

/ Perfect Welding / Solar Energy / Perfect Charging



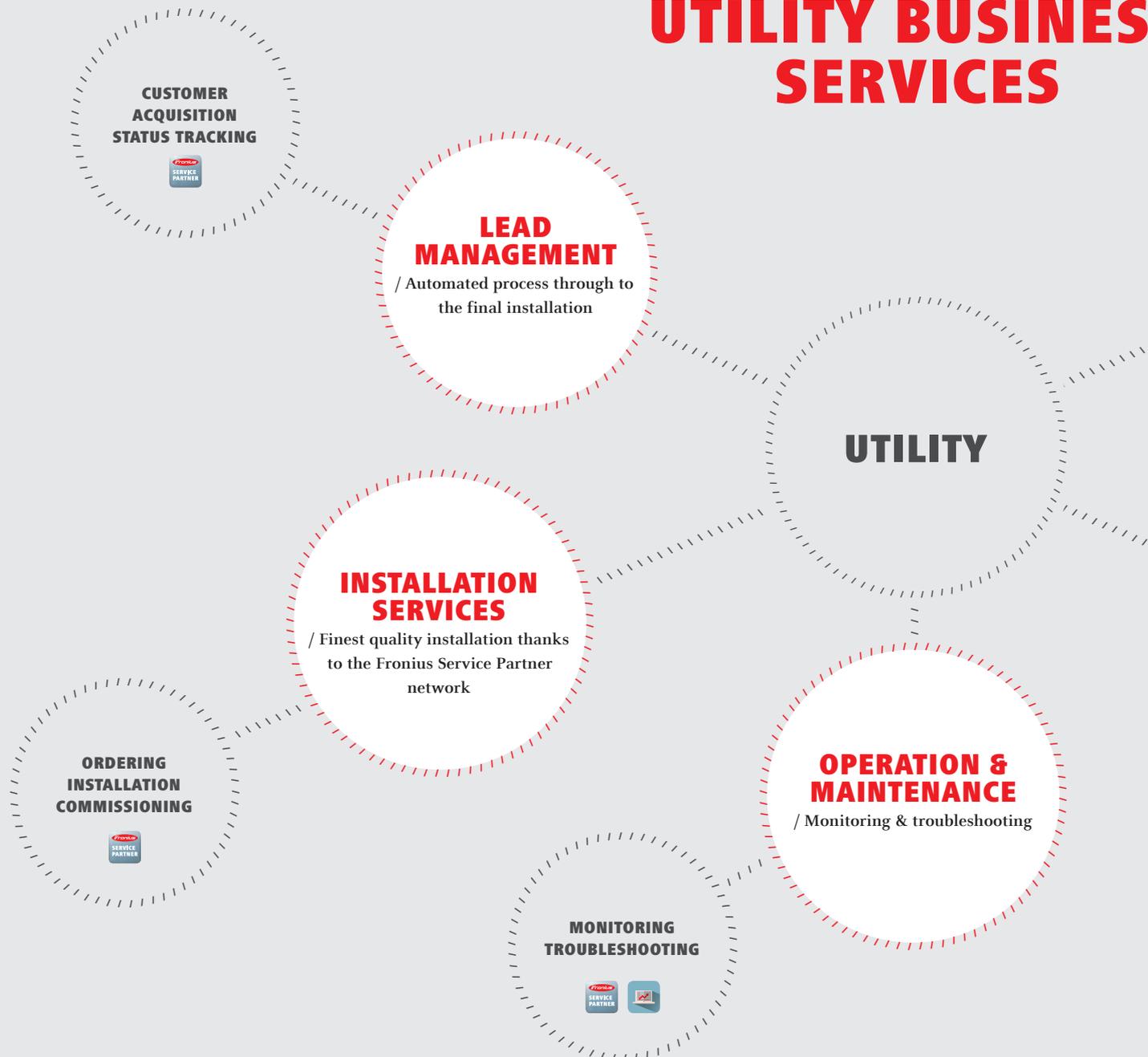
**BESPOKE SERVICES FOR  
ENERGY SUPPLIERS ARE POSSIBLE.  
BECAUSE WE ARE THE STRONG PARTNER  
FOR NEW MARKET CHALLENGES.**

