

SOLCOR BRINGS SOLAR ENERGY TO CHILE

A success story

The Chilean government has set itself the goal of obtaining at least 20 percent of its energy from renewable sources by 2025. Solar business Solcor is a key player in making this happen. Since it was founded in 2015, the company has installed a total of 10,000 kWp, commissioned eighty projects and has a further 60 in the offing. In Fronius Solcor has found a strong partner with a shared vision: a world in which we use 100% renewable energy.



Solcor has expanded significantly within the space of a few years. The team has grown from the five original employees to a workforce of 40 and the company is now one of the leading suppliers in the renewable energy sector in Chile.

The ESCO model also largely contributed to this success; Solcor was an out-and-out pioneer in Chile. Through the model, Solcor acts as an energy service company by developing, installing and financing solar projects. The aim is to lower operating costs and help its customers to be sustainable without the need to lay out a big investment.

“As an ESCO, it is important to us that our systems should have a long lifespan. They need to stay in operation for at least 25 years with low OPEX.”

Alexander Decock, owner and General Manager of Solcor, Chile

WHAT IS THE ESCO MODEL?

/ The ESCO owns the PV system and is responsible for its operation and performance

/ The customer purchases the generated electricity from the ESCO



WHAT ARE THE THREE MOST VALUABLE ASPECTS OF THE FRONIUS SERVICE PARTNER PROGRAMME FOR SOLCOR?

/ The fact that people really understand their work. It's not just about connecting cables to an inverter; they understand how the inverter works and what it does.

*/ The PC board replacement process is the main plus.
/ Their people are motivated, as they are taught the specifics (it's not just about replacing entire units, like the inverter, they understand how to repair parts too).*

Alexander Decock, Solcor Chile



SOLCOR AND FRONIUS

Solcor began working with Fronius two years ago. What differentiates Fronius from other suppliers? Alexander Decock answers without hesitation: *"The after-sales service based on the PC board replacement process."* He adds: *"The devices are very well designed and offer all the features you need."*

FOR SOLCOR THE CUSTOMER IS KING

What Fronius and Solcor have in common is their long-termism. Alexander Decock comments: *"Systems should be operated for at least 25 years with low OPEX (operating costs). The installation is the key to this. The systems are manufactured using the best materials, while maintenance and cleaning costs are kept low as all the parts can be accessed easily. Servicing and the after-sales service are very important to us."*



/ Solcor aims to make solar energy accessible to all types of business. Its projects include a number of vineyards, companies and the president's house in Chile.



SYSTEM DATA	Size of installation	System type	Inverter	Commissioned
RIO CLARO, CHILE	130 kWp	Field installation	4 Fronius Eco 25.0-3-S	October 2018

