



September 15, 2026

5:00 pm – 6:00 pm | CEST, Berlin



Matthew Lynas

Editor

pV magazine

The state of solar project development 2026–2027



Miguel Herrero

Senior Market Advisor

PVcase



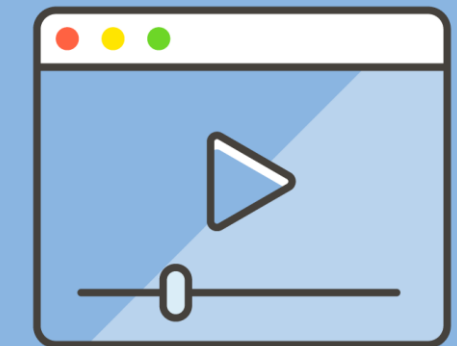
Welcome!

Do you have any questions



Send them via the Q&A tab. We aim to answer as many as we can today! You can also let us know of any tech problems there.

We are recording this webinar today



We'll let you know by email where to find it and the slide deck, so you can re-watch it at your convenience.

15-09-2026

Industry report

The State of Solar Project Development 2026-2027



Miguel Herrero
Sr. Market Advisor | PVcase



Agenda

1. The State of Solar Development 2026-2027
2. The optimism paradox sharpens
3. The anatomy of project failure
4. The economics of project development
5. Engineering through fragmented tech stacks
6. 5 best practices for streamlined solar projects



2026-2027

The State of Solar Project Development

PVcase Industry Report



The survey offers a **robust understanding of current trends** and high-level decision-making in solar project development



405 solar professionals



47% senior executive or VP



July 6-23 survey period



4 countries

The sample included solar professionals from **all ages and experience levels**, although it skewed significantly towards males

