

Introducing The New  
Three Phase Inverters  
with Synergy Technology  
up to 100kW

# Before We Begin



We will send you the recording



Submit your questions anytime. We'll answer them throughout the session



Please complete the survey at the end

# Presenters



**Carlos Garcia**

National Commercial Sales  
Manager



**Marios Stavrakas**

Commercial Program  
Manager



**Gavan Baker**

National Commercial Sales  
Director

# Agenda



- ▮ SolarEdge Commercial Introduction
- ▮ Solution Overview
- ▮ Installer Benefits
- ▮ What's in the Box?
- ▮ Benefits in a Nutshell

# SolarEdge in Numbers

**74.1M**



Power optimisers shipped

**#1**   
Solar inverter company

**374** awarded patents and **370** additional patent applications

**29**

Countries presence

**>2.15M**

Monitored systems around the world

**\$480.1M**

Q2 2021 revenue

**3,618**

employees



**3.1M**

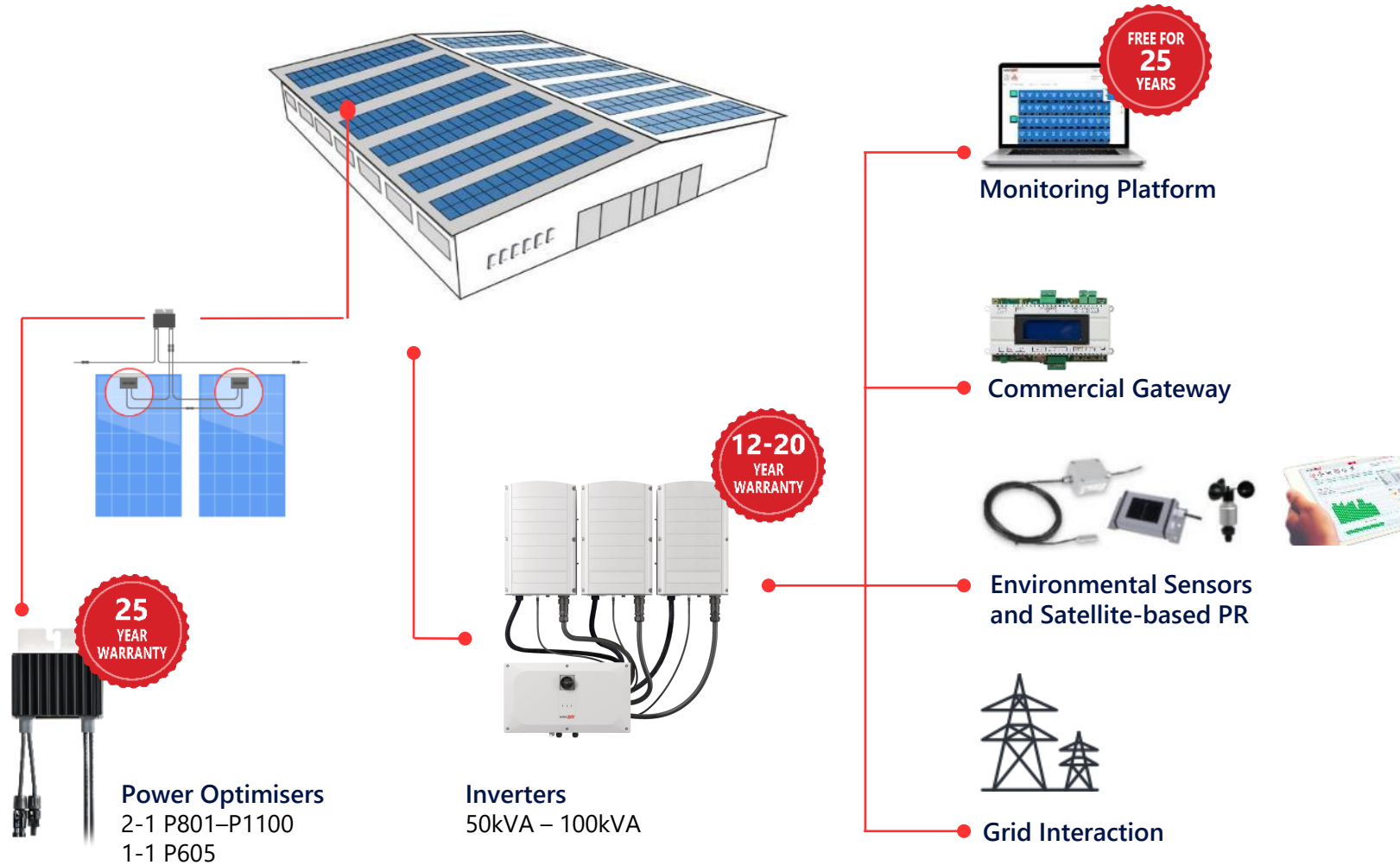
Inverters shipped



**25.7GW**

of our systems shipped worldwide

# The SolarEdge Commercial Solution



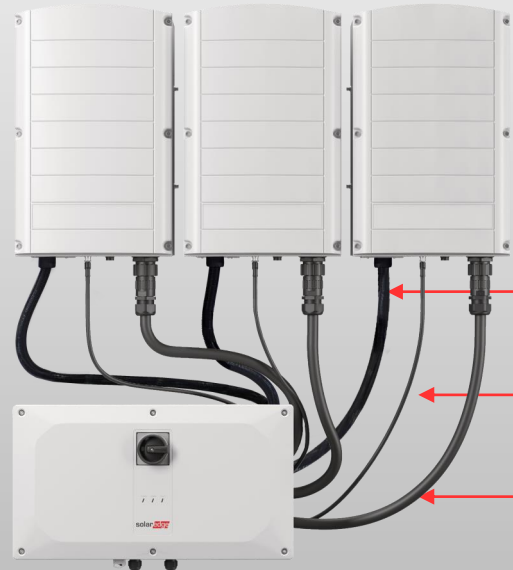
## Synergy Inverter Anatomy

### Synergy Units

- Identical dimensions for easy operation and logistics

### Synergy Manager

- Single management interface
- Contains the communication board



DC (+ and -) cable

Communication cable

AC cable

## More Power, More Profitability

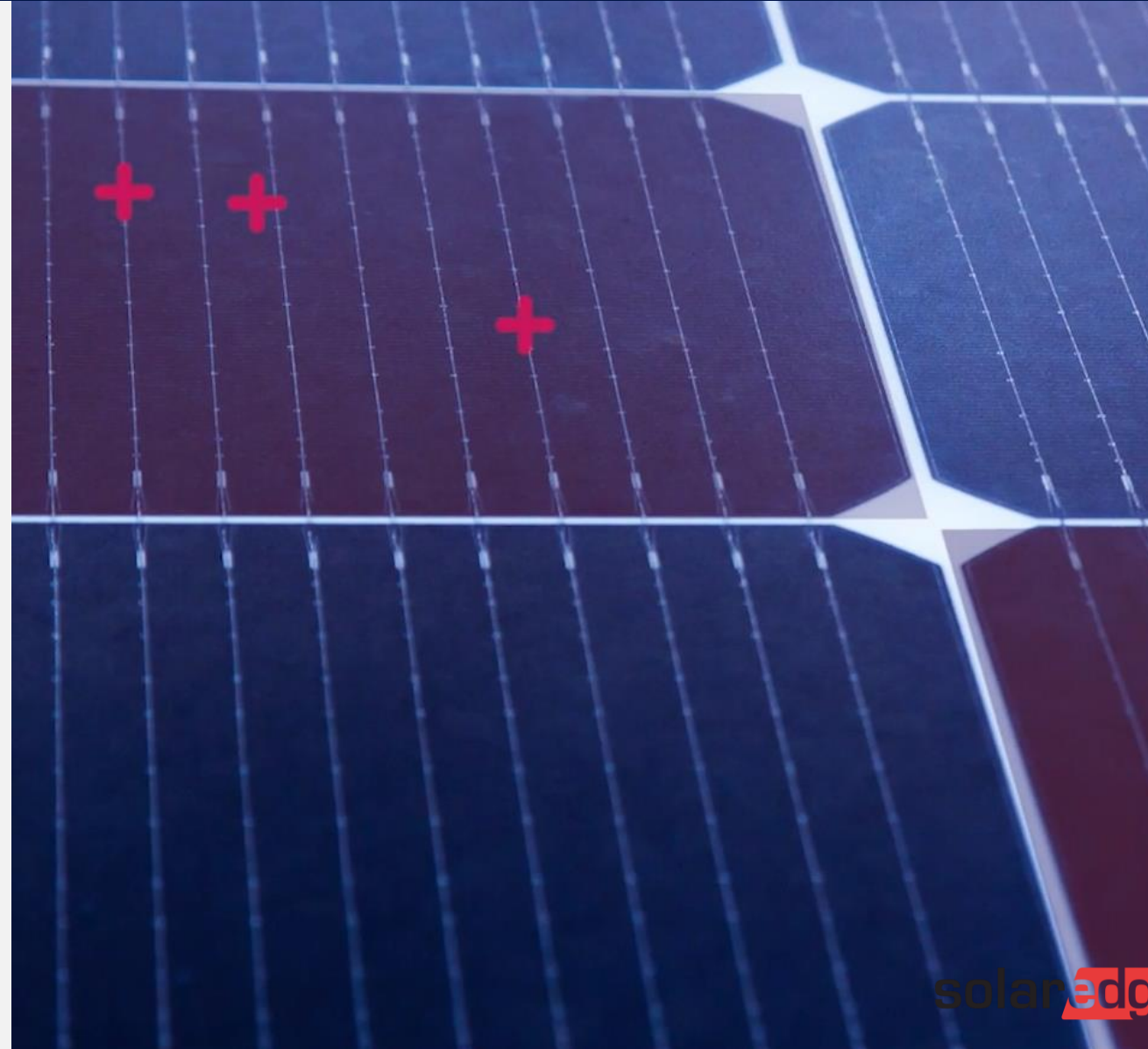
- 150% inverter oversizing
- Higher energy production
- Higher system uptime because of independently working synergy units





