



Together  
100 %

for renewable  
energy

Fronius System Partner

# Together 100 % for renewable energy



## 24 hours of sun for everyone

Our partners make an important contribution to realizing our vision of "24 hours of sun" – a future in which everyone covers their entire energy needs from renewable sources. Thank you to the more than 4,000 Fronius System Partners throughout the world who are already supporting us 100 %. Do you want to be involved? Become a Fronius System Partner!



## More than a welcome

You are needed, as an expert who knows their trade and offers their customers competent advice. Even more so as a qualified Fronius System Partner who is helping us shape the future of renewable energy. We support you and our more than 4,000 Fronius System Partners throughout the world in your day-to-day work. With innovative products and solutions. With

preferential service around the clock. With digital tools and apps that save you time and money. With valuable know-how for more comprehensive expertise. With more opportunities for making the most of renewable energy – for you and your customers. We invite you to reap the many benefits of our partnership and become a Fronius System Partner (FSP). Together we can achieve more!



## Working together for shared success

Our Fronius System Partners are extremely important to us. That's why we share our know-how with you and offer exclusive advanced knowledge on current and future Fronius solutions. Being part of a network enables us to learn from each other, develop new ideas, and improve existing systems. This is how we bring the future forward together – for shared success.

## Selected advantages

may vary depending on location

- Voucher for Fronius training courses, webinars
- Advance information through exclusive product presentations
- Knowledge transfer through regular Fronius System Partner meetings
- Exclusive webinar and training offer





*"I share the vision of 24 hours of sun and am delighted to be making an active contribution to its implementation as a Fronius System Partner. I find the exchange with Fronius employees and other FSPs enriching."*

**Armando Gonzalez, Smart-PV SA**

*"As a Fronius System Partner I can use the Solar.web Premium tool free of charge, which enables me to offer my customers better support and optimize their photovoltaic systems on the basis of extensive data. And if something isn't right, I can find the fault quickly and reliably with the Solar.SOS app."*

**Sönke Lucht, Lucht Elektrotechnik**

*"I make full use of the comprehensive Fronius training courses to keep myself up to date. This enables me to plan the best possible systems for my customers."*

**Piotr Norberciak, Bison Energy Sp. z o.o.**

*"For me, Fronius is not only a company, but a real partner. We work together to find solutions for a sustainable future – I'm extremely proud of that."*

**Ivan Capelli, Elettrotecnica Ivan S.r.l.**

*"Fronius offers first-class support, both during and after purchase. The support from the Fronius Solar.SOS hotline enables us to provide a fast on-site service, much to the satisfaction of our customers."*

**Brenton Hielscher, Hielscher Electrical**

## Sales & marketing support

Business success is neither a matter of course nor one-sided. This is why we offer our Fronius System Partners targeted support. Our sales and marketing experts have already developed several measures and are always on hand with help and advice.

**Fronius System Partners are supported by our sales and marketing experts.**

- Your company listed online in the Fronius installer search
- Provision of promotional and trade fair materials such as brochures, flyers, or dummy products
- Special terms for one's own installations
- Use of the Fronius System Partner logo

## Technical support

**Fronius System Partners offer their customers the best, fastest service, and we give 100 % to enable them to achieve this:**

- Free access to the Fronius Solar.web Premium online platform and Solar.SOS
- Priority treatment on the Fronius Technical Support hotline and for support requests via e-mail
- PC board ordering with Fronius Solar.SOS – 24/7 access



# Become a Fronius System Partner quickly and easily

**1. Apply online at:**

[fsp.fronius.com/registration](https://fsp.fronius.com/registration)

**2. You will soon receive an e-mail inviting you to take part in the qualification training, which will include:**

- The link to the Fronius training courses
- The activation code to register for the training

**3. Take the next steps:**

- Click on the invitation link
- Select the appropriate training session on the date of your choice
- Register using the activation code

**4. Complete the System Partner qualification training**

**5. Complete the acceptance process via the confirmation e-mail:**

- Follow the link
- Log in with your e-mail address
- Accept the conditions for participation in the Fronius System Partner program

**Congratulations and welcome!**

**You are now a Fronius System Partner!**



# 100 % advantages for Fronius System Partners

The key to shared success: your professional advice, marketing, and installation of our systems. We are on hand from the word go and support you with first-class tools.

Greater knowledge for a greater future: we impart valuable knowledge regarding our Fronius system solutions – from planning, design, and installation, to maintenance, all the way through to the extension of existing systems for energy sector integration. You become an on-site expert, who can offer your clientèle the best possible advice and promote the increased use of solar energy.

Whether on site with the customer or within your own company, as a Fronius System Partner and user of our apps and digital tools, you can count on preferential service and uncompromising support around the clock. From installation to maintenance, all the way through to repairs, we make your day-to-day work easier and save you valuable time and money. We are always on hand, across all channels, with tried-and-tested solutions and a rapid spare parts service whenever it is needed.

As a Fronius System Partner, you have free access to all of our digital tools. This not only saves you effort, time, and money, but also gives you access to all key performance and consumption data at all times. This enables you to optimize any photovoltaic system, opening up even more applications for solar energy to your customers.

Exclusive sales and  
marketing tools

Sustainable know-how

Unique support

Expanding the future

# Responsible innovation since 1945



Founded in 1945 as a regional one-man operation, we are now a global player. And yet, at heart, we are still a family-owned company from Austria, active in photovoltaics, welding, and battery charging technology. We have always developed products and solutions for a future worth living in, offering our customers an all-in-one package in the process: from advance planning and consulting to ongoing monitoring and a repair service tailored to their specific needs. We are innovative. We are curious. We are Fronius.

## Sustainable together, successful together

Within the scope of the Fronius System Partner program, we reinforce our commitment with the strength of the community. Together with over 4,000 Fronius System Partners throughout the world, we give 100 % for renewable energy, install innovative Fronius system solutions and open up new opportunities for every customer to use solar energy – all under the motto of “Energize your life”. The close

partnership with our Fronius System Partners forms the basis for our shared success and the use of renewable energy in an increasing number of applications. This allows us to shape a future worth living in that benefits everyone, from an economic, ecological, and social perspective. We give 100 % to achieve 100 %. Together we can achieve more. Thank you to all current and future Fronius System Partners.

More information on Fronius, our global sales partners and representatives can be found at [www.fronius.com](http://www.fronius.com)

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