Survey demographics

Age



Gender



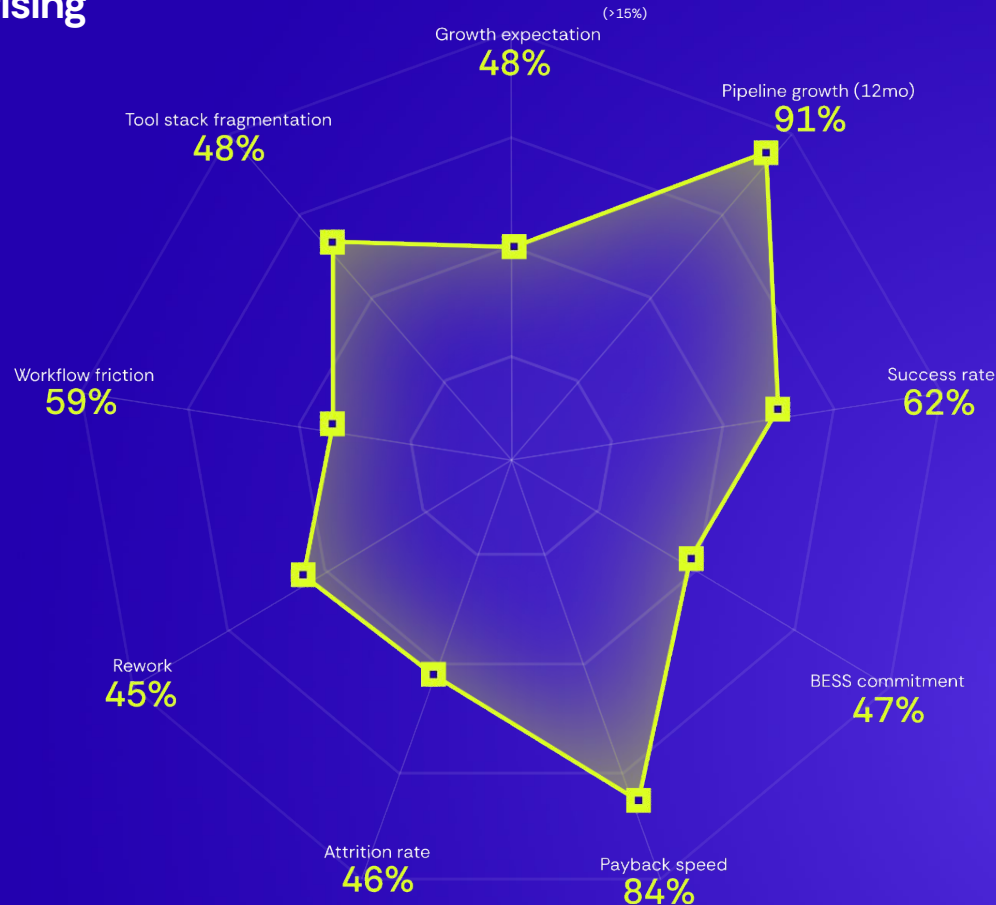
Time in industry



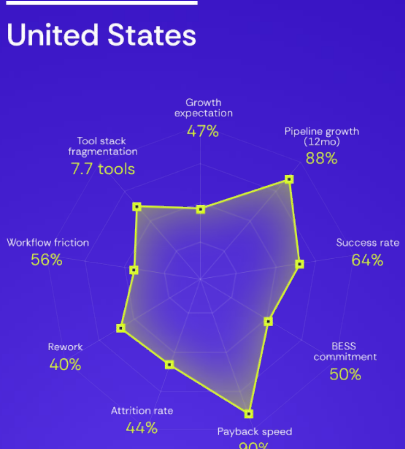
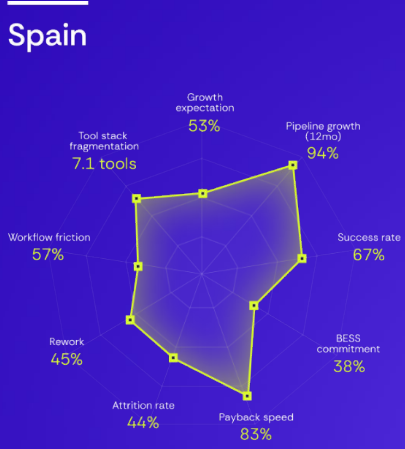
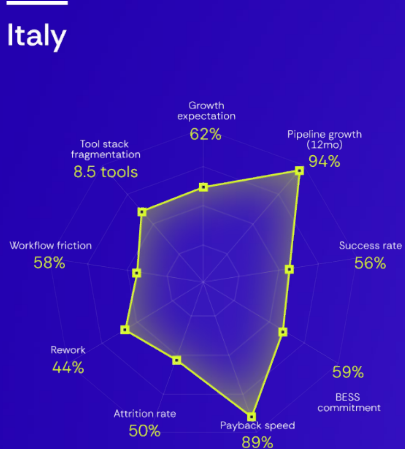
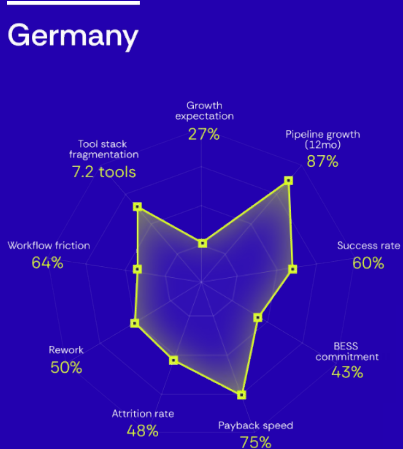
Time at current organization



The solar global market remains optimistic, but project attrition and tech stack fragmentation are rising

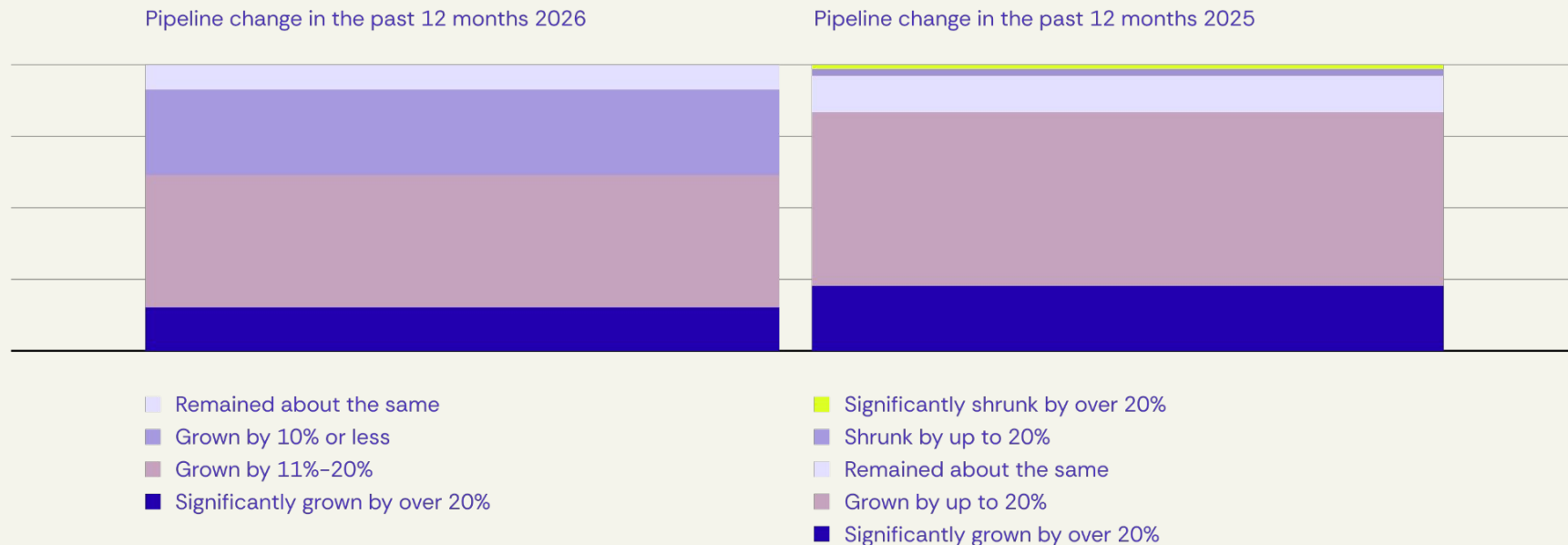


Each solar market presents a distinct profile



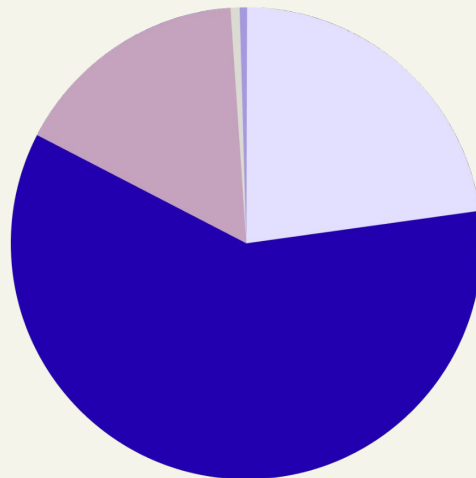
The optimism paradox sharpens

The markets we surveyed are moving from land-rush to industrialization, **operational discipline is increasingly becoming critical**