## PID Rectifier (Potential Induced Degradation) Built-in nighttime solution

- Keep energy production at its maximum
- Avoid installation of external PID devices



## Higher Energy Production: SE100K vs Traditional Inverter Solutions

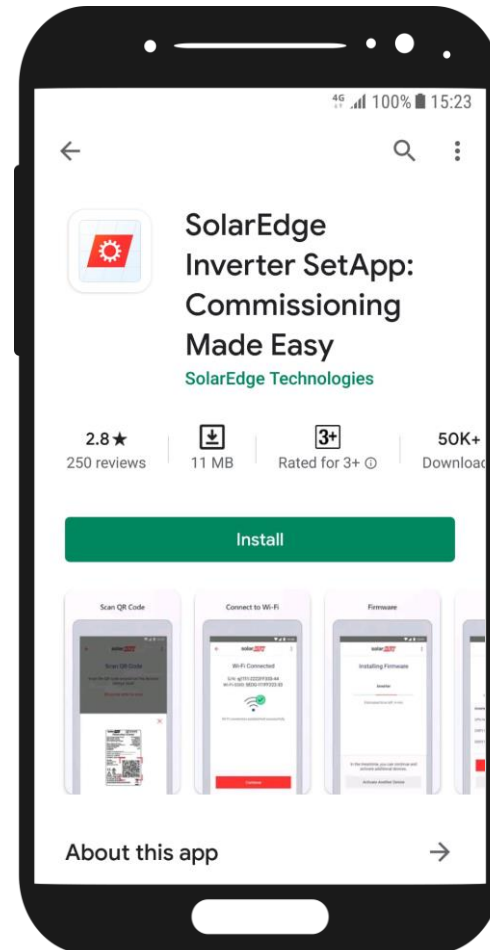
	SolarEdge Solution	String Inverter solution
Energy Production Estimate (Year 1)	156,055 kWh/y	152,919 kWh/y
Energy Production Estimate (Year 20)	144,480 kWh/y	136,803 kWh/y
Shading Loss Estimate	0.2%	0.5%
Inverters	1	2
String	9	21
Modules Per String	30	12-15
<b>SolarEdge Advantage (Year 1)</b>	<b>2.1%</b>	
<b>SolarEdge Advantage (Year 20)</b>	<b>5.6%</b>	

*\*Source: PVSyst analysis for a typical 100kW project. Numbers vary based on project sizes, components and location*

## Commission with Confidence

Innovative pre-commissioning for easy and straightforward installation validation including:

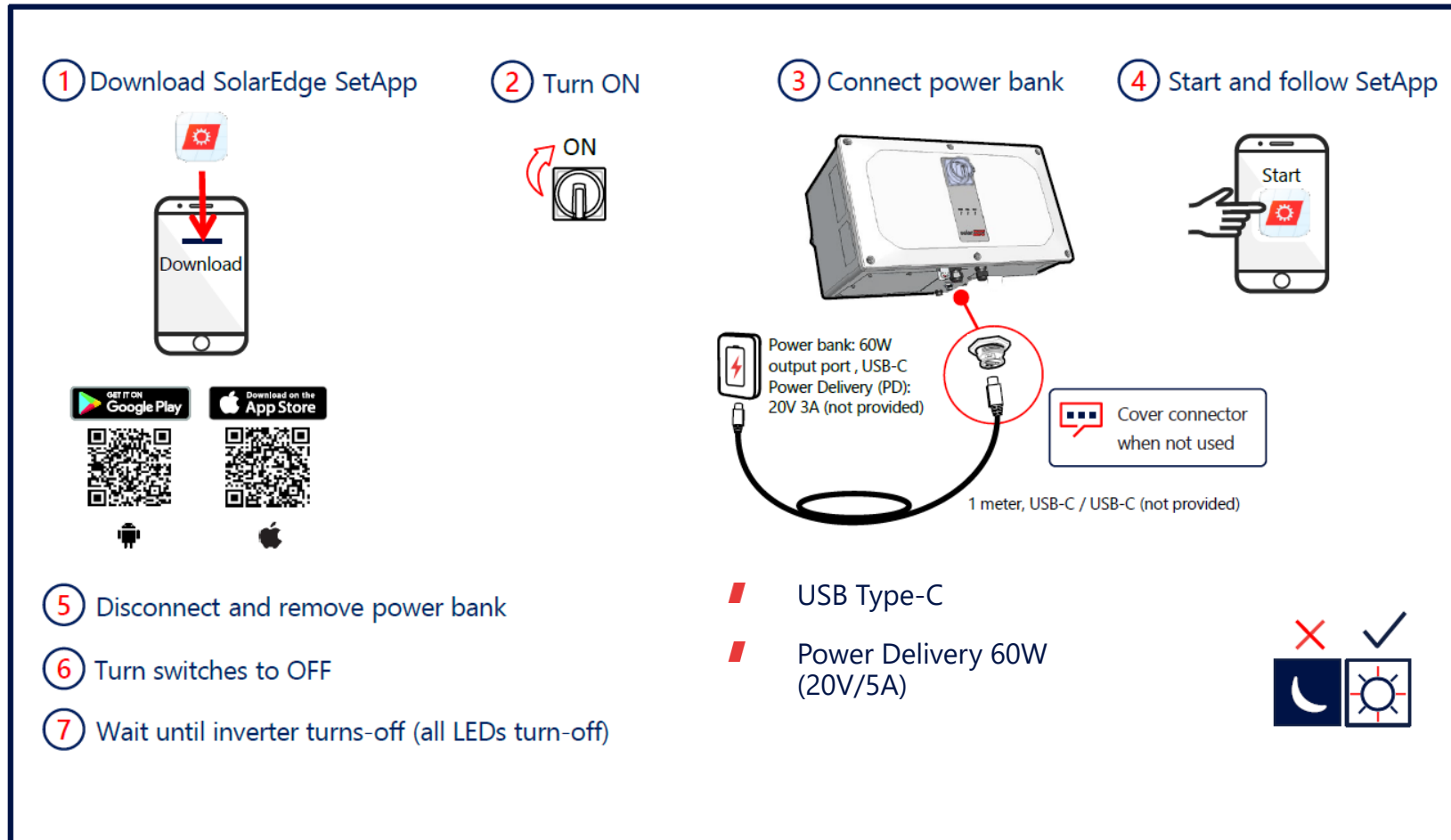
- PV modules
- Wiring
- Communication infrastructure
- Other critical components



## Installer Benefits

- Faster, streamlined installation and commissioning flow that saves you money by minimizing time spent onsite for a specific project
- Resolve system issues, before AC is connected
- Get a clear progress report of the installation

