

# The after-sales process





# The after-sales process

Step 0 – Training
Step 1 – Collecting data/info
Step 2 – Contacting support
Step 3 – Case management
Step 4 –Component replacement RMA

solaredge

# Step 0 Training



### SolarEdge website

#### https://www.solaredge.com/



### Trainings and webinars

#### https://www.solaredge.com/service/training

Live Webinars	🛱 Date	• Time	Registration
Designer, Level 1: Beginner	October 30, 2020	13:00-14:00	Click Here
Designer, Level 2: Intermediate	November 6, 2020	13:00-14:00	Click Here
Commercial Product Range Update	November 6, 2020	15:00-16:00	Click Here
Commercial Product Range Update	November 9, 2020	14:00-15:00	Click Here
Designer, Level 3: Advanced	November 13, 2020	13:00-14:00	Click Here
Designer, Level 4: Expert	November 20, 2020	13:00-14:00	Click Here

On-Demand Webinars	( Duration	Registration
EV Charging Single Phase Inverter & Cable Training	35 min	Click Here
Advanced Installer Training	3.5 hr	Click Here

On-Demand Webinars		<ul> <li>Duration</li> </ul>	Registration	
	[Video] SE33.3KUS Commercial Inverter: Ground Crew	04:05 min	Click Here	
	[Video] SE33.3KUS Commercial Inverter: Roof Crew	03:41 min	Click Here	
	[Webinar] How to Install SolarEdge - Ground Crew	10:53 min	Click Here	
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	[Video] SolarEdge Site Designer Walkthrough	11:42 min	Click Here	
	[Video] Rapid Shutdown Demonstration with SolarEdge	01:13 min	Click Here	
	[Webinar] Designing PV Systems with SolarEdge	22:42 min	Click Here	
	[Webinar] The SolarEdge Monitoring Portal	44:00 min	Click Here	
	[Video] SolarEdge Physical Layout Editor: Residential	05:55 min	Click Here	
	[Video] SolarEdge Physical Layout Editor: Commercial	05:50 min	Click Here	
	[Video] SolarEdge PV Monitoring Portal Software Demo	03:07 min	Click Here	
	[Video] Power Optimizers: How to Ground to Different Racking Types	02:35 min	Click Here	



### New online Fundamentals training

### Basic (click <u>here</u>)

Learn the basics of SolarEdge through the training with our core content.

This course does not provide the advanced certificate required to access the labor compensation for services where a product replacement in RMA is required, but it is recommended to have a basic knowledge of our products..





### New online Advanced training program

### Advanced training (click <u>here</u>)

Follow our advanced trainings and obtain the «SolarEdge advanced installer» diploma. With this document you will be able to be part of our labor compensation plan dedicated to advanced installers in case of product replacements.

This is an online training, comprising video lessons and short quizzes, that gives you a self-paced learning experience- you can start, pause and repeat the lesson at any time for your own convenience.

To complete this training and receive the participating certification, you must complete all of the courses, including the quizzes which are part of them. Each quiz can be retried up to three times.

Please also look for further training material at the following links:

- <u>https://www.solaredge.com/it/service/training</u>
- <u>https://www.youtube.com/user/SolarEdgePV</u>
- <u>https://www.solaredge.com/it/service/support</u>
- <u>https://www.solaredge.com/it/downloads#/</u>

The diploma obtained will be valid for 2 years.



### Video – Youtube SolarEdge

### https://www.youtube.com/user/SolarEdgePV



#### The SolarEdge Benefits RIPRODUCI TUTTI

http://www.solaredge.com SolarEdge provides groundbreaking Distributed Power Harvesting and Monitoring systems that produce more PV energy for a faster return on investment. Module



#### SolarEdge Enhanced Safety SafeDC™ in English

SolarEdgePV 17.180 visualizzazioni • 4 anni fa

#### SolarEdge More Energy video - Residential PV in English

SolarEdgePV 41.667 visualizzazioni • 4 anni fa

#### More Energy in Commercial PV Installation with...

SolarEdgePV 11.373 visualizzazioni • 4 anni fa

#### SolarEdge Cost Saving Maintenance in English

SolarEdgePV 8241 visualizzazioni • 4 anni fa



### SolarEdge website – FAQ

#### **Quick Support Links**

No login required



#### Support Resources

Dear SolarEdge customer, please select the System Owner or Installer link to access the following support resources:

- Search our extensive Knowledgebase
- Øpen new case
- View your case(s) status
- Watch troubleshooting videos
- Chat with our representatives

#### System Owner

#### Installer

#### **Top Frequently Asked Questions**

All		~
Sy	rstem Owner	Installer
🥐 What ar	re the current hours of	operation for Support?
Why wo	ould the monitoring por	tal not show the most recent data?
<u> </u>	blarEdge have enough t and warranty extension	equipment and spare parts for ons?
? Are Sol	arEdge personnel work	ing from home or the office?
<u> </u>	access to the jobsite?	ter within 30 days of RMA shipment What are SolarEdge's
Why wo data?	ould the monitoring pla	tform not show the most recent
How do	I reset my monitoring	platform password?
How ca	n I monitor my system	in the monitoring platform?
How ca	n I check my productio	n without communication?

### SolarEdge website – Knowledge base

### Welcome to SolarEdge Installer Support

Search our knowled	lge base to find appropriate support tools and resour	rces
What do you want to know?	Q	
Q	8 Articles	
Product Type Communication	Why is my battery not discharging below 10%?	Read Article 🔶
Designer     EV Charging Single Phase     Inverter	What are the benefits of installing a SolarEdge system?	Read Article 📀
Metering and Sensors Power Optimizers	Can I turn the Wi-Fi connection to the monitoring off? Does it affect the system production?	Read Article 🔶
PV Monitoring Single Phase Inverters		Ũ

### Support

The SolarEdge service team provides support **before**, **during** and **after the installation** 

- The unique technology of SolarEdge enables our support team to use in-depth remote troubleshooting capabilities for real-time problem solving
  - Monitoring portal analysis
  - Remote troubleshooting
  - Remote configuration of inverters and power optimizers
  - Remote software upgrades



Step 1 Collecting Data/Info



### Step 1: Problem Description

- Your system is not working correctly? You found a defect in your SolarEdge system?
- Document as much as possible. This makes it easier for us to find the cause of the problem:
  - Describe the problem (Error message on the inverter LCD? Technical question? Question regarding design? etc.)
  - Name of the site (Important: Give the name of the site, as it appears in the monitoring portal)
  - Serial number of the defective optimizer
  - Serial number of the defective / affected inverter (Important: If an optimizer is defective, also give the serial number of the connected inverter)

### Pictures, if possible

(If the defect is visible, please send pictures to avoid further questions)





### Pictures if possible...

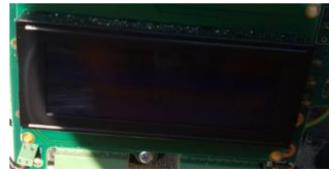
#### Is the wiring correct?



#### We checked the voltage:



#### Here is the picture of the display:





### Monitoring SolarEdge

Dashboard Layout	Grafici Rapporti	Allarmi Ammin.		ID Nome Paese Stato Città Indirizzo	United States California
Panoramica Potenza attuale 143,65 W	Energia odierna 246,38 Wh	Energia mensile 253,25 kWh	Energia totale 65,55 MWh	Data di inst. Ultimo aggiornamento Potenza di picco	23/05/2012 24/01/2018 11:38 8,22 kWp
Wh 20 К 17.5 К 15 К 12.5 К	uzione del Sistem	na: 253,25 kWh		Ve Un Alt	
10 K 7.5 K 5 K 2.5 K				mercoledi ****	giovedi ver
0 K 1 2 5 4 5 6	7 5 9 10 11 12 15 14 Pro-	duzione	24 25 26 27 28 29 80 81	32 °C Neve 6	05 °C 1 0% di probabilità Nuv di nevicate



# Step 2 Contact support



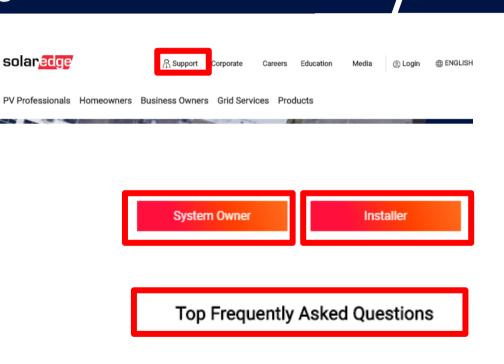
### Step 2: Contact support A: Support Portal via website