/ Fronius Utility Business Services

# THE ENERGY INDUSTRY IS IN A STATE OF FLUX

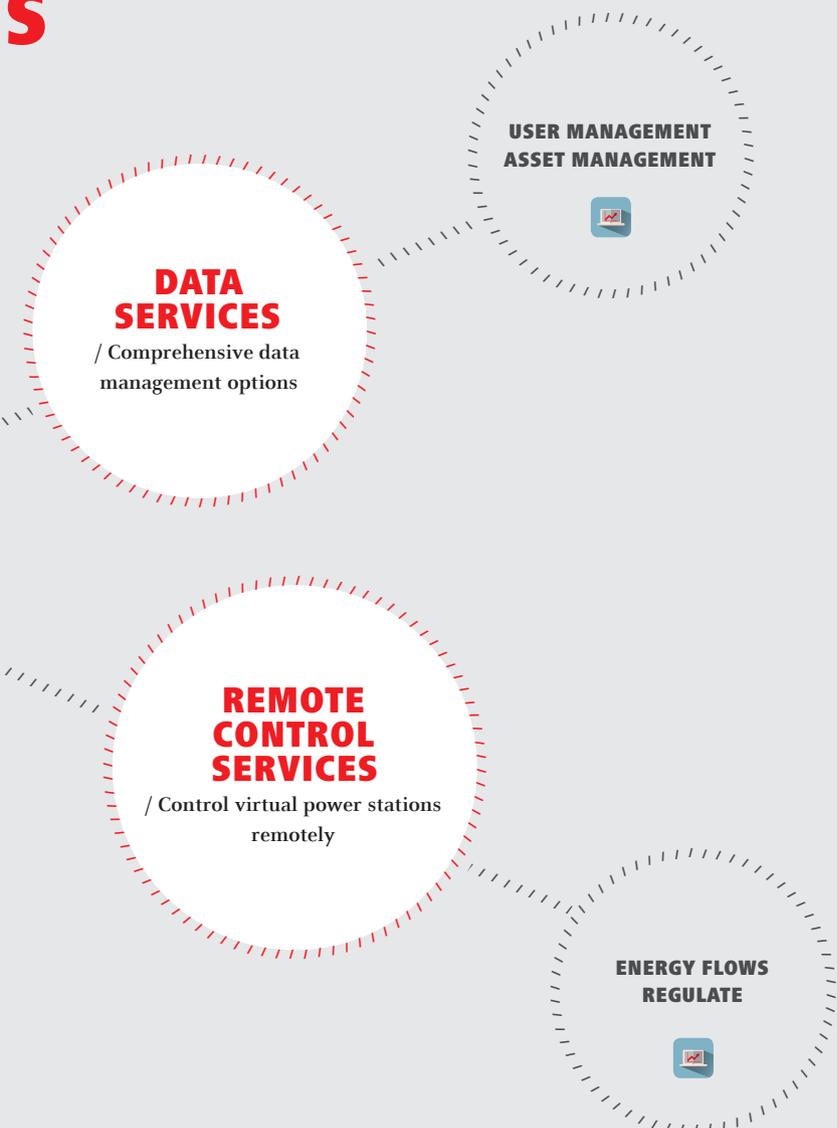
/ The energy market is awash with new opportunities: the departure from traditional roles, growing importance of virtual power plants and decentralised, intelligent storage systems to head-on, it is important to have a strong partner by your side. In Fronius you can count on the vision of 24 hours of sun is exactly what this energy future is all about. With Fronius comprehensive package from a reliable source with years of experience

## FRONIUS UTILITY BUSINESS SERVICES



increasingly blurred market boundaries and the ever-name but a few. In order to meet these developments perfect companion for travelling this shared path. Our Utility Business Services, we offer energy suppliers a

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## LEAD MANAGEMENT

/ As soon as your customers express an interest in PV systems and storage solutions, we accompany you every step of the way. The Lead Management system from Fronius means we support you right from the customer acquisition stage and - together with our Fronius Service Partners - take care of the entire process from consultation and quotation through to final installation. Our handy online tool keeps you in the loop at all times

## INSTALLATION SERVICES

/ Once new customers have been successfully acquired and a storage solution has been requested, the rest of the process is handled by us. Together with our highly qualified Fronius Service Partners we look after the entire installation, from ordering components through to installing and commissioning the system itself.

## DATA SERVICES

/ Keep a constant eye on your virtual power plants with Fronius Data Services. All the information you need on your intelligent storage networks is available round the clock. In our data centres, we ensure the highest levels of availability and that your data is always stored in accordance with the latest security standards

## REMOTE CONTROL SERVICES

/ Remote Control Services are destined to become increasingly important for managing large numbers of decentralised power stations and storage systems. Fronius works together with you to provide solutions that allow you to effortlessly control your energy flows and actively contribute to grid stability.

## OPERATION AND MAINTENANCE

/ To guarantee the maximum availability for your decentralised power stations and storage networks, Fronius offers you a range of services from monitoring through to efficient troubleshooting. Here too we work with specially trained and certified Fronius Service Partners for your success.



Services provided through our Fronius Service Partner network



Services provided through Fronius Solar.web

# WHY WALK WITH FRONIUS?

/ A new era is dawning in the energy supply industry. The market is being transformed and a completely new reality is awaiting us all. Joining with Fronius allows you to enter this new age with an experienced and innovative partner by your side. Together we can turn our vision of 24 hours of sun into reality!



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

/ Whether welding technology, photovoltaics or battery charging technology – our goal is clearly defined: to be the innovation leader. With around 3,700 employees worldwide, we shift the limits of what's possible - our record of over 800 granted patents is testimony to this. While others progress step by step, we innovate in leaps and bounds. Just as we've always done. The responsible use of our resources forms the basis of our corporate policy.

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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