# Installer Journey with Pre-commissioning



Product Overview

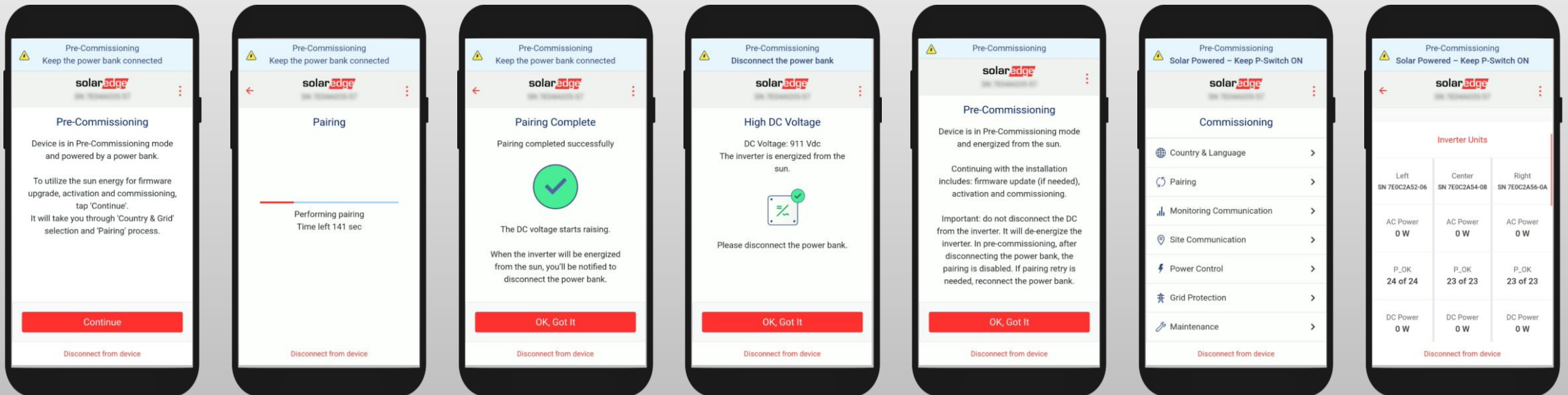
Maximised System Performance

Less time onsite and lower costs

Enhanced Safety

Simple installation and servicing

# Straightforward Pre-commissioning SetApp Process



## Get Insight, Onsite

- Get critical information before you leave the site
  - Generate a status report on the installation data\*
  - Identify and resolve potential issues
  - Verify seamless system operation