- How to contact SolarEdge?
- Option 1: Support Portal
- Go to the SolarEdge website
- You will have two options:
  - System Owner
  - Installer
- You will have access also to the FAQ

#### **Quick Support Links**

No login required







### Step 2: Contact support A1: Support Portal via Monitoring

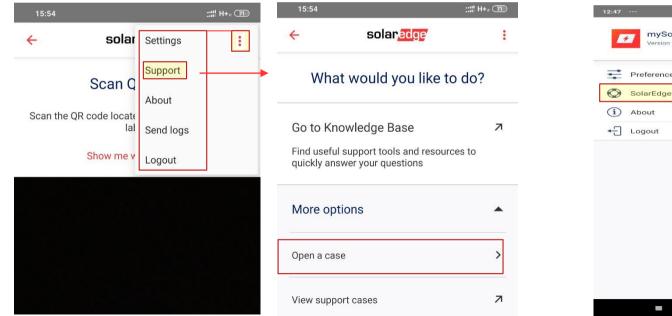
#### The Support Portal is accessible also through the monitoring portal

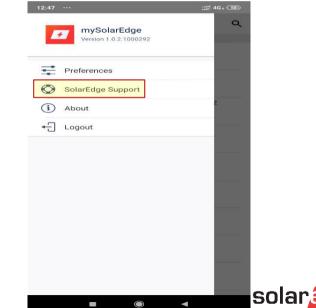
solar <mark>edge</mark>	English (US)	😭 Sites 🛛 🕏 Reports	Support			
Walasma to the SalarEdg	o Monitoring Distform	Number of Sites: 14		Power	: 244 kW	
Welcome to the SolarEdg	je monitoring Platform	Your Sites - 14				
User Name:	Available on the	Site	Q	Search Re:	set Filter	~
Email	App Store					_
Password:	ANDROID APP ON	Page 1 of 1	► H C			
	Google play	Site Name	Address	Severity •	Peak Power [kWp]	Yesterday's Energ [kWh]
V I'm not a robot	New Installer? Click here		-	-		
	New System Owner? Contact your installer to set up your account					
Login Remember me						
Forgot your password?						



### Step 2: Contact support A2: Support Portal via App

- The Support Portal is accessible also directly through the apps
  - **SetApp** (for installers)
  - mySolaredge (for system owners)





### Support Portal Knowledge base – Case management

### Welcome to SolarEdge Installer Support

Search our knowledge base to find appropriate support tools and resources

What do you want to know?

Q

#### Recent Cases

Case	Monitoring Site Name	Subject	Date Created	Inverter S/N	Status
1812555	Maisach 1	test di CRedge 123456	April 22, 2020 09:59	SJ2616-073110347-CE	Closed
1707678	Alessandro Marchetta	Password per cliente	January 31, 2020 16:50	SJ2919-0731A9905-2B	Closed
1693986	Zoppi Zeno	night mode	January 21, 2020 09:31	SJ4918-0731E1F90-40	RMA shipped – awaiting return of faulty product

I OF AILOUDCD	For	All	Cases
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Open New Case

### Support Portal Lab Videos – Chat – Contacts

#### SolarEdge Learning Lab

Learn how to set up, configure, and troubleshoot your SolarEdge system



SolarEdge Design - EVSE - Breaker Considerations



SolarEdge Design - EVSE - Dipswitch Settings



SolarEdge Designer - Roof Mapping - Adding Obstacles

All	Vid	eos	

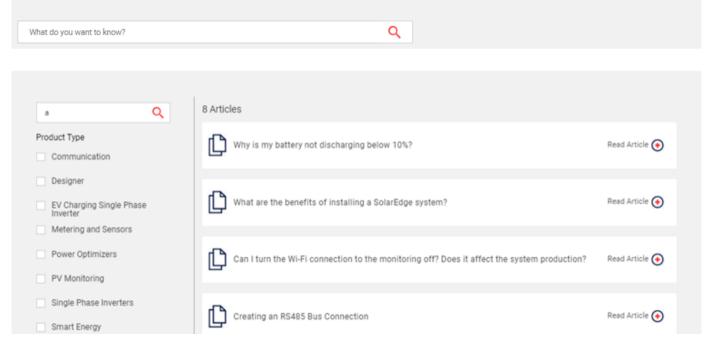
#### Need More Help?

