

/ Perfect Welding / Solar Energy / Perfect Charging



## WHY FRONIUS? WE OFFER SOLAR SOLUTIONS THAT LAST.



[www.24hoursofsun.com](http://www.24hoursofsun.com)

/ We believe in a future where humankind covers 100% of our energy requirements from renewable sources: a world of 24 hours of sun. Solar energy plays a key role in this world - both day and night, summer and winter. This future is already fast approaching as more and more people are converting to solar. To drive this major change forward we are developing technologies that help make solar the cornerstone of our future energy systems. Visit [www.fronius.com](http://www.fronius.com)



# FRONIUS: LEADING THE WAY FOR OVER 75 YEARS



## SHIFTING THE LIMITS RIGHT FROM THE START

When Günther Fronius developed the first battery charging system in 1945, he laid the foundations for what the company has represented for over 75 years: the constant search for pioneering solutions to the technical challenges of the times.

## A GLOBAL FAMILY-RUN ENTERPRISE

In developing new markets for Fronius, our desire never changed: to be the technology and quality leader. Today we have 34 international Fronius subsidiaries and sales partners in more than 60 countries.

## HEALTHY BUSINESS – EXCELLENT CREDIT RATING

We at Fronius think in terms of sustainable growth, not quarterly figures. We are not motivated by share prices, but by exciting innovations. This enhances our strength and stability.



From top to bottom

/ An interview with our founder Günther Fronius can be found at [www.fronius.com/howitbegan](http://www.fronius.com/howitbegan)

/ Klaus Fronius, Managing Director since 1980 together with his sister Brigitte Strauss. He moved to the Company's Supervisory Board in 2012.

/ Elisabeth Engelbrecht Müller-Strauss, Managing Director since 2012

The rating agency Dun & Bradstreet (D&B) assigned a best-possible risk indicator of 1 to Fronius for several years now, which firmly underlines our responsible use of resources.

# MANUFACTURER CHECKLIST:

The inverter is the heart of your PV system. Your entire investment's rate of return in the form of generating renewable energy from solar power depends on this inverter. Your choice of inverter should therefore never be left to chance. Ask yourself the following question:  
which manufacturer promises me the best long-term energy yield from my PV system?



## COMPANY CHECKLIST



/ How long has the company been around for?	/ Fronius was founded by Günter Fronius in 1945
/ How long has it been active in the field of solar technology?	/ Fronius is active in solar technology since 1992
/ Is the firm a listed stock corporation?	/ Fronius is privately owned for more than 70 years
/ Is the firm in a stable ownership structure?	/ Fronius is a family-run company
/ Does the company have any alternative sources of revenue?	/ Fronius is successfully active in three industry sectors



## QUALITY CHECKLIST



/ Does the company have a certified quality management system?	/ Fronius has been fully certified in accordance with ISO 9001 for over 20 years
/ Are the products of a high quality?	/ Fronius stands for high-quality products „Made-in-Austria“: our solutions have been regularly awarded the Plus X award



## SERVICE & SUPPORT CHECKLIST



/ Does the company possess a service hotline?	/ Our technical support is available worldwide
/ Does the company provide service support in my country?	/ Yes, Fronius offers service support in more than 70 countries, and in Australia there are over 150 qualified Fronius Solutions Partners who can service inverters on-site with one trip



## FUNCTIONALITY CHECKLIST



/ Is it possible to upgrade the inverter with new functions?	/ Fronius inverters are fitted with plug-in card slots
/ Does the inverter have any open interfaces?	/ Yes, allowing easy integration into 3rd party systems
/ Can the inverter be serviced on-site?	/ Yes, our inverters can be serviced on-site



## WARRANTY CHECKLIST



/ What services are included within the manufacturer's warranty?	/ Fronius Warranty Plus covers: materials, transport, servicing; Fronius Warranty covers: materials
/ How is a warranty claim processed?	/ Fronius offers a paperless and formless claim handling procedure with a professional Fronius Support team

# 1.

## DEVELOPED FOR LASTING PERFORMANCE

OFFER YOUR CUSTOMER THE BEST SOLUTION -  
TODAY AND TOMORROW.

The technological parameters for power generation are constantly evolving. Highly functional inverters that can keep your PV system producing high yields for decades are therefore needed. That is why we make sure that every new solar technology and solution we develop improves reliability, increases energy yield and makes the PV system more future-proof.

Fronius has been fully certified in accordance with ISO 9001 for over 20 years. We subject our inverters to extensive endurance tests during the development phase. Every single Fronius inverter undergoes quality control tests before dispatch. Experience the creation of a quality Fronius product "Made in Austria"!

