



WHY BECOME AN IBC SOLAR PARTNER?

Your Distributor and Solutions Provider
for Solar Energy.



THIS IS IBC SOLAR

IBC SOLAR is a leading global provider of photovoltaic and energy storage solutions and services.

- **FOUNDED IN 1982**
and since then in family ownership.
- **4.2 GIGAWATTS**
of installed power.
- **MORE THAN 1,000
PREMIUM PARTNERS**
in over 30 countries.
- **WORLDWIDE REALIZED**
solar parks, self-consumption systems for commercial enterprises and private households, off-grid photovoltaic systems and diesel hybrid solutions.

WHY BECOME AN IBC SOLAR PARTNER? 2



WHY BECOME A PARTNER WITH IBC SOLAR?

When we talk about partners at IBC SOLAR, we mean this literally and act accordingly. That's why we help you to be successful on the market with our "International Partner Programme", support you where we can and are always willing to listen to your needs and questions. Benefit from the extensive services and marketing initiatives and receive special discounts and conditions.

BEING SUCCESSFUL TOGETHER!

Preferred Premium Partners



It is important for large module volumes to be supplied quickly and in the expected quality for large projects in the commercial segment. This is something IBC SOLAR can ensure at all times. This means that I can guarantee my customers reliable on-time installations of the best quality."

Axel Alm, CEO of Solkompaniet in Sweden



When you collaborate with IBC SOLAR you can be assured to have one of the biggest system houses in the world with a vast experience from which you benefit."

Martin Villiger, Managing Director of ch-Solar AG in Switzerland



The main reason why we work with IBC SOLAR is because of its service, the stock it maintains and the security that comes from working with a company with over thirty years of experience."

Manuel Balet, Owner Enerland 2007 Fotovoltaica, S.L in Spain

BECOME LEADER

Being successful in your area through the advantages of a partnership with IBC SOLAR.

BROAD PRODUCT RANGE

Products which meet the highest standards. Components which complement each other perfectly.



QUALITY PROMISE

Our excellent product quality and service is the result of extensive tests.



COMPETENCE CENTER

Your training partner for PV. Professional, versatile and worldwide. E-Learning, webinars and tailor-made seminars and trainings.

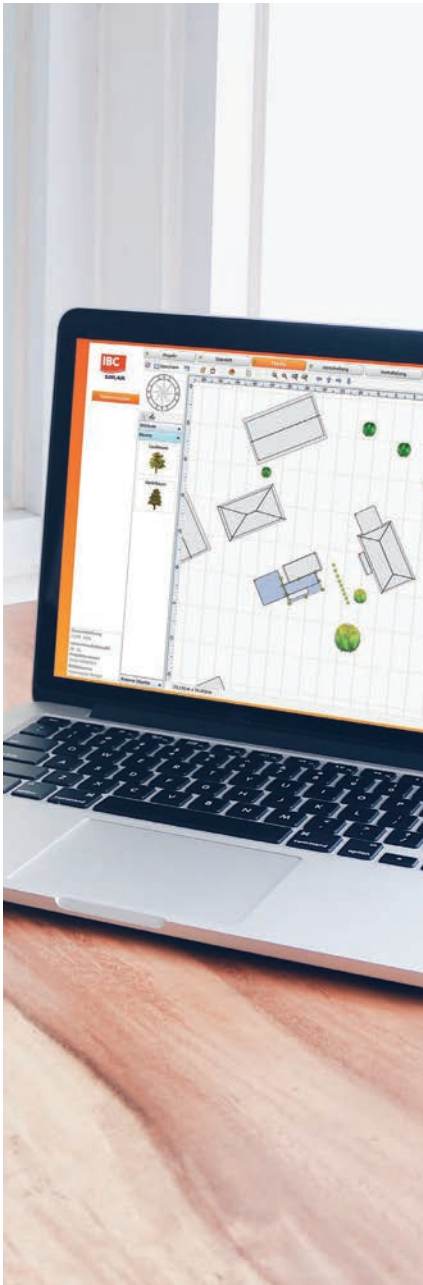


BOOST SALES

Being successful with leading tools that support you in generating sales.

PV MANAGER

The most powerful planning tool on the market gives you more time for your customers.



POWERCALCULATOR

Integrate your personalized PowerCalculator in your website and get more customers.



TECHNICAL SERVICES

Enables you to develop and implement commercial- and utility-scale power plants that deliver superior system-level performance.



DRIVE GROWTH

By focusing on your core business with our full-service support.

ORDER MANAGEMENT

24/7 online shop with direct interface to the PV Manager.



ONE-STOP-SHOP

22,000 m² own storage area plus external storage space for several hundreds of articles. Picking and dispatch to your installation site.



FOCUS ON YOUR OWN CORE BUSINESS

Whether it be sales, marketing or technical issues, we support you in every case. Be part of a big network.



ADDITIONAL INTERNATIONAL PARTNER PROGRAMME



Being successful together!

Through an additional two level partner programme, our key costumers receive special services and discounts. This enables us to support you in your individual market positioning.



	Premium Partner	Preferred Premium Partner
PRESALES SUPPORT		
Competence Center	10 % discount on IBC SOLAR training courses	25 % discount on IBC SOLAR training courses
Marketing consulting and support, PR		Two joint press releases each year
CUSTOMER ACQUISITION		
Great benefits through a strong brand		Defined advertising budget for joint marketing measures (0.5% of the previous year's revenues, maximum of € 1,500)
IBC solar power calculator	10% discount	25 % discount
Online marketing support		Advertising presence on the IBC SOLAR website
SYSTEM PLANNING		
PV Manager	Free individual PV Manager seminars	Free individual PV Manager seminars
Technical services	10% discount	25% discount + Free product information – Webinar "What's new at IBC"
ORDER PROCESSING + E-COMMERCE		
Logistics and export handling	Yes	Yes
Local forwarding companies		Potential cooperations with local transport companies, advice on logistics issues (storage)
OCI interface		OCI connection: between your ERP system and the IBC SOLAR online shop (simplifies the order process)
Financial aid	Individual payment agreements	Individual payment agreements
CUSTOMER SERVICE		
Consulting	Information every six months on trends and the development of the market	Information every six months on trends and the development of the market
Participation at Premium Partner events	Yes	Yes

WE LOOK FORWARD
TO WELCOMING YOU
AS A NEW PARTNER.



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