

/ Perfect Welding / Solar Energy / Perfect Charging



SAME ELITE PROGRAM, ALL NEW PERKS AND BENEFITS



SOLUTIONS PROVIDER

BUILDING SUPERIOR SOLUTIONS FOR THE SOLAR INDUSTRY

THE FRONIUS SOLUTIONS PROVIDER

/ Solar is a growing industry with new challenges for installers popping up everyday. Warranty work can require a huge time commitment with less value gained. A less than helpful manufacturer can add to this problem, leading to more work and a greater time commitment, ultimately affecting the installer's relationship with their customer. The Fronius Solutions Provider (FSP) program addresses O&M challenges while providing an installer direct link to Fronius.

HIGHER REIMBURSEMENT FOR WARRANTY WORK

BETTER RELATIONSHIP WITH YOUR CUSTOMER



DIRECT COMMUNICATION WITH THE MANUFACTURER



WHAT IT MEANS TO BE A FSP

As a preferred Fronius Solutions Provider installer you get:

ADD WARRANTY REPAIR TO YOUR BUSINESS PORTFOLIO

/ Higher reimbursement charges to compensate for warranty work.
/ FSP specific phone line to decrease wait times on site

ENGAGE DIRECTLY WITH THE FRONIUS TECHNICIANS

/ Regular visits from Fronius Technical Sales Advisors and Sales mean installers are aware of potential pain points and can get ahead of them before they even become an issue.
/ Windows for communication open for feedback, positive or negative, can be given directly to Fronius
/ Opportunities to beta-test allow installers to provide feedback during the development phase

ENHANCE YOUR CUSTOMERS PV EXPERIENCE

/ Sales and marketing training mean ability to sell more confidently to your end customer
/ Continuing education and webinars allow installers to have constantly updated information and makes for the best service



/ HIGHER REIMBURSEMENT
/ LIMITED TRUCK ROLLS = MORE \$
/ REBATES FOR INSTALLATIONS
/ ADDITIONAL TRAINING & PV KNOWLEDGE
/ LEADS & BUSINESS GROWTH
/ BECOME A PART OF THE FRONIUS TEAM

HOW TO BECOME A FRONIUS SOLUTIONS PROVIDER

Take NABCEP courses with our technicians and join the ranks of FSP

1. Contact pv-training-usa@fronius.com to register
2. Coordinate your schedule with our training team, sign up for as many or as few courses as you like!
3. Take courses, sign your agreement and become FSP! Now you can order spare parts and begin commissioning services for your business.

/ For further information about the Fronius Solutions Provider Program contact Fronius USA at (219) 734 5500