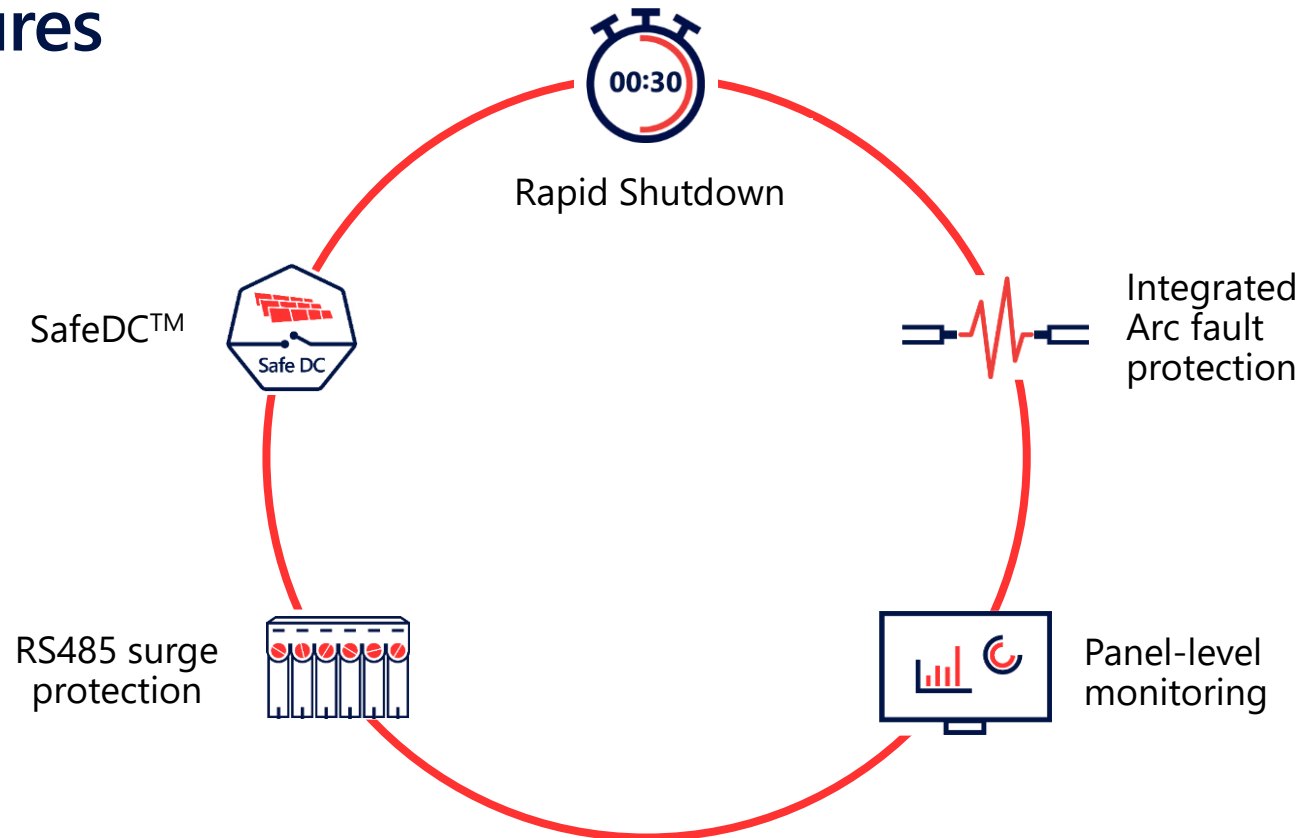


*\*Coming soon*

## Integrated and robust safety features

### Safety starts at the panel level with a holistic approach to PV safety

- Automatically reduce voltage to safe levels during emergency shutdowns with built-in SafeDC™

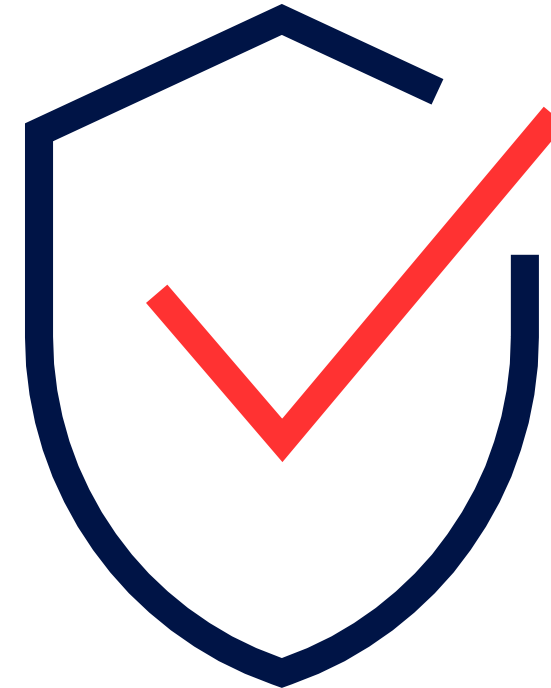


Meets leading property insurance company FM Global's DS 1-15 engineering requirements

## Thermal sensors

### Built-in to AC and DC terminal blocks to protect hardware

- Detection of abnormal temperature at the terminal blocks
- Alert in the Monitoring Platform to notify the increased temperature
- If necessary, automatic inverter shut down in order to avoid any hardware damage





## Optional Type 2 DC & AC surge protection devices

### Monitored and field replaceable

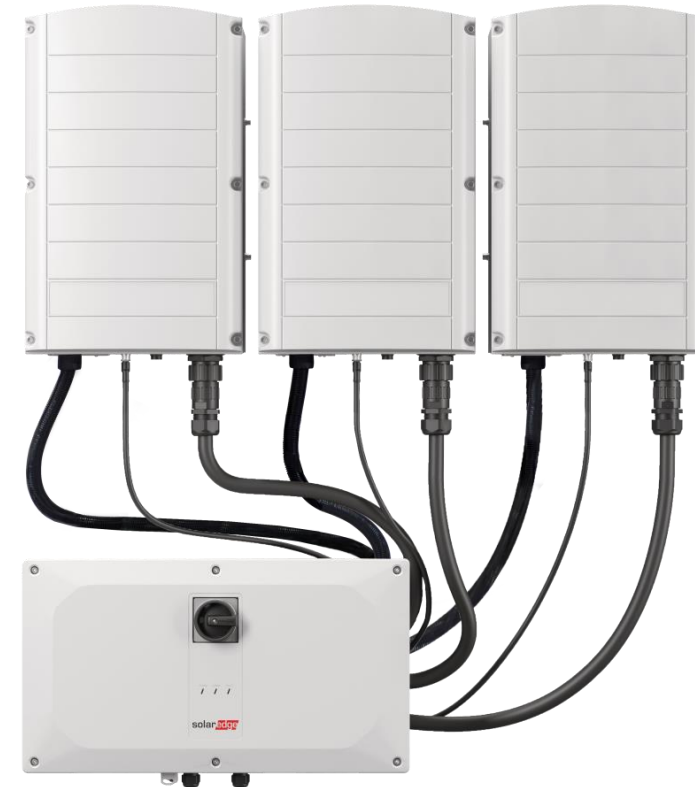
- ▮ Withstand surges caused by lightning or grid events
- ▮ In case of an event, the user receives an alert notification sent via the monitoring platform
  - ▮ Alert is reset automatically upon SPD replacement
- ▮ Flexibility to add SPD



