPA = ₹1,200

Daily budget: 3,000/day [₹90,000/month for

900–1,000 clicks at ₹90 CPC]

Audience:

• Age: 28–55

Language: Hindi + English

• Income: Middle + Affluent

Market Audiences:

Solar Energy Solutions

Home Improvement

Property Owner

Keyword:

Buy solar panels Nagpur

Solar EMI installation Maharashtra

Green electricity for home India

Ad copy:

No Upfront Cost

EMI with Maintenance

Ads Assets:

Headlines:

- Solar Panel on EMI Nagpur
- ₹0 Upfront Cost Solar Install
- Free Solar Site Audit

Long headline:

- Get Solar Panels in Nagpur EMI Plans, Govt Subsidy, and Free Maintenance
- Switch to Solar & Slash Your Bill ROI Calculator + EMI Available

Descriptions:

 Save Big on Bills. 5-Year Maintenance, EMI Plans, Govt Subsidy Support.

Find URL:

https://www.greensparkenergy.in/solar-installation-nagpur Business name: GreenSpark Energy

Overview							
Campaign name	Search - Green Spark		• Ad group 1				
Campaign type	Search	Solar Panel on EMI – Nagpur ₹0 Upfront Cost Solar Install Free Ad www.google.com					
Objective	Leads	Save Big on Bills. 5-Year Maintenance, EMI Plans, Govt Subsidy Support. Go Solar, Worry-Free. 5-Year free maintenance, flexible payment plans,.					
Goal	Contacts (Call from Ads, Website), Submit lead forms (Google hosted, Website)	Trong a root from the memorianee, floxible paymont plane,					
Bidding			Summary of how your keywords are performing				
Bidding	Maximize conversions (Target CPA - ₹1,200.00)			Cost ▼	Clicks •	CTR ▼	
Customer acquisition	n Bid equally for new and existing customers		Solar panels	₹0.00	0	0.00%	
			Solar power system	₹0.00	0	0.00%	
Campaign settings			Solar panel price	₹0.00	0	0.00%	
Networks	Google Search Network, Search partners		Solai panei price	₹0.00	U	0.00%	
Locations	India		Buy solar panels	₹0.00	0	0.00%	
Languages	English and Hindi		Home solar panels	₹0.00	0	0.00%	
Audiences	Car Batteries + 6 more		Keywords Negative key	vwords		< 1/2 >	

Campaign_ display

Type: display

Objective: Brand Awareness & Education

Goal: Reach 100,000+ impressions/month

Location: Nashik ,Indore , Solapur

Language: Hindi + English

Bid Strategy : Viewable CPM (vCPM) – Best for awareness

Budget: ₹2,000–₹2,500/day

Audience:

- Solar panel for home
- Govt subsidy for solar panel
- Home energy saving tips

Ad Creative:

1. Static Banners

Assets - Headline:

- 1. Power Your Home with the Sun
- 2. Solar EMI Plans Save Big
- 3. ₹0 Upfront Solar Install

Long headline:

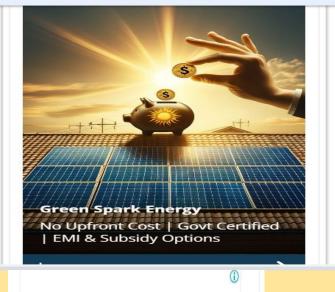
1. Turn Your Rooftop into Power – EMI Solar + Subsidy Available in Tier-2 Cities

Description:

No Upfront Cost | Govt Certified | EMI & Subsidy Options

Conversion Strategy:

- Impressions
- CTR
- Engaged view (on site)





Campaign Review

Campaign name Display

Campaign type Display

Objective Awareness and consideration

Save Money Every Month

No Upfront Cost | Govt Certified | EMI & Subsidy Options

Green Spark Energy

Learn More >

Targeting

Demographics Age (25 - 34 + 3 more), Parental status (Parent), Household income (Lower 50...

Keywords solar energy system + 24 more

Topics Internet & Telecom, Online Communities

Optimized targeting On

Campaign_ Video

1. 60-Second Explainer Ad **Title:** "How Solar Saves You Money Every Month – GreenSpark"

Video Scripts _ (in Chatgpt)

Type: video (youtube video) Objective: Awareness + Engagement

Script Breakdown: Goal: 50,000+ views/month

Location: Nashik ,Indore , Solapur

Bid strategy: CPV (Cost-Per-View) /₹2,000-₹3,000/day

Audience: Financial Services (Loan/EMI seekers) Solar Energy Solutions **Smart Home Buyers** Rooftop solar panel EMI

budget

Retargeting/Lookalikes: Website visitor YouTube ad engagers Form drop-offs or WhatsApp chat abandoners

[Scene 1]: Electricity bill shock "Paying ₹2,000+ on electricity? Every month?" [Scene 2]: Rooftop solar animation "Turn your rooftop into your personal power station."