### TESTED FOR TARGET LIFESPAN



**2,160h**  
NASA Mars Rover Spirit



**5,000h**  
Car engine



**10,000h**  
Miele washing machine



**80.000h**  
Fronius  
inverter

### QUALITY ASSURANCE

#### NOMINAL OUTPUT TEST

Across the entire input voltage range

#### BURN-IN TEST

Brief bursts of intensive operation with temperature changes

#### TEST SERIES FOR OPERATIONAL RELIABILITY

High-voltage test, insulation test and functionality test of protection devices

LIVE TEST DATA TRACKING: REACTS  
EVEN BEFORE TOLERANCE LIMITS ARE REACHED



**MARTIN HACKL**  
GLOBAL DIRECTOR  
SOLAR ENERGY

*"Every day, we work hard to realise our vision of 24 hours of sun, a future powered 100% with renewables. That is why we're developing new solar technologies that inspire our customers and impress through sheer quality."*



**THOMAS HERNDLER**  
FRONIUS CTO

*"Every Fronius inverter is tested thoroughly before dispatch. After all, a penny invested in quality assurance saves a pound for us and our customers."*

Fronius endurance tests up close and personal:  
[www.fronius.com/endurancetests](http://www.fronius.com/endurancetests)

Quality through innovation – the video:  
[www.fronius.com/quality](http://www.fronius.com/quality)



## 2. SUPPORT WITHOUT CONDITIONS

WELCOME TO THE FRUSTRATION-FREE ZONE! - EVEN AFTER WARRANTY EXPIRATION.

A warranty certificate alone cannot guarantee competent and uncomplicated problem-solving. Our Fronius Support team on the other hand will never leave you high and dry, irrespective of problem causes, expiry periods and conditions. Another good reason to choose Fronius: we are always here for you.

Breakdowns tend not to obey standard office hours. That is why we developed Fronius Solar Online Support (SOS). Using Fronius SOS, installers can access a guide for solving the problem on-site via a laptop or smartphone using the inverter's serial number, or alternatively initiate the repair process. This also saves effort, time and money.

### WITH FRONIUS SOS

RETRIEVAL OF DEVICE DATA

ACCESS TO REPAIR INSTRUCTIONS

REQUEST SUPPORT OR REPLACEMENT SERVICE

RETRIEVE CURRENT SERVICE STATUS



SOS.FRONIUS.COM

24/7 AVAILABILITY

### EXTENDED HOURS OF TECHSUPPORT HOTLINE

ALL-ROUND SERVICE FOR YOUR TECHNICAL QUESTIONS

PROFESSIONAL SUPPORT BY EXPERIENCED ENGINEERS

LOCAL SUPPORT BASED IN MELBOURNE AND PERTH

MONDAY TO FRIDAY  
9.00am to 7.00pm AEST  
(5pm to 7pm skeleton staff)



**STEPHEN LEE**  
DIRECTOR,  
SGL SOLUTIONS PTY  
LTD

*"The Fronius SOS platform enables us to gain full access to device history on-site and order the right spare parts there and then with no delay in processing. This saves us time and phone calls to find out if the device is in warranty or not, which we can relay directly to the customer."*



**ADRIAN RIDDIFORD**  
MANAGING DIRECTOR,  
ENERGYSPEC  
ELECTRICAL

*"As a quality-focused electrician and solar installer, I have been extremely impressed with Fronius. The product warranties and ability to repair inverters on-site provides an outstanding service to our customers. Since making the switch to Fronius I have not looked back"*

Fronius Solar Online Support:  
[www.fronius.com/sos](http://www.fronius.com/sos)

The Fronius Solutions Partner Programm:  
<https://www.fronius.com/en-au/australia/photovoltaics/customers-partners/installers?>

# 3.

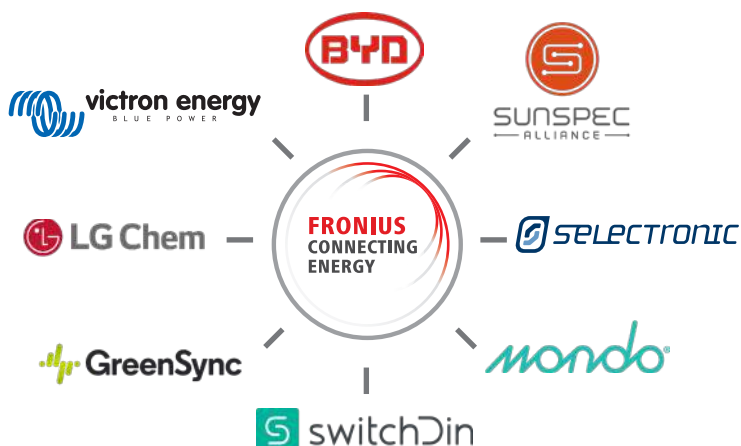
## WE THINK ABOUT TOMORROW

WITH A FRONIUS INVERTER YOU CAN ENSURE LONG TERM CUSTOMER SATISFACTION.

"It's not compatible. That only works with products from company XYZ". So you're not a fan of limiting competition? Neither are we! That's why we will do everything in our power to make sure you do not have to hear such statements from us. Fronius inverters have open data interfaces for integrating third-party components as well as free plug-in card slots for retrofitting new functions.

Here at Fronius, we believe that the developments towards 24 hours of sun and an energy future powered with 100% renewables can be promoted more quickly with the aid of sustainable, profitable solar solutions and cooperation between all drivers of technological innovation!