## Modularity

Three Synergy units work *independent* from each other

- Higher system up-time
- Easy inventory management
- 50kW, 66kW
  - 2 Synergy units
- 82.8kW and 100kW
  - 3 Synergy units

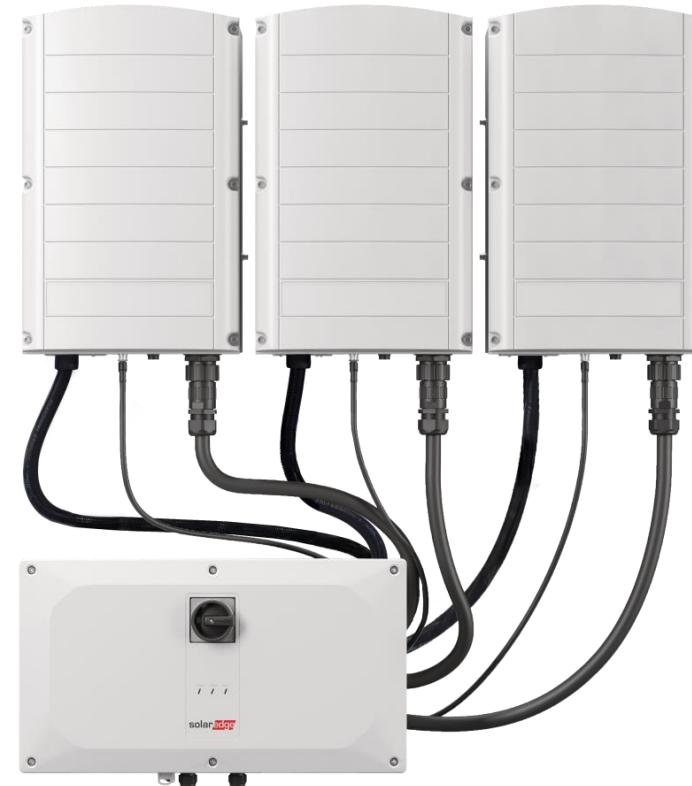


## Easy to carry. Easy to install.

Lighter system units compared to the existing offerings in the market

- Easy two-person installation
- 25% lighter than the previous model for 20% more power
- No need to bring in heavy machinery for installation or maintenance