[Scene 3]: Benefits highlight No upfront cost. EMI options. Govt subsidy available. GreenSpark installs and maintains everything for you. [Scene 4]: Live app demo / IoT tracking Track performance with our mobile app – real savings, real power. [Scene 5]: Call to action Click now to check how much solar can save YOU. It's free.

- Ads Assets Headlines
 - Slash Your Power Bills
 Salar an EMI No Hafr
 - Solar on EMI No Upfront Cost
- Free Solar Savings Report

Long headline:

- Turn Your Rooftop Into Power EMI Solar + Govt Subsidy Now Available
- Get Solar for ₹0 Upfront Check Your Rooftop's Earning Potential Now

Description:

Free Site Audit | EMI + Maintenance | Subsidy Help

Save with Solar – GreenSpark Helps You Every Step

YouTube Shorts -15s

Video Action Ads: clickable CTA

Validation and a siling and a substitution of

YouTube thumbnail images or storyboards

Retargeting sequence after YouTube ads

Gmail Remarketing Campaign

Objective: Lead Conversion

Goal: Convert 20% of returning users

Audience Targeting:

- Website visitors
- YouTube viewers
- WhatsApp clickers
- Landing page drop-off

Bid Strategy: target CPA = ₹1,000–₹1,200 to stay

within CAC goal

Daily Budget: ₹1,500-₹2,000/day

Platform:

- Google Display
- YouTube
- Gmail Ads



Ad Format: Appears in Gmail's "Promotions" tab (mobile + desktop)

Subject: Still Thinking About Solar? Let's Help You Decide

Text: EMI Plans, ₹0 Upfront, Free 5-Year Maintenance

Call-to-Action Button: Book Free Audit Now

Welcome email:

Subject: Welcome to GreenSpark! Start Saving

Send : Immediately after signup

Educational Email:

Subject: Why Solar? Here's How It Benefits You!

Subject: vvny Solar? Here's How it Benefits fou!

2-3 days after Welcome

Case Studies/Testimonials:

Subject :5 days after Educational

You Still Let u

Still exploring solar?
Let us help you take the next step:

Check your rooftop potential

in 60 seconds – it's free!

Solar?
Let's Help You Decide

Still Thinking About

0 upfront installation

EMI plans with 5-year service
 MNDE partified a Subside Assistance

MNRE-certified + Subsidy Assistance

Free ROI Calculator & Expert Help You visited GreenSpark recently.

Calculator Follow-up:

Subject : Still Wondering How Much You Could Save?

10 days after Case Study

Conversion Offer:

Subject: Ready to Make the Switch to Solar?

Follow-up

Confirmation:

Subject: Thank You for Booking Your Consultation

Immediately after booking



Social media Advertising

Social Media Ads - B2C/B2B solar lead generation

Platform - Facebook, Instagram, LinkedIn (B2B), YouTube

Ad format- Lead form, video, carousel, testimonials

Awareness

- GreenSpark and the "Solar for the Next Billion" mission
- [Know how much you can save]

Education

- ROI Calculator Tool
- Government subsidy explainers
- [See how much subsidy you qualify for]

Lead

- Lead-gen ads with strong offer hooks
- Free Energy Audit
- [Check EMI plans starting ₹1,999/month]

Follow-up

- Still thinking solar? Let us show you your savings.
- WhatsApp reminders for booked audits
- Engage users in the 30–90-day decision window

Campaign_ awareness [Ad Manager]

Objective: Awareness

Ad set name: Awareness_Homeowners_July

Budget: 600/day

Audiences:

Age: 55

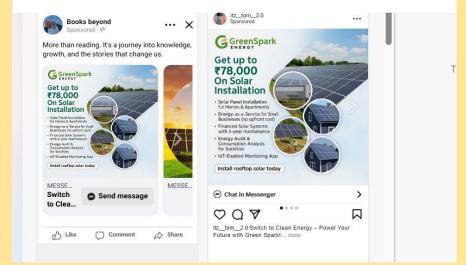
Interest: solar, energy saving, home improvement

Location: india (chennai, coimbatore,) or nagpur

Ad nar

WATCH VIDEO ! r_Vide

CTA:







Campaign_traffic

Objective:traffic

Ad set name: Traffic_ROI_Tool_Visitors_Nashik_July25

Budget: 750/day

Audiences:

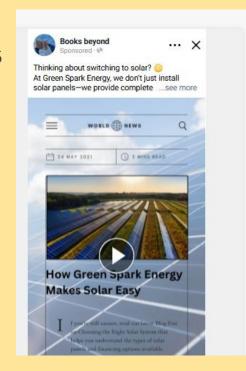
Age: 30-55

Interest: Finance, Real Estate, Green Tech

Location: india (chennai, coimbatore,) or nagpur

Ad name: ROI_Calculator_Ad

CTA: LEARN MORE





Campaign_Lead

Objective:lead

Ad set name: Leads_Pune_FreeAudit_WhatsApp_July25

Budget:1000/day

Audiences:

Age: 28-55

Interest: Solar Power, EMI Financing, Homeowners

Location: Pune, Madurai, Indore, Nagpur

Ad name: Free_Audit_WhatsApp_Offer

CTA:

Contact us

Gender

All People who match

10. 120230330033030303

Conversion location

Daily budget ₹1,500.00 Ad set budget sharing: On

Budget scheduling

Thursday 17 July 2025, 12:04

Instant forms

Books beyond

Page

Budget

Fnabled: No.

Start date

18 - 65+

18 - 65+

Minimum age

Age suggestion

Detailed targeting included Interests: Solar power (energy and utilities), Solar panel (energy and utilities) Education majors: Solar energy

Funnel - Linkedin

		Whatsapp	/	
awareness	lead	followup	Report Sent	Lorem Ipsum
Capture attention Carousel ads highlighting "₹0	Convert interest into leads	Build trust & demonstrate value	Drive decision & close the deal	Begin project with confidence
upfront" offer	Name, Mobile, City, Business Type	Personal WhatsApp nudges + Q&A support	MNRE/SECI subsidy explained clearly	Start installation timeline

Linkedin

Campaign group: GreenSpark Solar Lead Gen – India 2025 Status: active

Objective: website visitor what 's your marketing: GreenSpark Energy

ad&utm_campaign=solarleadgen2025

Placement: LinkedIn Feed

Audience: India (Tamil Nadu, Karnataka, Pune,, Nagpur, Indore)

Interesting: Solar Energy, Renewable Energy, Eco-Friendly Living

Company size (1–800 employees)

URL Parameters: ?utm_source=linkedin&utm_medium=

Ad format: Carousel Ad (multiple slides (Process, Benefits, Testimonial)

Budget: Daily Budget: ₹500-₹1,000/day, Total Budget: ₹5,000-₹10,000

Conversion Tracking: Need to add LinkedIn Insight Tag to your website

Remaining Budget NA

Budget Set at a campaign level

Campaign group

Objective Website visits

Current Spend ₹0.00

Bid Strategy Set at a campaign level

Schedule Run continuously starting 7/16/2025

Green Spark Solar Lead Gen – India 2025 Active

Change group

Edit group





Ad copy: [lead]

Target audience:

home and business

Primary Text:

We provide rooftop solar panel installation, 5-year maintenance, EMI plans & subsidy support.

Book your free consultation now.

Image Carousel:

- Turn Rooftop Sunlight into Power Savings
- ₹0 Upfront EMI Plans
- App-based Tracking
- MNRE Certified + Subsidy Logos
- Book Free ROI Audit Today
- Friendly image of consultant

SOLAR POWER

for Your Home or Business

- ✓ EMI Plans
- ✓ Govt Subsidy Help
- √ 5-Year Maintenance

BOOK FREE CONSULTATION



Ad copy : [conversion]

Objective : conversion

Sender Name: Raj from GreenSpark

Title: Solar Consultant | GreenSpark Energy

Message:

Hi, Are rising electricity bills cutting into your business profits?

At GreenSpark, we help small businesses switch to solar –

with ₹0 upfront cost using our EMI-based plans.

- Free Energy Audit
- 5-Year Maintenance
- Live Monitoring App

Want to see how much your business can save?

✓ Book Free Consultation



Hi, Are rising electricity bills cutting into your business profits?

At GreenSpark, we help small businesses switch to solar – with ₹0 upfront cost using our EMI-based plans.

Free Energy Audit

5-Year Maintenance

Live Monitoring App

Want to see how much your business can save?



Book Free Consultation



Traditional

Local Newspaper Ads

Current Bill Jasthi-aa Iruka? ₹0 Advance-la Solar Setup

Pamphlet Distribution

- ₹0 Down Payment, Free Audit
- WhatsApp contact

Local markets

Energy savings estimate

Auto Rickshaw Branding

Wall Paint Ads / Murals

Community Events Sponsorship

Radio Ads

Posters & Stickers in Local Shops

Thankyou