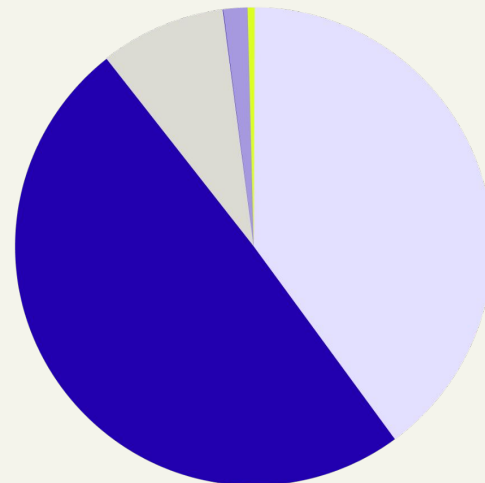
Even as broader market forecasts point to a more measured year for solar, **confidence among the professionals building projects has reached new heights.**

2025



- Will grow over 20%
- Will grow between 11% and 20%
- Will grow up to 10%
- Will stay about the same
- Not at all sure

2026



- Will grow over 10%
- Will grow up to 10%
- Will stay about the same
- Will slow down
- Not at all sure

The long-term destination remains clear

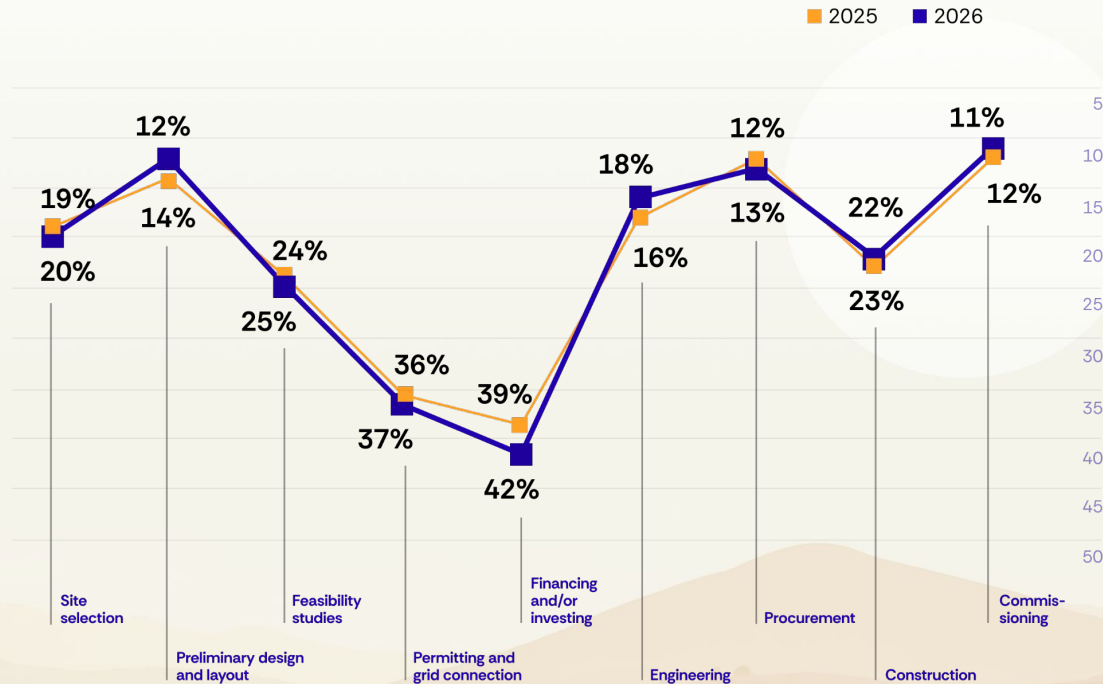
90%

agree solar will become
the main source of
electricity by 2050

The anatomy of project failure

The solar project development **Valley of Death** has deepened since last year

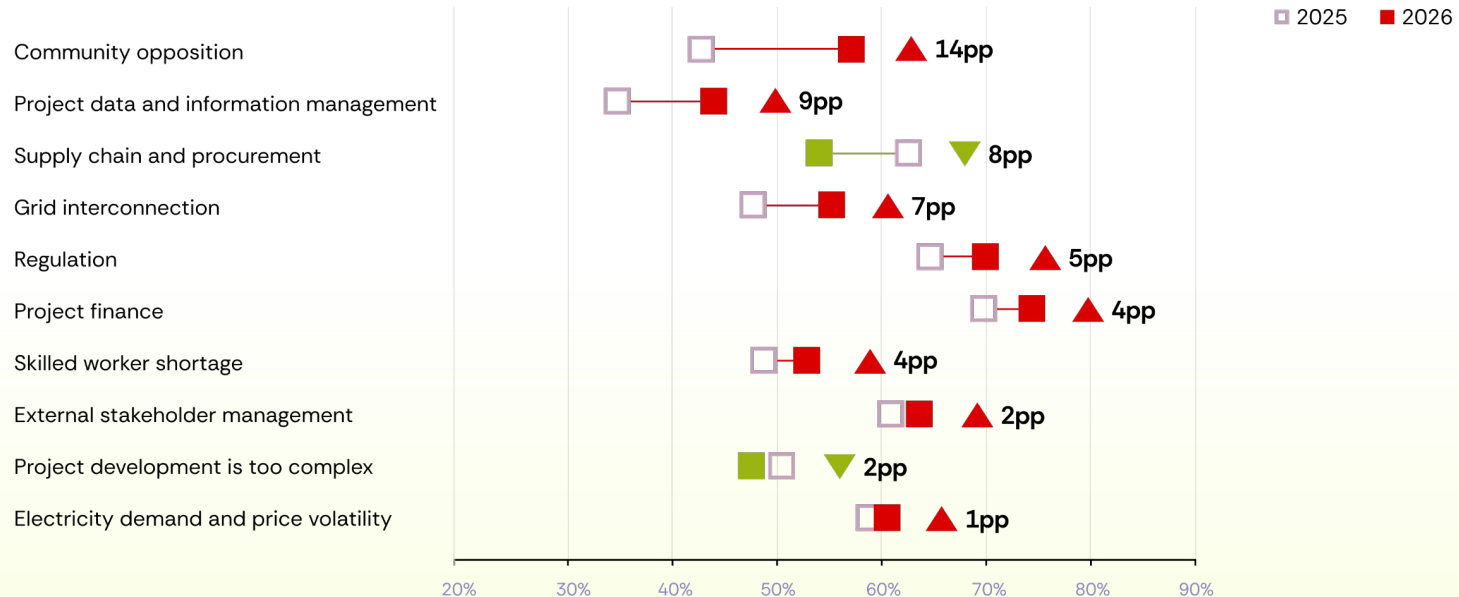
Risk of project failure, per project stage



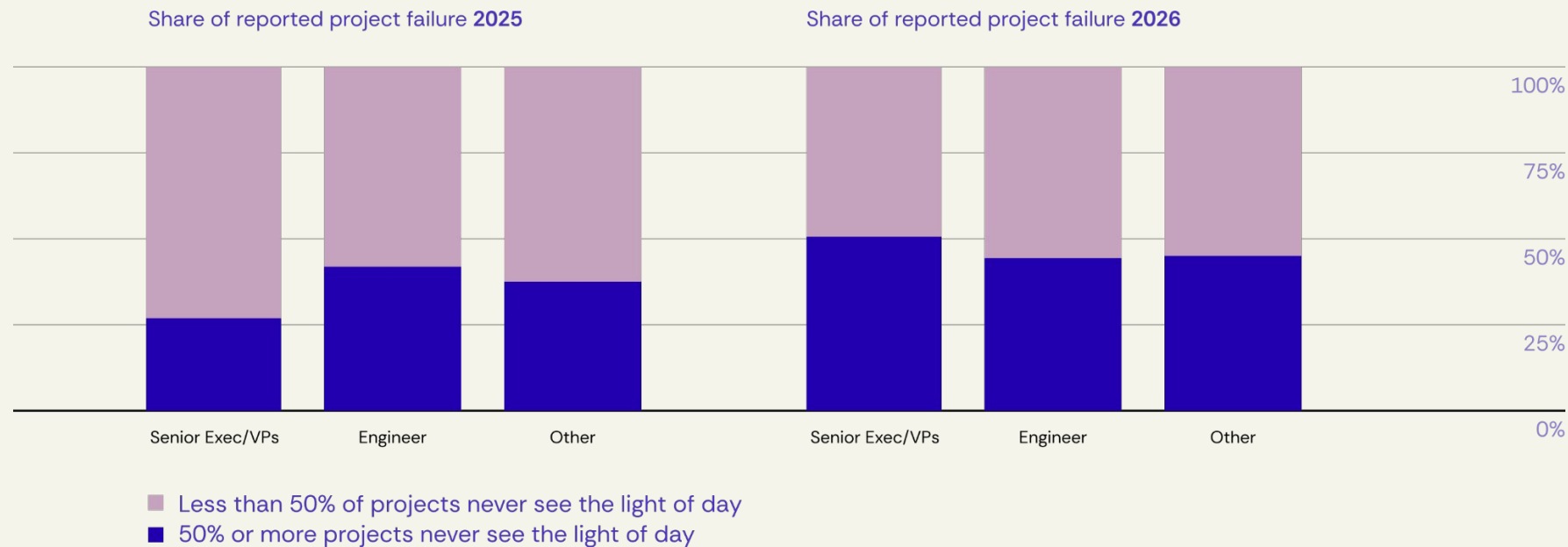
Financing, permitting and grid connection remain the stages where projects face the greatest setbacks.