Choose your country:			
Italy	~		
Start a Live Session		E Write Us a Message	Phone: +39 0422053700
	-		08:30 - 17:30 CET

### Support Portal Knowledge base

#### Welcome to SolarEdge Installer Support

#### Search our knowledge base to find appropriate support tools and resources





### Support Portal Case management

#### Welcome to SolarEdge Installer Support

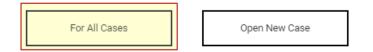
#### Search our knowledge base to find appropriate support tools and resources

Q

What do you want to know?

#### **Recent Cases**

Case	Monitoring Site Name	Subject	Date Created	Inverter S/N	Status
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1693986	Zoppi Zeno	night mode	January 21, 2020 09:31	SJ4918-0731E1F90-40	RMA shipped – awaiting return of faulty product





### Support Portal Case management – My shipping address

#### Support Cases

My Support Cases: 3				Q My Addresses		New Case		Closed Cases	
Case ↓ Subject	Description	Date Created	Monitoring Site Name	Contact Name	Inverter S/N	Tracking	RMA ↓	Status	
1693986 night mode		21 Jan 2020		Generic Installer Italy	SJ4918- 0731E1F90- 40	https://tracki ng.dpd.de/cg i- bin/delistrac k? pknr=164074 17670641&ty p=32⟨=e n	RML200260	RMA shipped – awaiting return of faulty product	

1-1 of 1 cases (filtered from 3 total entries)



10 🔻 Items per page



### Support Portal Shipping addresses

Support Cases

My Supj	oort Cases: 3	}					Q My Addresses	New Case	Closed Cases
My A	ddresse	es						Add Address	
No.	Country	State	City	Street	Zip Code	Default	Edit/Delete		
1	Select					1	EDIT DELETE MAKE A	AS DEFAULT	
				New Address					
				Country*	¥	State Select	City★		
				Street*		Zip Code <del>*</del>	Make as Default		
						X Cancel	✓ Save		solar <mark>edge</mark>

### Support Portal Open a new support case

#### **Recent Cases**

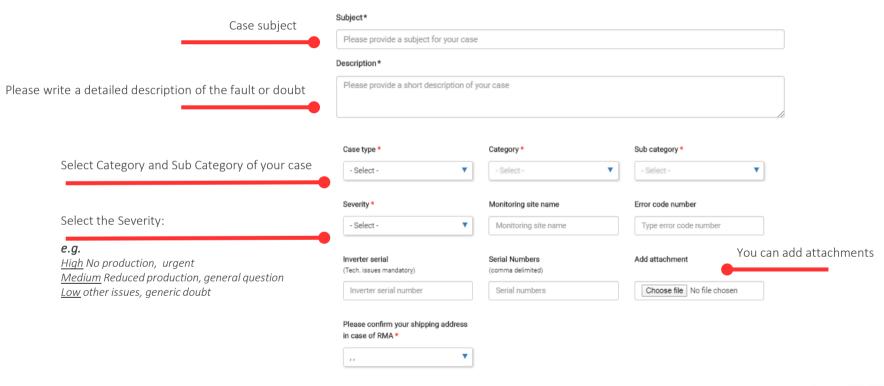
#### Support Cases

#### My Support Cases: 3 Q My Addresses **Closed Case** New Case Subject Case ↓I Description Date Monitorina Contact Inverter Tracking RMA ΥI Status Created Site Name Name S/N 1693986 21 Jan 2020 Zoppi Zeno SJ4918-RML200260 night mode Generic https://tracki RMA shipped Inetaller Italy 0731F1E00-- awaiting ng dad da/ag

1a

#### **Open New Support Case** Case type \* Category \* Sub category \* • - Select -• • Please select a topic below related to your inquiry. Severity \* Monitoring site name Error code number In order to expedite your request, please provide the equipment serial number and/or site name as it appears on the monitoring platform. T - Select -Monitoring site name Type error code number Subject\* Inverter serial Serial Numbers Add attachment (Tech. issues mandatory) (comma delimited) Please provide a subject for your case Choose file No file chosen Inverter serial number Serial numbers Description\* Please provide a short description of your case Please confirm your shipping address in case of RMA \* Open Case X Cancel • 11

### Support Portal Open a new support case





### Step 2: Contact support B: Support-Hotline

#### Option 2: Support-Hotline

Before you call the support hotline, we would suggest to generate a case sending all the relevant information through the service portal first:

- Eventual case number already openSerial number of the inverter
- Possible installation details: design / access to the roof / distances / cable sections / ...
- Problem encountered, with details of any measures or attempts made to resolve it after consulting manuals , FAQs, and videos available
- Contacts and any shipping addresses in your e-mail signature

**I** ...

You can always check the status of a case or a shipment through the support portale

We always suggest you download the necessary information <u>before</u> going on-site and always go with the appropriate work tools.

