



The Next Generation of Commercial Inverters

July 2020

solar**edge**

Presenter



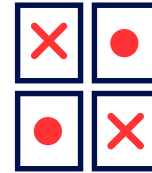
Carlos Garcia

National Commercial Sales
Manager

What Are We Going to Talk About?



The SolarEdge solution



Online game



SolarEdge commercial products



Addendum



Our new 30-33.3kW inverters



The SolarEdge Solution

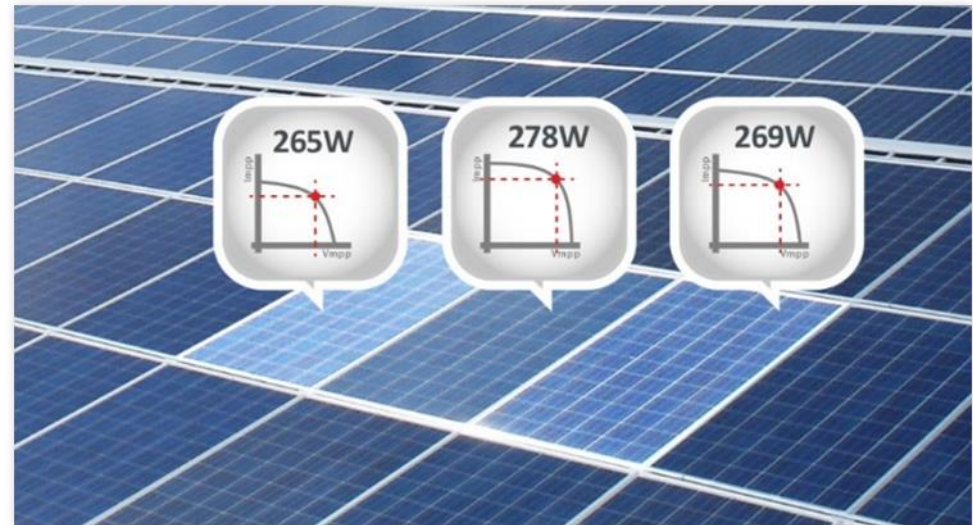
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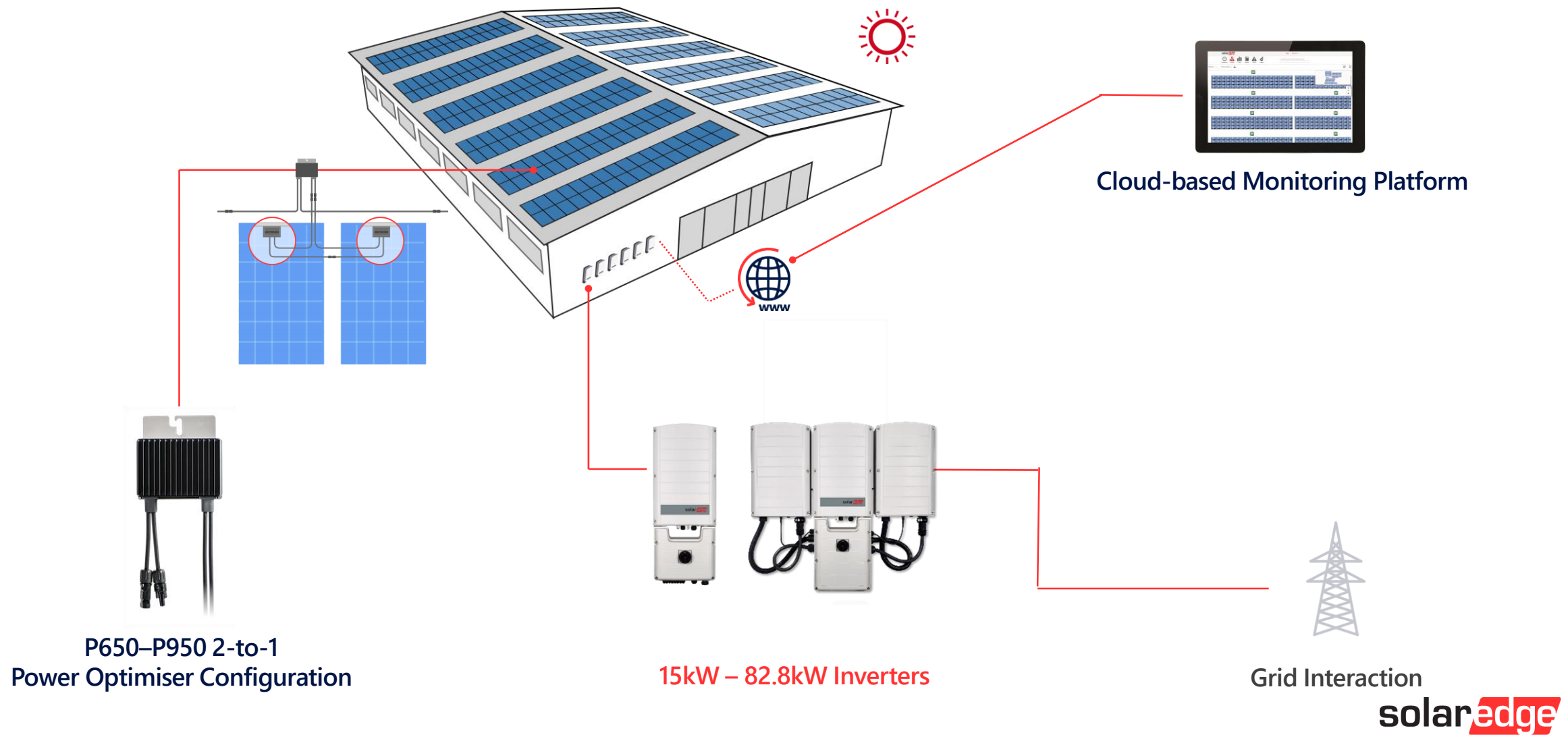
Traditional Inverters