While project finance and regulation remain the leading causes of project failure, **community opposition and project data management** saw the largest YoY increase

Project failure causes

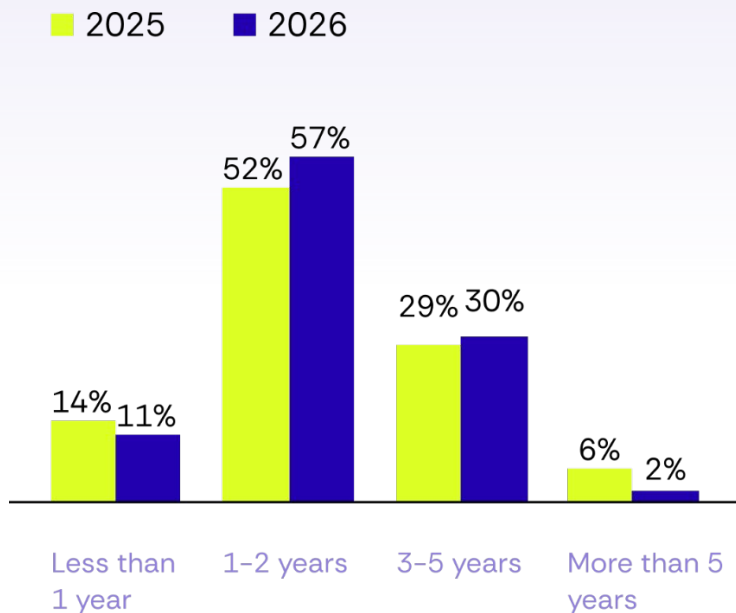


The C-suite has caught up into operational problems that lead to portfolio attrition

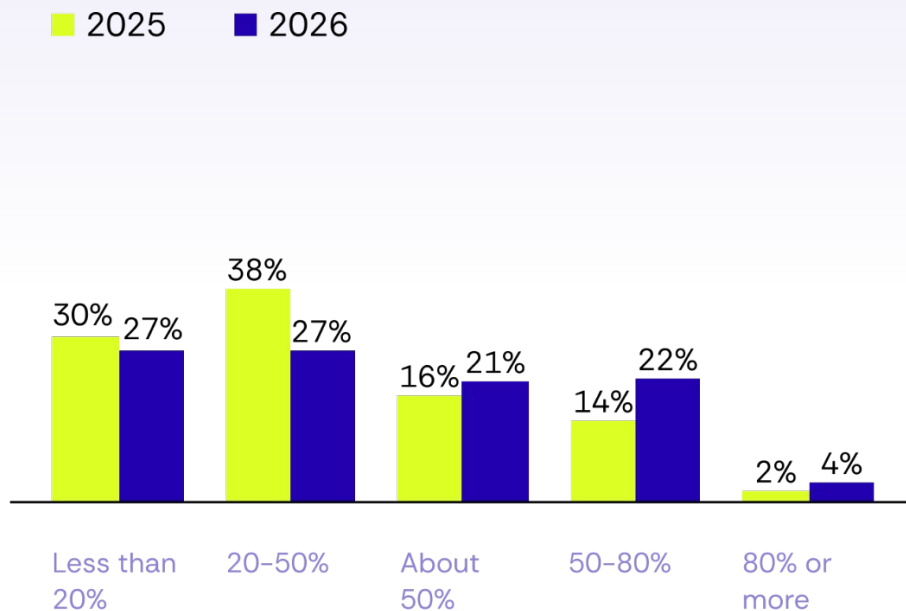


Successful projects are reaching COD faster, but more projects never get built

Project time-to-COD



Share of projects that are started, but never built



Engineering through fragmented tech stacks

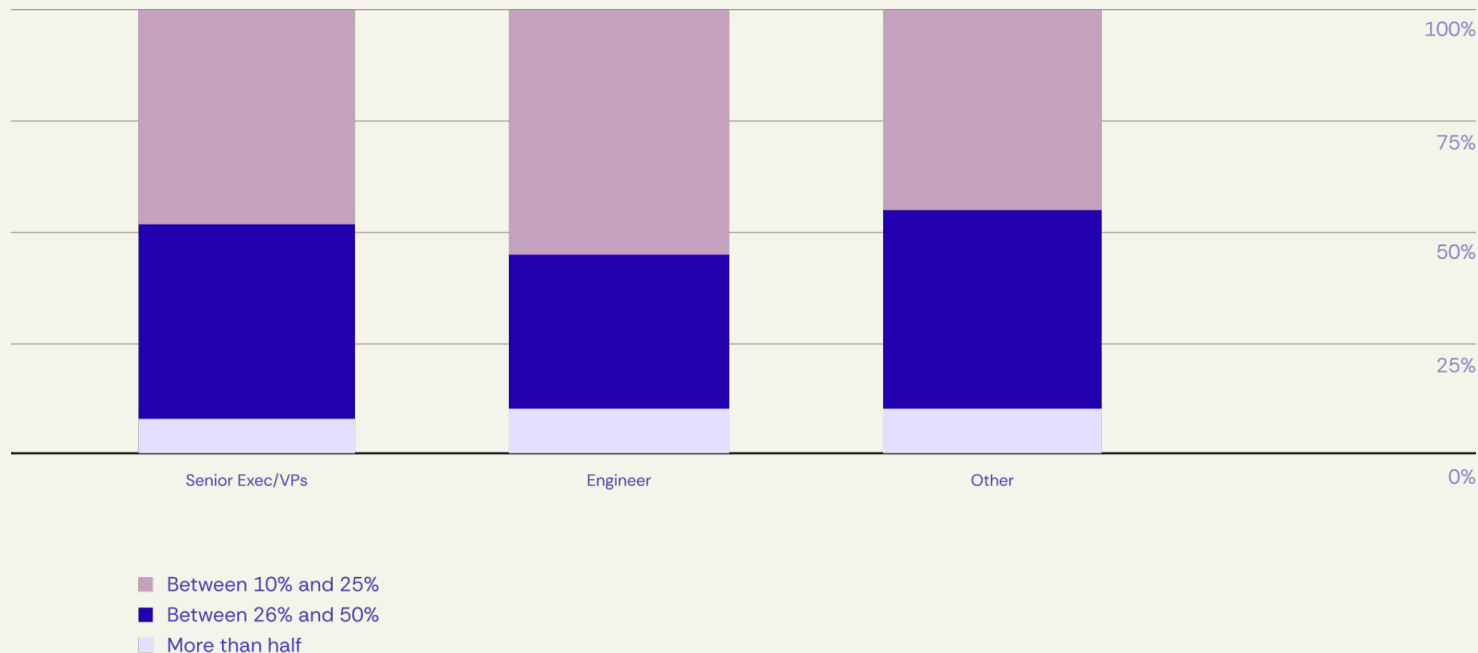
Solar industry professionals agree:

95%

identify high quality
engineering as the most
important factor in PV
project success

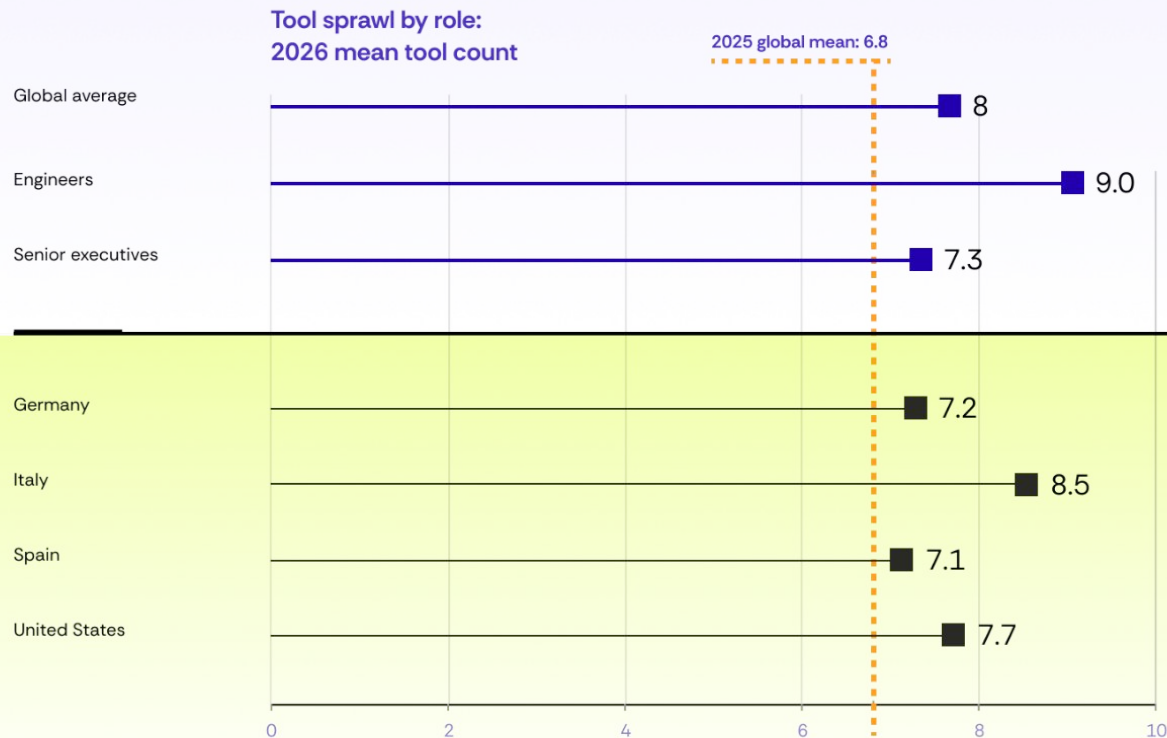
The C-suite has caught up into the amount of projects that require rework, **although engineers are still likeliest to report the highest levels of extreme rework**