Country	N. di telefono					
Support EU	+972 73 240 3118					
Support Italy Support Switzerland Support Slovenia Support Romania	+39 0422 053700 +41 44 50 83 285 +386 18282212 +40 312295820					

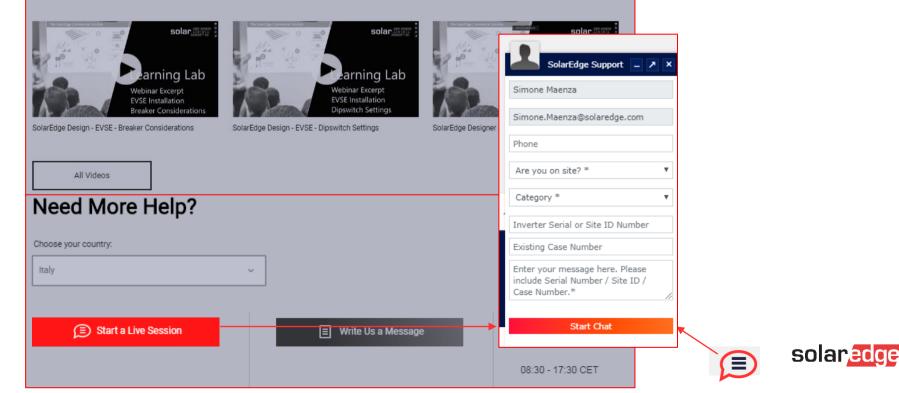




### Step 2: Contact support C: via Chat

#### SolarEdge Learning Lab

Learn how to set up, configure, and troubleshoot your SolarEdge system



## Step 3 Case management



### Step 3: Case/Ticket management

#### The case was successfully created

Our support team will now check your information and utilize the monitoring data to analyse the problem.

- If further information or procedures are needed, the next steps will be suggested to solve the problem.
- If the presence of a defective component is confirmed for which a replacement is required, according to the warranty conditions, the replacement of the component will be organized.

You will receive an RMA number and a tracking number, both visible on the support portal.



### Step 3: Case/Ticket management

You can always check the last updates on your cases through the Support Portal

Support Cases

My Support Cases: 3					Q	My Addresses	Nev	v Case	Closed Cases
Case ↓	Subject	Description	Date Created	Monitoring Site Name	Contact Name	Inverter S/N	Tracking	RMA ↓	Status 🛛 🕦
1693986	night mode		21 Jan 2020	Zoppi Zeno	Generic Installer Italy Generic Installer Italy	SJ4918- 0731E1F90- 40	https://tracki ng.dpd.de/cg i- bin/delistrac k? pknr=164074 17670641&ty p=32⟨=e n	RML200260 3	RMA shipped – awaiting return of faulty product

1-1 of 1 cases (filtered from 3 total entries)



10 🔻 Items per page



Step 4 Replacing a component

Return Merchandise Authorization



### Step 4: Replacement

- Replacement of the defective product You have received a replacement part from us. With the replacement part you will also receive a return kit with:
  - Information if/which parts need to be returned
  - Return labels (if return required)
  - Contact information of shipping company (for scheduling pickup)

#### Return a faulty product:

- Contact the shipping company for a pickup through the provided <u>form</u>
- Place the defective part in the box of the replacement and put the return label on the box
- The defective part will be picked up at no charge
- If we do not receive the old part back, we can not close the RMA. Note: As a result you will receive future spare parts only after we received the defective part back.





### Step 4: Replacement

Depending on the type of component replaced, some procedures may be necessary for the correct re-commissioning of the system

Optimizer: it will be necessary to perform the pairing procedures after replacing the component.

It will then be necessary further to intervene on the monitoring portal to verify the correct serial numbers in the layout (logical and physical) of the system.

Inverter: it will be necessary to activate the new inverter and perform the configuration procedures in the inverter menu.