Limitations

- Energy Loss
- Limited Design
- Low Monitoring
- Safety Hazards



SolarEdge Commercial Solution



**P650-P950 2-to-1
Power Optimiser Configuration**

15kW – 82.8kW Inverters

Grid Interaction
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SolarEdge Offers Four Key Benefits

More Energy



Lower Costs



Enhanced Safety



Flexible Design





SolarEdge Commercial Products

Inverters &
Power Optimisers

SolarEdge Commercial Products

Three Phase Inverter

15kW – 33.3kW



SolarEdge Commercial Products

Three Phase Synergy Inverter

50kW – 82.8kW



SolarEdge Commercial Products

Power Optimisers

P650 – P950

M1600



Inverter Warranty Extensions

| Product | 20 Year Warranty |
|-------------------------|------------------|
| 3P Inverter 15kW, 17kW | 476 AUD |
| 3P Inverter 25 – 33.3kW | 556 AUD |
| Synergy 50kW | 1,199 AUD |
| Synergy 82.8K | 1,799 AUD |



Video

Designer Features for
Commercial PV Design



The Next Generation of Commercial Inverters



Our New Inverter Range

Three Phase Inverter

30kW – 33.3kW



25% lighter



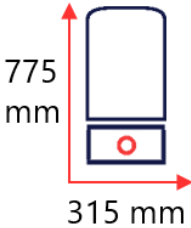
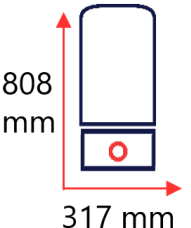
Fit GPU & Future-Ready