Reported shares of projects that require significant rework



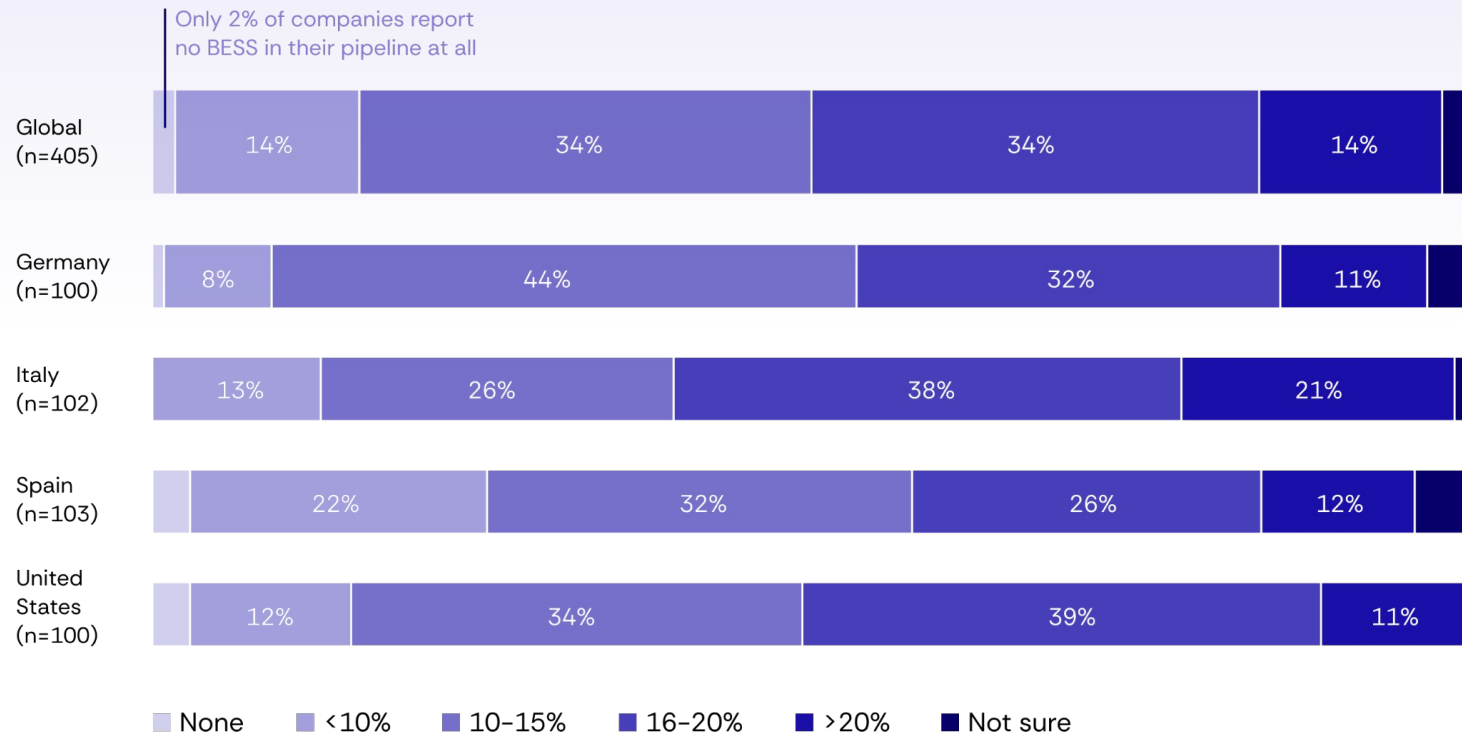
The tech stack fragmentation has worsened Year-on-Year, compounding challenges

Average number of software tools used daily in solar project development



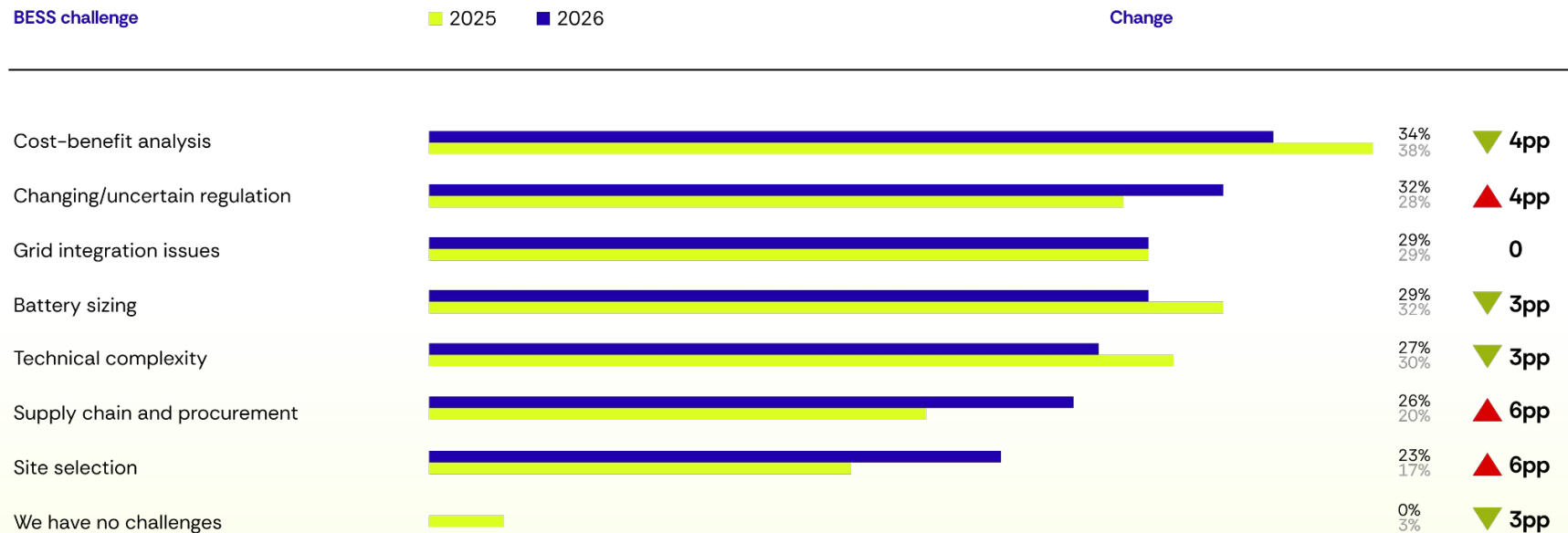
BESS has gained prominence, but is still rarely more than 20% of companies' project pipelines

Shares of BESS pipelines in solar companies' project pipelines



Adding BESS brings additional challenges, particularly related to cost-benefit analysis and regulatory changes

