



Engineering certainty into a competitive solar market

As the UK solar market matures and competition intensifies, delivering intelligent, rapid and robust energy systems is essential. Alt-Group is leading that charge, combining in-house engineering, custom mounting solutions and seamless execution to drive long-term value for commercial and industrial clients. In a landscape where certainty is rare, Alt-Group is building it into every stage of the project.



Across the UK and beyond, solar energy is no longer the niche technology it once was. It's a mature, fast-growing sector under pressure to deliver more at scale, at speed and increasingly, with greater resilience and return. But in a competitive market, that scale alone isn't enough. Commercial and industrial clients are demanding more agile execution, tighter cost control and solutions engineered for sustained efficiency and reliability.

This is where companies like Alt-Group are reshaping the landscape, by putting engineering, innovation and integrated implementation at the heart of solar development.

Alt-Group isn't a panel manufacturer or component reseller; it's a solar Engineering, Procurement and Construction (EPC) provider built for the real-world demands of today's energy market. With a fully aligned team spanning internal design, engineering

and its own solar mounting division, it brings end-to-end project delivery expertise to the table. This capability has positioned the company as a trusted partner for large-scale, technically complex solar installations across the UK.

A market that demands more

As global solar deployment surges, the race to bring costs down has driven many developers toward standardised, offshore supply models. And while that's helped accelerate adoption, it has also exposed vulnerabilities, long lead times, limited customisation and the kind of design constraints that can derail UK-specific sites.

Meanwhile, the commercial solar sector is raising the bar. Clients aren't just looking for low-cost deployments. They want high-performing, future-ready systems that offer reliable returns over 20 to 30 years. With rising land values, tighter margins and more scrutiny

on carbon impact, systems must now maximise energy yield within limited footprints, while navigating planning restrictions and the pressures of UK sites.

In this climate, innovation is no longer a nice-to-have; it's essential. Alt-Group's response has been to take control where it matters most, starting with mounting systems.

Solving from the structure up

For many solar EPCs, mounting systems are treated as a commodity. For Alt-Group, they're a key variable in overall project performance. Its dedicated Solar Mounting division works closely with its design and delivery teams to develop tailored substructures that match the technical and commercial goals of each project. That collaboration often unlocks significant savings not just in cost, but in time, embodied carbon and long-term maintenance.

Take the example of its recent 8 MW ground-mount project in Derbyshire. Initially judged too expensive to proceed due to reliance on concrete ballast, the project was transformed through a complete redesign of the foundation system. Alt's engineering team developed a bespoke driven steel pile system offering 19 kN of resistance. It met structural demands while drastically reducing cost and emissions. The revised approach brought the project back within budget and ahead of schedule, demonstrating the practical value of joined-up engineering.

It's a reminder that performance is about more than just what sits on the surface. In solar, the difference often lies in what's built beneath.

The team also leverages advanced design tools, including parametric modelling and structural simulations, to refine every mounting system to site-specific conditions. This ensures faster permitting, lower material waste and designs that accommodate future system upgrades or reconfiguration. For example, in a recent commercial rooftop project, Alt-Group delivered a structurally adapted subframe that minimised roof load and integrated monitoring-ready infrastructure.

These features enabled the client to add battery storage at a later phase without structural rework, an example of how smart design adds long-term adaptability.

Design that pays dividends

Alt and Solar Mounting's in-house engineering capability is what allows it to respond to site conditions and project requirements in real time. From geotechnical assessments to layout optimisation and structural modelling, the team ensures that every design choice supports the commercial and technical success of the system.

For large-scale commercial clients, this means fewer surprises, fewer change orders, and systems engineered for long-term yield, not just rapid deployment.

It also means greater responsiveness onsite. With design and mounting in one place, Alt can adapt quickly when conditions shift, whether due to unexpected ground conditions, permitting constraints or last minute layout changes. This agility is especially valuable in the UK, where solar sites are often smaller, fragmented and shaped by planning policies that make templated solutions unviable.

Delivering value in a competitive market

With capital costs under pressure and project ROIs under scrutiny, solar developers and asset owners are looking for delivery partners who can do more than install. They want teams who can reduce programme risk, optimise systems and ensure long-term value.

Alt-Group's unified model allows for this level of control. By aligning design, mounting, procurement and delivery under a single project team, it improves visibility, minimises delays and ensures consistency from planning through to commissioning.

With strong roots in the agricultural sector, Alt-Group understands the value of land, efficiency and durability. For commercial rooftop portfolios, this can be the difference between a system that delivers expected returns or one that suffers from inefficiencies. For ground-mount developers, it can mean accelerated timelines, optimised land use and seamless project flow through to implementation.

In both cases, the advantage lies in engineering embedded from the outset and carried out with precision.

Building the future, not just the system

Founded in 2017 in Worcestershire, Alt-Group has grown alongside the UK's renewable energy sector. What began as a renewable heat business evolved into a solar delivery company that has consistently invested in people, expertise and process control. The decision to build out its internal mounting and design functions wasn't just about speed; it was about ownership. Ownership of outcomes, timelines, and performance certainty.

Today, it is one of the few UK EPCs offering complete solar project delivery for both rooftop and ground-mount systems, managing everything from grid applications to structural design and system commissioning.

But the company's story isn't just about scaling up. It's about scaling with the precision. In a sector increasingly defined by complexity, Alt-Group is proving how deep engineering expertise and agile project thinking can turn challenges into opportunities.

Because in solar, the challenges aren't going away. They're just getting more interesting.

Alt's Head of Sales, Catherine Simpson, brings a wealth of experience delivering solar projects across the UK from commercial rooftops to large-scale ground-mount systems. With a deep understanding of technical, operational and commercial requirements, Catherine is your first port of call for exploring how solar can work for your business.

If you're considering a solar project or if you're curious about what's possible, get in touch with Catherine:
catherine.simpson@alt-group.uk

 alt-group.uk