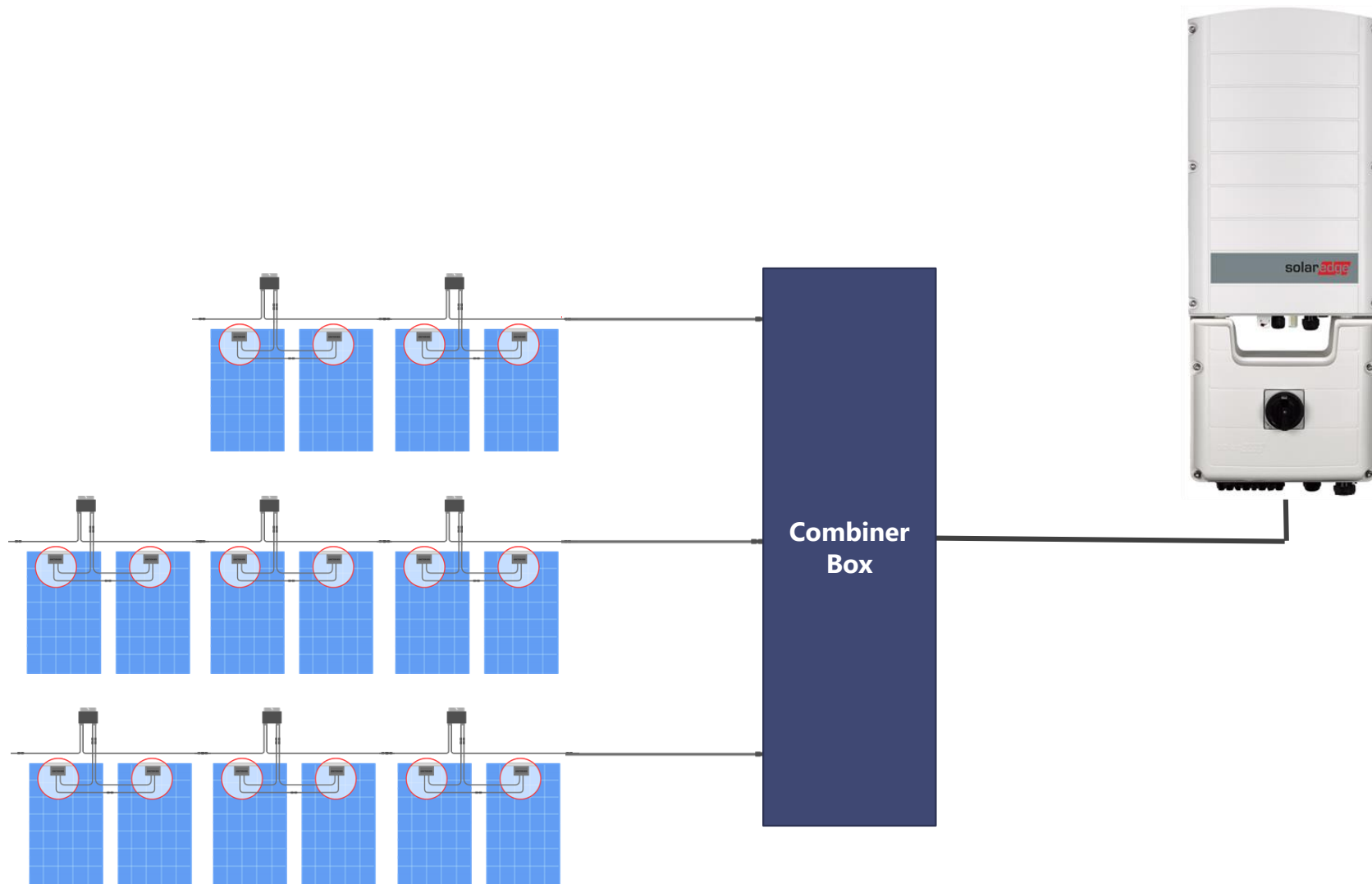
Extra Surge Protection



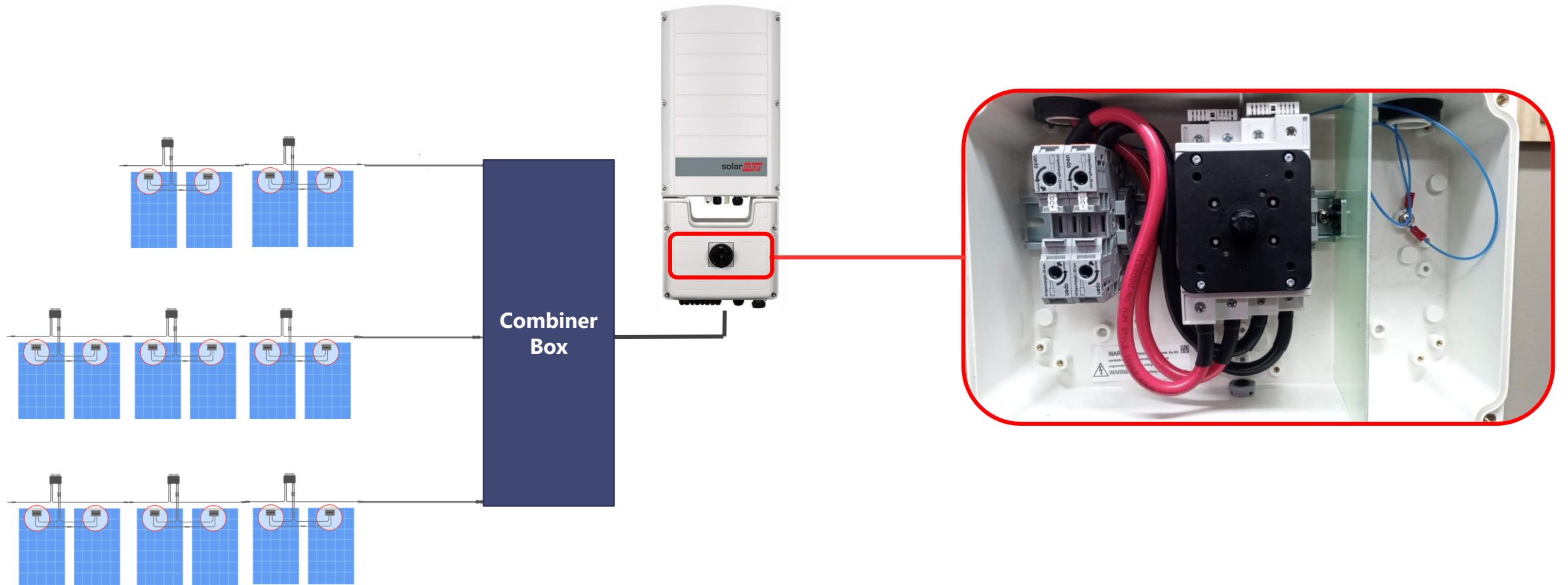
Comparison – Old vs New

| Product | Today's Offering | New Offering |
|--------------------------------------|---|---|
| Power Output | 25kW, 27.6kW @ 400V | 30kW, 33.3kW @ 400V |
| Weight | 48kg | 36kg |
| Dimensions |  |  |
| Effective DC/AC Ratio | 135% | 150% |
| SPD (optional and field replaceable) | RS485 | RS485, and DC & AC SPDs |

DC Side



DC Side



Pricing Comparison

| 133% - 475 watt - 39.9kW | \$ |
|--------------------------|-------------|
| 1 x SE30K | 2094 |
| 42 x P950 | 3645 |
| TOTAL | 5739 |
| cpw | 14.38 |

| 110% - 475 watt – 32.3kW | \$ |
|--------------------------|-------------|
| 1 x SE30K | 2094 |
| 34 x P950 | 2950 |
| TOTAL | 5045 |
| cpw | 15.62 |

| 133% - 330 watt - 39.93kW | \$ |
|---------------------------|-------------|
| 1 x SE30K | 2094 |
| 61 x P730 | 4338 |
| TOTAL | 6432 |
| cpw | 16.11 |

| 110% - 330 watt – 32.34kW | \$ |
|---------------------------|-------------|
| 1 x SE30K | 2094 |
| 55 x P730 | 3911 |
| TOTAL | 6005 |
| cpw | 18.57 |

We Can Assist!

Service Package

- Free PVSystem Report
- Site Commissioning



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**Free Commercial
Service Package**
Project Design & Pre-Sale



Questions?

Three Key Takeaways from This Webinar

- 1 Close More Deals**
One inverter with ability to go up to 40KW of DC (when oversizing)
- 2 More Powerful**
Replacing existing 27.6K inverters
- 3 Future-Ready**
Suitable to DC Couple SolarEdge Commercial Storage solution once available



Let Us Know What You Think



<https://www.research.net/r/8F92VLL>

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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.

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