Main challenges related to developing BESS projects

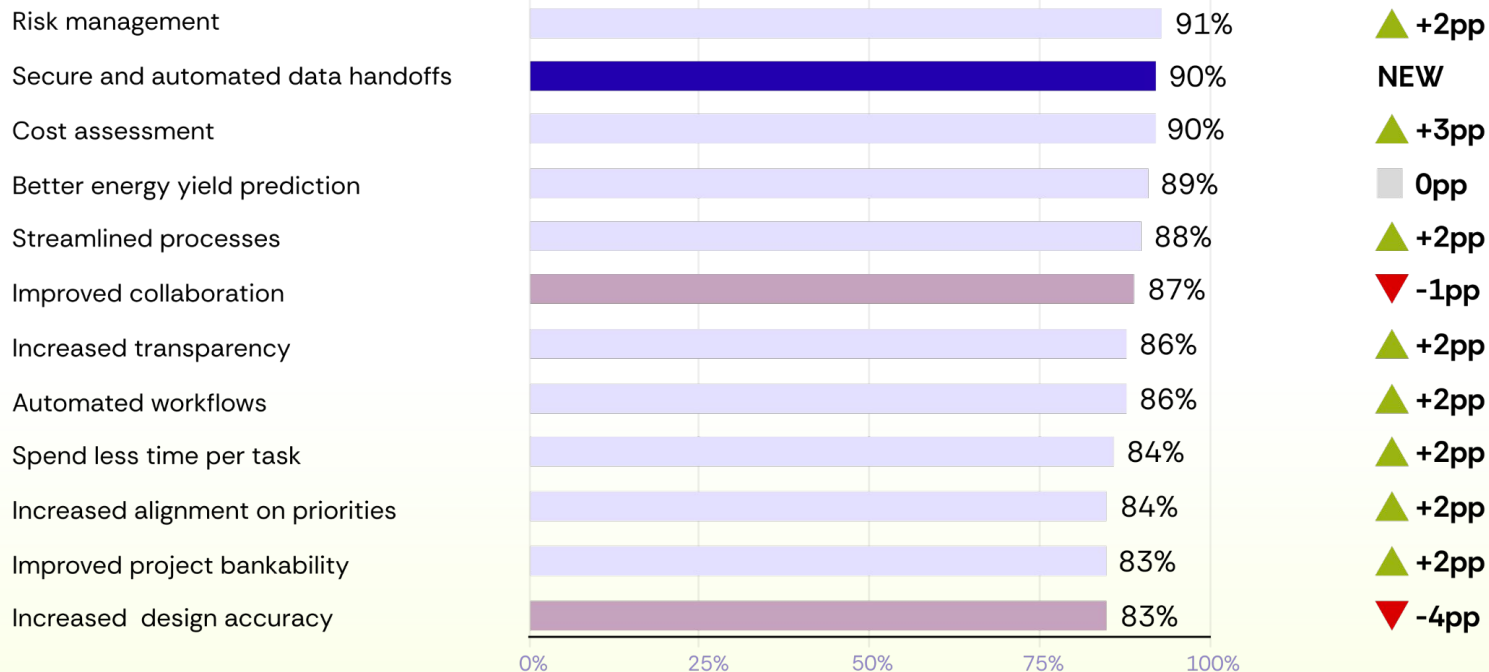


An end-to-end platform to mitigate risk, improve data handoffs, and more accurate project cost assessments

End-to-end platform feature preferences

Share rating each capability important in a solar development platform, 2026–2027

vs. 2025



Secure and automated data handoffs entered the survey and immediately ranked #2.

Increased design accuracy is the sharpest decliner (-4pp); improved collaboration also eased slightly (-1pp).

5 best practices for streamlined solar projects



1

Establish a single source of truth

The absence of a single source of truth is the industry's #1 workflow bottleneck (67%), while 90% prioritize secure, automated data handoffs.

2

Prioritize early-stage due diligence

46% of professionals report that at least half of their projects never reach construction, identifying risk earlier is critical.

3

Design for change

Design rework fell to 45%, yet project attrition rose to 46%. To deliver on pipeline growth, you should plan to iterate.

4

Integrate PV and BESS from the outset

Storage is now part of mainstream solar development, with 82% of companies having at least 10% of their pipeline in BESS.

5

Eliminate costly errors with solar software

95% of professionals identify high-quality engineering as the most important factor in project success.

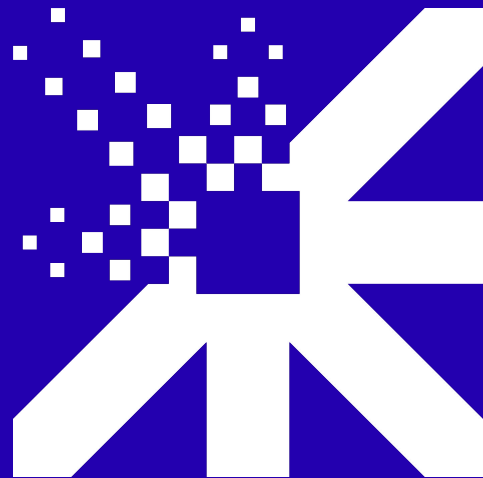
2026–2027

The State of Solar Project Development

Download the full report



Let's work together



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The State of Solar Project Development 2026–2027 Q&A



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Upcoming Event

USA WEEK 2026

pv magazine USA is hosting its annual multi-day virtual event focused on the key trends, challenges, and opportunities shaping the U.S. solar and energy storage markets.

At this year's pv magazine USA Week, experts from across the solar and storage sectors will examine the latest developments in domestic manufacturing, distributed energy, and the growing role of clean energy in powering the AI-driven economy.



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Matthew Lynas

Editor

pV magazine

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