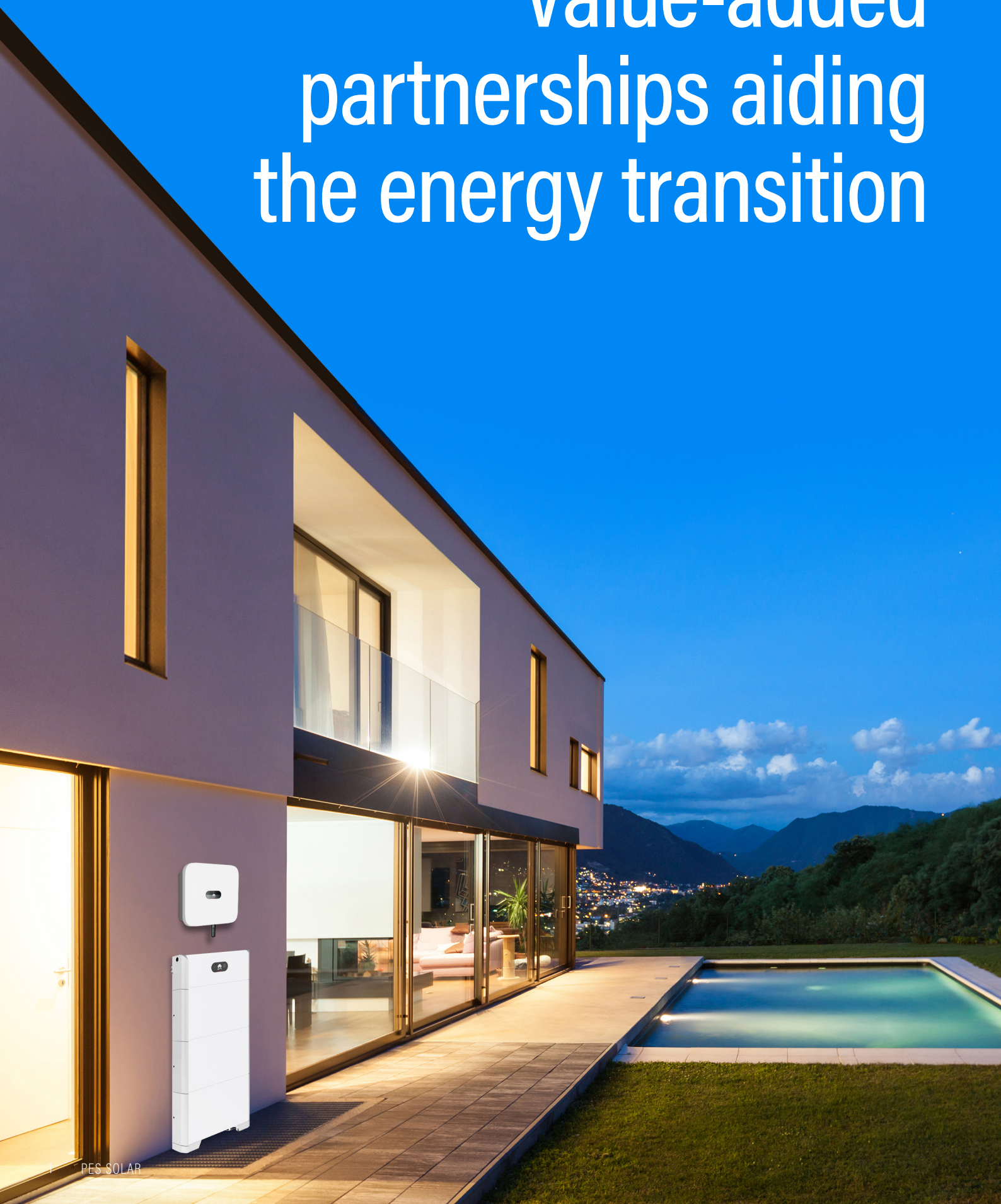


Value-added partnerships aiding the energy transition



The transformation from fossil fuels to solar and climate-neutral energy generation is a huge task. Integrating sustainability into our entire life cycle will involve the creation of products and services to help people and industry to solarize their energy needs. Thus, effectively reducing their emissions. This can only really be achieved through collaboration and the solar industry is seeing this thinking playing out on a very regular basis.

A good example of this is the relationship between SKE Solar and Huawei. This value-added partnership is an interesting one and more than likely a sign of further things to come. Founded in 2008 SKE Solar is now one of the leading companies in the European solar market. The company supplies the countries of Albania, Bosnia, Bulgaria, UK, Greece, Ireland, Kosovo, Croatia, North Macedonia, Moldova, Montenegro, Austria, Romania, Serbia, Slovenia, and Cyprus with smart solar products from Huawei quickly and on time.

