



# UK roadshow shines a spotlight on the one-fits-all residential smart PV solution

The Huawei UK FusionSolar Roadshow 2021 came to an end in Birmingham on Thursday 2<sup>nd</sup> December after a three-month tour around the country. The roadshow has been a resounding success as Huawei and its Value-Added Partner, SKE Solar, showcased the innovative residential and commercial Smart PV solutions on the roadshow van, attracting distributors, installers and customers to join the training sessions.



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## Huawei Digital Power Roadshow



At the beginning of 2021, Huawei launched FusionSolar Residential Smart PV Solution in the UK, a One-Fits-All system with battery-ready hybrid inverter, modular battery, backup Box for off-grid mode, and flexible communication options. The system is designed to offer customers three values: Optimise electricity costs by maximizing PV coverage, generation, and storage; Active Safety delivered by using built-in AFCI (Arc-Fault Circuit Interrupter), which shuts down the inverter in 0.5 seconds when an arc occurs and zero volt DC shutdown on the roof with the built-in Smart PV optimizers; Better Experience for installer and homeowner with a sleek design, simple installation process and unified commissioning and monitoring app. In addition, key equipment of the residential solar system is supplied and supported by one manufacturer.

This was a landmark moment for Huawei. It demonstrated the company's capability and commitment to expanding into the UK residential PV and storage market with a flexible, future-proof offering that is engineered with the same durability and reliability customers have come to expect from Huawei's utility and commercial PV products.

'Once lockdown restrictions were lifted in the UK, we visited distributors and PV installers across the country to provide training sessions through a combination of seminars and live demonstrations on the roadshow van with plenty of opportunities for customers to see, touch and play with the products. Over the course of 8 weeks, we travelled the length and breadth of the UK, including Birmingham, Leeds, Kent, Essex, Surrey, Plymouth, Cheshire and South Wales to educate our customers on the product features and benefits,' said Michael Rae, Channel Director for Huawei Digital Power UK.

Additionally, Huawei provided tailored workshops to customers from Glasgow to Suffolk and exhibited the roadshow van at Solar & Storage Live at the NEC where there was a

huge amount of interest from visitors to the show who wanted to see live demonstrations.

'I was delighted to attend an event at the Huawei Fusion Solar roadshow. Huawei has developed some very competitive technology options that we expect will help drive the clean energy transition in the UK and beyond. At Solar South West, we look forward to developing more projects at the residential, commercial, and utility-scale in partnership with Huawei,' noted Jonathan M. Bensted, Managing Director, SSWUK Ltd.

The 2021 roadshow achieved great success. Many installers are now choosing Huawei's residential installations due to the fact that it is modular, future-proof, easy to commission and pleasing to the eye with a design that blends into the home. It was also exciting to witness the positivity and enthusiasm from installers about how the post-subsidy solar business is booming in the UK. An increasing number of customers implement solar PV and storage in order to reduce their energy bills and support their transition to other renewable technologies such as heat pumps and electric vehicles as well as making a positive contribution to climate change.

'We are delighted with the success of the 2021 Huawei FusionSolar Roadshow. It has been a pleasure to see customers again after such a long time as well as meeting many new installers who have adopted Huawei's residential solution. The positive feedback we have received has more than validated our investment in the demonstration van and we will build on this success to run many more events for next year to raise awareness of our technology and provide more technical training to installers,' said Franklin Huang, Huawei UK Digital Power, Managing Director.

In 2022, Huawei and SKE will launch a partner program for UK PV installers which carries a number of benefits. After passing the certified training, installers will appear in the 'Find an Installer' directory, receive VIP

status for technical support, training vouchers, discounts on demonstration systems, marketing support and much more.

For more details on the partner program and to register for certified training. Or to arrange a visit with the demonstration van, please contact [ukdigitalpower@huawei.com](mailto:ukdigitalpower@huawei.com)

<https://solar.huawei.com/eu>



### Michael Rae, Channel Director for Huawei Digital Power UK

Michael has been working in the channel for 25 years covering a wide range of technologies such as communications and networking, datacentre Infrastructure and more recently green energy. His areas of expertise include building channel programs and developing partnerships with distributors, integrators and alliance partners.

Michael has worked at Huawei UK for 10 years and is responsible for Huawei's Digital Power channel for Solar PV, Battery Storage, EV Charging and Datacentre Power solutions.