It will then be necessary further to intervene on the monitoring portal to verify the correct serial numbers in the layout (logical and physical) of the system.

- Internal boards: depending on the inverter model, it may be necessary to update the inverter after replacing the component and perform the configuration procedures in the inverter menu.
- <u>Other components (Meter / Home Automation / StorEdge / etc.)</u>: depending on the model of the component, it may be necessary to perform the configuration procedures in the inverter menu.



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### Step 4: Replacement in the Monitoring Portal Monitoring - Admin – Logic Layout

The components of the installed/monitored system are managed on the monitoring portal in the "Administration / Logical layout" section.

In case of replacement of optimizers or inverters:

1. Choose the component by highlighting it

1

- 2. Click on «Replace»
- 3. Insert new serial
- 4. Click on Save

Dettagli del sito	Layout logico	Layout fisico	Proprietari	]				
N 2 Sostituisci	Aggiorna produttor	e pannello.						
	Q Ø							
) Inverter 1 (7E00		Pannello dettagli						
Inverter 1 (7E00)	1994 687 288 288 289	Pannello corre	nte 00047E72	54				
	0.2 (000473E4-58 0.3 (00047838-B4	Produttore:	Unknown	– F4				
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	).28 (000496A3-3 🚽					Cancella	Salva	4
< III		1						<u></u>

# Online Training material



# SolarEdge E-Learning - EdgeAcademy

Through our online training platform it will be possible to access online courses in order to deepen the knowledge of our systems.

### <u>eLearning</u>





\*The use of the Google Chrome browser is recommended

# EdgeAcademy – Login or SignUp

If you do not have access credentials, please sign up.



Log in to your SolarEdge account

#### Email

simone.maenza@solaredge.com

Password

Remember me
Forgot your password?

Log In

### 🛞 Tipo di Account

### Sono un installatore

Nota: nel caso in cui la tua azienda disponga già di un account nella Piattaforma di Monitoraggio, non è necessario che ti registri utilizzando questo modulo. Chiedi al tuo amministratore di aggiungerti all'elenco degli utenti. Per saperne di più

Sono un proprietario di sistema

### 🔟 Dettagli di Contatto

Nome			Password		
Cognome			Conferma Password		
Email			Unità di MIsura	Metrico	$\sim$
Conferma e-mail			Lingua	Italiano (Italy)	$\sim$
Telefono		0			
Professione	$\sim$				

No account? Sign up here or proceed to the Support Center

Terms & Conditions | Privacy Policy

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# Further available webinars and videos

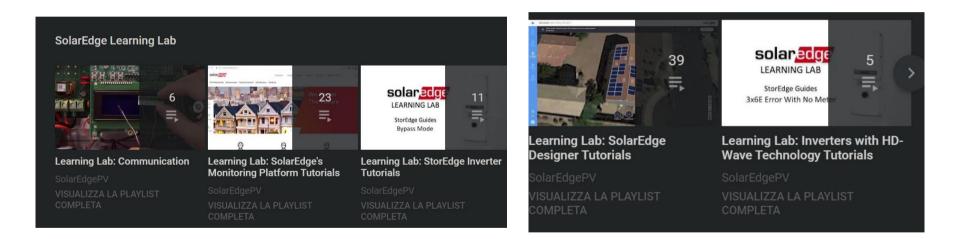
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[Webinar] How to Install SolarEdge - Ground Crew	10:53 min	Click Here
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[Video] SolarEdge Site Designer Walkthrough	11:42 min	Click Here
[Video] Rapid Shutdown Demonstration with SolarEdge	01:13 min	Click Here
[Webinar] Designing PV Systems with SolarEdge	22:42 min	Click Here
[Webinar] The SolarEdge Monitoring Portal	44:00 min	Click Here
[Video] SolarEdge Physical Layout Editor: Residential	05:55 min	Click Here
[Video] SolarEdge Physical Layout Editor: Commercial	05:50 min	Click Here
[Video] SolarEdge PV Monitoring Portal Software Demo	03:07 min	Click Here
[Video] Power Optimizers: How to Ground to Different Racking Types	02:35 min	Click Here



## Further available webinars and videos





# Further available webinars and videos

### Search Categories

<ul> <li>Strumenti Di Marketing</li> </ul>	
Prodotto	
O Informazioni Sull'azienda	
	_
	Cerca
Choose a Product	
Select	$\sim$
Choose Document Type	
Select	$\sim$
Scegli un paese	
Select	$\sim$