Huawei is a global leader in solar technology, information and communication technology infrastructure, and smart devices. It strives to make the world intelligently digitally connected to every person, home, and organization. Huawei employs around 197,000 people, operates in over 170 countries, and serves more than three billion people worldwide.

Both companies share the belief that digital technologies play a crucial role in overcoming our environmental challenges. CO₂ neutrality requires the transformation of energy systems to generate energy with the help of

digital resources. This enormously accelerates the switch to renewable, climate-neutral energy supply.

Knowledge and expertise combined

Huawei FusionSolar draws on more than 30 years of experience in digital information technology for its smart photovoltaic solutions. By optimizing the use of solar energy, the brand is helping to power millions of people around the world. It integrates artificial intelligence and the cloud to combine the latest information and communication technologies with photovoltaics for optimal solar power generation. Highly efficient, safe and reliable solar power plants, with smart operation & maintenance and grid support are the basis for solar energy to become the main energy source.

As a Huawei Value Added Partner and Service Partner, SKE offers FusionSolar solutions for residential, commercial, industrial and utility scale applications.

Environmentally friendly, cost-effective, independent, the list of advantages of solar power is long. With a PV system on the roof,

residential premises can take advantage of all these benefits. Financially, they benefit from low-cost kilowatt hours from their own production, and in many countries also receive government subsidies.

Residential, commercial and industrial applications

Huawei FusionSolar Residential is the intelligent photovoltaic technology for solar energy generation in all private residential and living areas. This includes single-family houses, apartment buildings and multi-party residential buildings. The innovative PV inverter ensures that the efficiency of the residential solar system is maximized. It's perfect for those who are worried about rising electricity costs, or looking to save money and protect the environment. These falling electricity costs, as well as savings, quickly offset the investment costs.

Commercial PV roof systems must, above all, be uncomplicated and reliable and use PV optimizers to get more out of the allotted space. The latest digital and internet technology is available for utility-scale PV power generation too.



Huawei FusionSolar Commercial & Industrial is the intelligent photovoltaic technology for solar energy generation for commercial and industrial infrastructures. Due to a particularly efficient technology in the inverter for solar systems, the yield increases. This means that they produce more solar power in comparison with other inverters.

With FusionSolar Utility Scale, any photovoltaic power plant can be operated more efficiently and intelligently. With high efficiency, Huawei inverters ensure maximum return on investment compared to other solutions, and guarantee reliability and easy maintenance of the plant.

As a long-term value-added partner for Huawei Solar, SKE provides installers with a comprehensive portfolio of technology for modern PV systems. This in turn enables them to offer their customers a proven system for the efficient operation of the plant. With innovations such as the combination of Energy Center and solar modules, installers can also offer future-proof options, for example, with a Huawei hybrid inverter. The solar module with inverter and battery also ensures that the proportion of solar power, consumed from your own production, is increased.

Clever thinking

New innovations include the Huawei Luna smart PV battery, a clever technology that grows with its task. It features flexible architecture for optimal expandability, as well as an energy optimizer per module, for independent charging and discharging. Both new and old battery modules can be used in one system, without limiting the usable energy. With a capacity of 5, 10 or 15kWh and the possibility to cascade up to 90kWh, the battery is ideal to meet all



demands. In combination with the optional PV Optimizer, users can get a powerful system with high efficiency.

Huawei's smart SUN2000-3/4/5/6/8/10KTL-M1 High Current Inverters take solar technology to the next level, combining efficiency with ease of use. The Three-phase inverter, with its future-proof plug & play battery interface, is an indispensable component of any smart PV system.

Supplying the technology is not enough though. SKE experts support customers

across Europe in sales, logistics, training, certification. It also offers technical support for all Huawei photovoltaic products, imparting knowledge from experts to experts.

Hands-on training

Huawei PV solutions are easy to install and easy to monitor using the FusionSolar Online Portal. Hands-on practice training is the fastest and most effective way to learn, and the SKE Academy turns participants into competent contacts. Training covers all aspects, from the planning to the installation of FusionSolar solutions. This is an essential part of the SKE Partner certification Programme.

Hands-on practice consists of a theoretical and a practical part and takes place over one day, either at the company's headquarters in Steyregg or on-site. The knowledge transfer is aligned with different focus topics, such as hybrid inverters or optimizers in photovoltaics. The training day goal is to make installers competent contacts for planning and installation of PV systems.

The brand takes its innovative approach to the people too, with a series of roadshows throughout Europe. On site, at wholesalers and installers, SKE presents the Huawei FusionSolar portfolio, putting the products within reach of the participants and making experts available to answer any questions.

Our own behavior is decisive for success. Collaborating in this way, is leading the change from fossil energy production to solar energy generation.

www.ske-solar.com

