



SHIFTING THE LIMITS

WHY FRONIUS Fronius Differentiators

A vision for the future: 24 Hours of Sun

- / We believe in a future where we cover our energy needs 100% with renewable energy sources. A world of 24 hours of sun.
- / To turn 24 hours of sun into a reality for all of us, it requires technologies and solutions that make it possible to generate and store renewable energy with incomparable efficiency. And to distribute and consume that energy in a smart way – Fronius offers products and solutions for that. Learn more at www.24hoursofsun.com

Diversified and stable company across the globe

- / Privately held, family owned company, managed by third generation of family leadership
- / Over 3,500 employees worldwide
- / Three separate business units: Perfect Welding, Perfect Charging and Solar Energy
- / Deep global reach with local subsidiaries in 24 countries and innovation and quality leadership within each division
- / Strong commitment to the US market: 400,000-square-foot US headquarters housing domestic manufacturing, technical support, and a constantly expanding staff
- / Highly motivated team with years of industry experience and a dedication to excellent customer relationships

Bankable with proven track record: 70 years of global market leadership

- / Profitable & financially stable with a focus on the long-run
- / Proven product quality and performance track record, manufacturing solar inverters for over 20 yrs.
- / Nearly 1,000,000 solar inverters installed
- / A strong commitment to quality: extensive endurance tests that exceed the standards

An unparalleled commitment to technology and R&D

- / 10% of revenue (not profits) are allocated for R&D efforts
- / Over 400 engineers are employed within the R&D group, over 1,000 active patents
- / Complementary technology platform for all three divisions - the core of each technology is power electronics
- / Whenever we innovate, our goal is to optimize performance, increase uptime and decrease cost while delivering feature rich solutions that are easy to deploy and operate.

Unique product platform: The Fronius SnapInverters

- / Fronius offers a consistent string inverter line from 1.5 to 24.0 kW with the same look & feel
- / Identical system design, installation and commissioning process for any Fronius SnapInverter from 1.5 to 24.0 kW
- / Integrated AFCI, Wi-Fi, SunSpec Modbus and Advanced Grid Features
- / Free for a lifetime online monitoring platform Fronius Solar.web, including apps for iOS, Mac and Android
- / Certified RGM accuracy option for Fronius Primo residential inverter without additional meter, wiring or labor
- / NEC 2014 compliant with the Fronius Rapid Shutdown Box
- / NEMA 4X rating for installation in unprotected outdoor area

Design flexibility

- / Wide voltage windows and dual MPPT for easiest system design
- / The Fronius Primo offers most flexible string sizing, string length as short as 2 or 3 modules (80V startup voltage)
- / Inverter oversizing of up to 150% allowed within warranty
- / Unbalanced MPPTs for different array sizes and orientations
- / Complete commercial inverter line (Fronius Symo) for any industrial or municipal building, car port or ground mounted systems

Ease of installation

- / Easy and quick to install in 15 min or less per inverter with user-friendly hinged-mounting system ("snap-in")
- / Simple and light weight installation requires only 1 person to install
- / Easy monitoring setup via smartphone app – even the home owner can do it
- / High integration (such as fusing, datalogger, Wi-Fi, Modbus. Revenue Grade Metering, etc.) to eliminate cost, save labor time, simplify supply chain and reduce number of boxes
- / Only string inverters to allow for mounting completely flat on a roof or on a pole



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Serviceability and Lowest Total Cost of Ownership

- / Fronius Service Provider program (FSP): the most advanced field service network for string inverters
- / FSP first launched in 2003 in Europe, now offered in 30 countries with thousands of certified FSP's
- / Field serviceability of complete inverter product line, repair with one truck roll & typically within 30 minutes
- / Minimizes downtime & service costs while maximizing power production, ROI and system owner satisfaction
- / Industry leading technical support based in the US
- / Ongoing support for legacy and phased out products, including 20+ yrs. old inverter line

PRODUCT ANIMATIONS

Below are links to some short videos and animations for the Fronius SnapINverter line, Fronius solutions and Fronius' unrelenting commitment to quality.

Fronius SnapINverter Videos:

- / Fronius SnapINverter line overview
<https://www.youtube.com/watch?v=nvjJMpq8qo>
- / Installation of SnapINverters
<https://www.youtube.com/watch?v=USYQ01RnGrk>
- / Wi-Fi setup via smartphone app
https://www.youtube.com/watch?v=u_DX7PmHPXQ

Fronius DATCOM Animation:

- / Future proof monitoring
<https://www.youtube.com/watch?v=GT5icWloEkw>

Fronius Quality Overview:

- / Fronius endurance tests
https://www.youtube.com/watch?v=PQ_PTZCB3Ek

ADDITIONAL RESOURCES

Fronius Galvo residential inverter

http://www.fronius.com/cps/rde/xchg/SID-F7AC6DD4-173D9446/fronius_usa/hs.xsl/2714_10782.htm#.Vdc3b6RVhBc

Fronius Primo residential inverter

http://www.fronius.com/cps/rde/xchg/SID-F7AC6DD4-173D9446/fronius_usa/hs.xsl/2714_11381.htm#.Vdc3UKRVhBc

Fronius Symo commercial inverter

http://www.fronius.com/cps/rde/xchg/SID-F7AC6DD4-173D9446/fronius_usa/hs.xsl/2714_11141.htm#.Vdc3taRVhBc

Brochures and downloadable copies of the above animations can be found on our website: www.fronius-usa.com