



**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 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.

THREE BUSINESS UNITS, ONE GOAL: TO SET THE STANDARD THROUGH TECHNOLOGICAL ADVANCEMENT.

What began in 1945 as a one-man operation now sets technological standards in the fields of welding technology, photovoltaics and battery charging. Today, the company has around 4,550 employees worldwide and 1,241 patents for product development show the innovative spirit within the company. Sustainable development means for us to implement environmentally relevant and social aspects equally with economic factors. Our goal has remained constant throughout: to be the innovation leader.

PERFECT WELDING

Our mission is Perfect Welding; a task we have approached with passion and skill for decades in order that our customers can join materials with the perfect weld seam. With our outstanding technologies and services and together with our customer's applications, not only do we solve their specific welding technology problems, but we also make a substantial contribution to increasing their productivity.

SOLAR ENERGY

Our mission is to achieve 24 hours of sun. Day after day we are hard at work turning this vision of a future in which 100% of the world's energy needs are covered by renewable sources into a reality. We are therefore concentrating on solutions to intelligently, efficiently and economically generate, store, distribute and consume solar energy.

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

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