### WORKING TOGETHER FOR MORE



### ALREADY PREPARED FOR 24 HOURS OF SUN



CONTROL POWER CONSUMPTION AND STORE SURPLUS



**SMART GRID READY**

SMART CONTROL AND DISTRIBUTION AT GRID LEVEL



GOAL: COVER THE GLOBAL ENERGY DEMAND WITH 100% RENEWABLE ENERGY



**ROD SCOTT**  
CEO, SELECTRONIC  
AUSTRALIA PTY LTD

"Selectronic and Fronius are aligned in so many ways – not only do our multi-mode inverters integrate seamlessly with Fronius to give people more choice and flexibility - but we share the foundation of being a family-run company with a commitment to reliability and customer support."



**NIKKI JORDAN**  
PV SYSTEM OWNER

"Our PV system has been running with two IG60 HV inverters since 2007. We recently upgraded the system with a new Symo 10kW inverter. We use Solar.web monitoring, which we can display in our foyer to show our customers how much solar power we are generating."

Ready for the future of energy:  
24hoursofsun.com

# 4.

## PARTNERSHIP WITHOUT EXPIRY DATE

SETTLEMENT TAKES PLACE AT THE END. THAT IS WHY SERVICE AND SUPPORT QUALITY ARE CRUCIAL.

Over time, PV systems may require modifications in the course of technological progress. Whether it is for new guidelines on feeding-in energy, technical grid requirements or changes to the grid structure, Fronius product support will give you peace of mind when it comes to these changes.

Our inverters are endurance runners. In case of need they can be easily serviced on site. This saves you and your customers time and money.

### FASTEST ON-SITE SERVICE

COST-EFFECTIVE AND ENVIRONMENTALLY-FRIENDLY  
PCB REPLACEMENT

STRING INVERTER REPLACEMENT



FRONIUS  
SNAPINVERTER

MAX. 2 MIN

COMPETITOR PRODUCTS Ø  
10 MIN



**SHANE WILLIAMS**  
SERVICE MANAGER,  
MC ELECTRICAL

*"We love installing Fronius Inverters! Fronius inverters have created a mounting system that rivals many other manufacturers. The use of the back plate as the housing for the terminal block allows for quick and easy installation. When it comes to servicing the inverter, being able to replace individual component board onsite as a Fronius Solutions Partner is a great advantage."*



**RUDOLF MITTER**  
PV SYSTEM OWNER

*"Our PV system has been running with a Fronius Sunrise 2000 inverter since 1996. The Sunrise stopped working once when it was hit by lightning, but even that was quickly repaired."*

An age of discovery:  
[www.fronius.com/solar/history](http://www.fronius.com/solar/history)

# A FRONIUS WARRANTY CAN BE RELIED UPON

A Fronius warranty is backed by a stable family-run business with over 28 years of experience in the solar sector, as well as the outstanding quality of our Fronius Support team and Fronius Solutions Partners.

Our products come with a 5+5 years warranty\*. This includes five years Fronius Warranty Plus for the first five years (transport within Australia, materials and labour), plus all products registered in Fronius Solar.web within 24 months of installation receive an additional five years Fronius Warranty\* (materials only) for free. For customers seeking extra peace of mind, an additional five years Fronius Warranty can be purchased in Solar.web, extending the warranty up to 15 years. After registering, you will have access to the following services:

## WARRANTY COVER OF UP TO 15 YEARS FOR REGISTERED PRODUCTS

/ Register your product on your Fronius Solar.web account

## FREE MONITORING OF YOUR SOLAR SYSTEM

/ Fronius Solar.web enables you to easily register your PV system on your Solar.web account via Datalogger ID.

## STAY INFORMED AND KEEP UP TO DATE WITH YOUR INVERTER

/ Information on newly available functions, accessories, compatible storage units and home-automation solutions.

WARRANTY WITHOUT  
REGISTRATION

5 YEARS  
FRONIUS WARRANTY PLUS

WARRANTY THAT CAN BE ACTIVATED FREE OF  
CHARGE UPON PRODUCT REGISTRATION

+ 5 YEARS  
FRONIUS WARRANTY

WARRANTY THAT CAN BE  
ACTIVATED UPON PURCHASE

+ 5 YEARS  
FRONIUS WARRANTY

\*Warranty Terms and Conditions apply. Please visit: <https://www.fronius.com/en-au/australia/photovoltaics/products/all-products/solutions/fronius-service-solutions/fronius-warranty-extensions/fronius-warranty-extensions> for warranty terms and conditions.



## FRONIUS AUSTRALIA

/ Supplying the Australian market with solar inverters since the turn of the millenium Fronius was an early mover in Australian solar. Realising the long-term potential of solar in Australia a Solar Energy subsidiary was set up in Melbourne in 2010. With a presence including a local warehouse, technical support and a repair centre, Fronius Australia successfully serves as a regional hub for Australia and New Zealand in distribution, service and support of our inverter range. Global experience combined with strong local support thus ensure premium quality and reliability.

/ Perfect Welding / Solar Energy / Perfect Charging

### 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 3,800 employees worldwide and 1,242 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.

Further information about all Fronius products and our global sales partners and representatives can be found at [www.fronius.com](http://www.fronius.com)