

/ Perfect Welding / Solar Energy / Perfect Charging



SHIFTING THE LIMITS



**EXCEPTIONAL SERVICE  
QUALITY IS POSSIBLE.  
BECAUSE WE RELY ON  
STRONG PARTNERS.**



/ Solar Energy  
The Fronius Service Partner Programme

/ You install perfect photovoltaic systems. What happens next? Give your customers even more – a world-class after-sales service. With the Fronius Service Partner Programme and the fastest service plan on the market.





## **THE HIGHLIGHTS OF THE FRONIUS SERVICE PARTNER PROGRAMME:**

### **TECHNICAL KNOW-HOW STRAIGHT FROM THE MANUFACTURER**

/ We share with you our enthusiasm for technology: from planning and installing a PV system to servicing an inverter.

### **THE FASTEST SERVICE PLAN ON THE MARKET**

/ Provide your customers with the fastest service using the PC board replacement concept. In just one visit, you will have the Fronius inverters at the installation location up and running again in no time.

### **THE BEST SUPPORT**

/ Our technical hotline will provide you with expert support for every service visit.

### **EXCLUSIVE SERVICES**

/ Benefit from our professional sales and marketing support, attend regular events and much more. Use the exclusive Fronius Service Partner logo in your advertising.

## **PC BOARD REPLACEMENT CONCEPT: FOR THE FASTEST SERVICE ON THE MARKET.**

/ Only Fronius Service Partners are permitted to replace PC boards in inverters during a service visit. You really stand out from your competitors. You save time and money. And impress your customers with the speed of your service and your expertise.

### **TRAINING COURSES**

/ Attend our training courses and qualify as a Fronius Service Partner. With practical training, we provide you with the necessary technical and service expertise to impress your customers.

### **TECHNICAL SUPPORT**

/ Our technical hotline supports you with troubleshooting during service visits. Together, we decide on the action that needs to be taken.

## **FRONIUS SERVICE CASE**

/ The Fronius service case contains replacement PC boards and components. Inverters can therefore be attended to immediately on-site.

# **PC BOARD REPLACEMENT CONCEPT**

/ We lay the foundations of the Fronius PC board replacement concept as we develop our inverters. After all, PC boards can only be replaced if the device has been designed accordingly. The result: a unique and efficient service plan that enables you to offer your customers the fastest inverter servicing on the market.



## FRONIUS SERVICE PARTNERS BENEFIT FROM OUR SUPPORT.

/ As a Fronius Service Partner, you can choose between many offers. These support you in your day-to-day business and give you an additional competitive edge.



### FRONIUS PARTNERWEB

/ The online platform with exclusive information for Fronius Service Partners. Operating instructions, certificates, brochures and data sheets are all available from the Fronius Download Center.

### FRONIUS SERVICE PARTNER NEWSLETTER

/ As a Fronius Service Partner, you will receive regular updates on technical and sales-related matters.



### FRONIUS INSTALLER SEARCH

/ Your customers can find you quickly and easily using our internet-based installer search function.



### **FRONIUS TRAINING COURSES**

/ Expand your knowledge. During our seminars we share our know-how with you.



### **FRONIUS SERVICE PARTNER EVENTS**

/ Use our regular events as an opportunity for networking and sharing personal experiences with other installation engineers and Fronius employees.

### **SALES AND MARKETING SUPPORT**

/ Choose from a wide range of advertising material, give-aways and promotional items.



### **FRONIUS SERVICE PARTNER LOGO**

/ Show off your expertise: use the Fronius Service Partner logo in advertisements and publicity material.

## **BECOME A FRONIUS SERVICE PARTNER**

1. Attend and complete the Fronius Service Partner qualification workshop.
2. Sign the Fronius Service Partner contract.
3. Purchase your Fronius service case – and you're off!

/ Visit [www.fronius.com](http://www.fronius.com) for information about the latest training courses

/ Something else you will appreciate: there is no membership fee! There is a variable charge for training courses and optional offers.

# WE HAVE THREE DIVISIONS AND ONE PASSION: SHIFTING THE LIMITS OF POSSIBILITY.

/ What Günter Fronius started in 1945 in Pettenbach, Austria, has now become a modern day success story. Today, the company has around 3,700 employees worldwide and has been granted more than 800 patents. Our goal has remained constant throughout: to be the innovation leader. We shift the limits of what's possible. While others progress step by step, we innovate in leaps and bounds. The responsible use of our resources forms the basis of our corporate policy.

## PERFECT WELDING

/ We develop products and complete systems - both manual and automated - as well as the corresponding services for our customers in the global welding technology market. We have made it our goal to decode the "DNA of the arc".

## SOLAR ENERGY

/ The challenge is to make the leap to a regenerative energy supply. Our vision is to use renewable energy to achieve energy independence. With our services, inverters and energy-storage systems for optimising energy yields, we are one of the leading suppliers in the photovoltaics sector.

## PERFECT CHARGING

/ As know-how leaders in the world of battery charging, we deliver exceptional solutions to create the maximum benefit for our customers. For the intralogistics sector, we are committed to energy flow optimisation for electric forklift trucks and are constantly striving for the next innovation. Our powerful charging systems for vehicle workshops guarantee safe and reliable processes.

Further information about all Fronius products and our global sales partners and representatives can be found at [www.fronius.com](http://www.fronius.com)

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