Synergy units – **32KG** each



Synergy manager – **18KG**



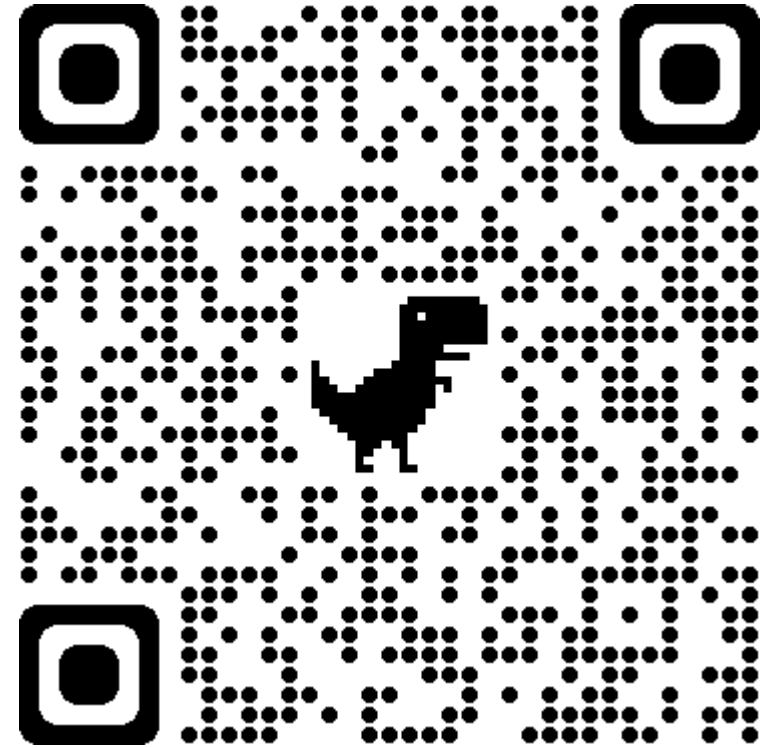
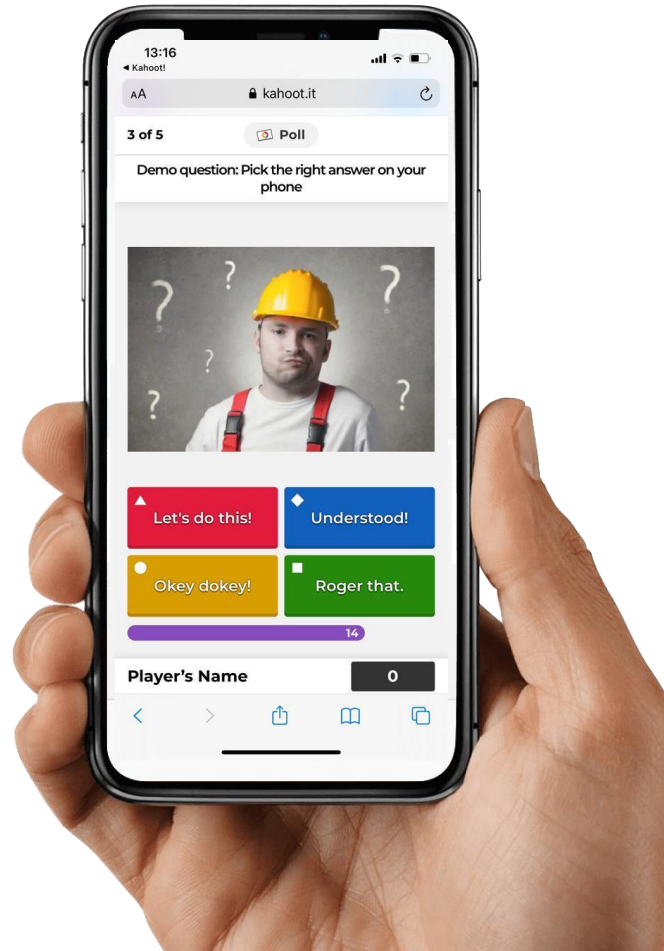




It's Quiz Time!

# It's Quiz Time!

- Scan the QR code or go to **kahoot.it** using your phone and enter the quiz code
- Add your **full name** when prompted (not a nick name)
- The quiz questions will appear, select your answer - you have a limited time to answer
- Winners are nominated based on **accuracy** and **speed**
- We'll nominate the winners and reward them with prizes



# Benefits in a Nutshell

## 1 Maximise system performance

- ▮ Larger capacity:  
Up to 100kW
- ▮ 150% oversizing
- ▮ PID rectifier

## 2 Less time onsite and lower costs

- ▮ Innovative installation and commissioning process
- ▮ Automated validation and reporting

## 3 Enhanced safety

- ▮ Thermal sensors on DC, AC terminal blocks
- ▮ Monitored\* and field replaceable surge protection devices

## 4 Simple and easy installation

- ▮ Modular and lightweight units managed by a single management interface



\* Applicable only for DC and AC SPDs



# Questions & Survey





# Thank You!

## Cautionary Note Regarding Market Data & Industry Forecasts

This power point presentation contains market data and industry forecasts from certain third-party sources. This information is based on industry surveys and the preparer's expertise in the industry and there can be no assurance that any such market data is accurate or that any such industry forecasts will be achieved. Although we have not independently verified the accuracy of such market data and industry forecasts, we believe that the market data is reliable and that the industry forecasts are reasonable.

Version #: V.1.0

solar**edge**