RISUIT	ali della ricerca   130 Documenti trovati		
Ċ	SE50K-SE100K Dichiarazione di conformità - CEI 0-21 217.21 KB	날 Scarica	🗹 Invia per e-mail
C	SE50K-SE100K Dichiarazione di conformità – CEI 0-16 217.58 KB	🕁 Scarica	🗹 Invia per e-mail
Ċ	Kit cellulare Cellular SolarEdge e piani dati per SetApp 593.45 KB	🕁 Scarica	🗹 Invia per e-mail
C	SE3K-SE10K Inverter trifase con la configurazione SetApp 268.54 KB	上 Scarica	🗹 Invia per e-mail
C	P370-P505 Ottimizzatore di Potenza 1.17 MB	날 Scarica	🗹 Invia per e-mail
Ċ	Single Phase Inverter with HD-Wave Technology and SetApp Configuration - Quick Installation Guide v1.0 2.16 MB	🕁 Scarica	🗹 Invia per e-mail



# EdgeAcademy – Login or SignUp

Clicking on the the previous links you will be able to login or create a new account.



Log in to your SolarEdge account

### Email

simone.maenza@solaredge.com
Pessword
.....
Remember me
Forgot your password?
Log In

### ③ Tipo di Account

### Sono un installatore

Nota: nel caso in cui la tua azienda disponga già di un account nella Piattaforma di Monitoraggio, non è necessario che ti registri utilizzando questo modulo. Chiedi al tuo amministratore di aggiungerti all'elenco degli utenti. Per saperne di più

Sono un proprietario di sistema

### 🖭 Dettagli di Contatto

Nome			Password		
Cognome			Conferma Password		
Email			Unità di MIsura	Metrico	$\sim$
Conferma e-mail			Lingua	Italiano (Italy)	$\vee$
Telefono		0			
Professione	$\checkmark$				

No account? Sign up here or proceed to the Support Center

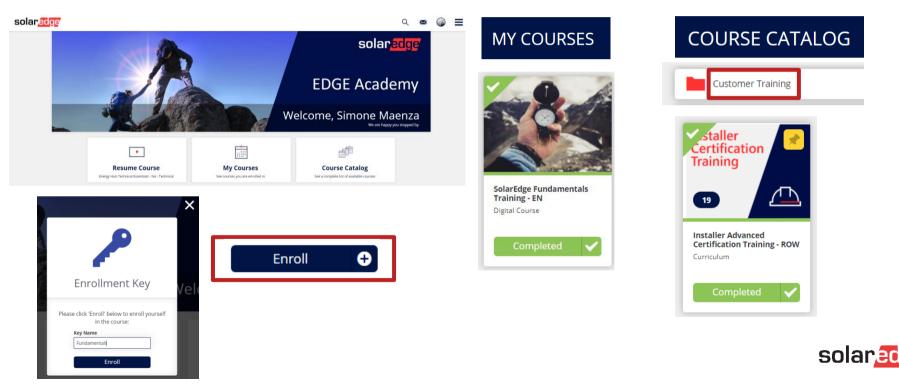
Terms & Conditions | Privacy Policy

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# EdgeAcademy – Enroll to the training

You will then be directed to our EdgeAcademy training portal, within which you will find several courses already available. The links will give you the opportunity to enroll for new courses after clicking on "enroll" at the top right of the courses page.



# EdgeAcademy – Enroll to the training

At the end of the training, once completed, on the right you will have the opportunity to download the certificate of completion of the course.



# SolarEdge – Labour compensation

Dear customer,

Thank you for contacting us and for choosing SolarEdge.

In order to support our Advanced Installer, Solaredge propose a Labour Compensation for the RMA of faulty components still covered by warranty. Please remember that in order to receive the Labour Compensation, the following points are compulsory:

### 1. You must be a SolarEdge Advanced Installer;

### 2. The inverter must be connected to internet and monitored;

### 3. You must send us the compensation request no longer than 3 months after the service;

### WHAT'S NEEDED:

- . Fill the Vendor Form attached to this mail, sign it and always send it as pdf for each compensation case you open, together with the invoice;
- Fill the invoice as the facsimile attached (always put the case and RMA number and a brief description: "case 999888, RML123456, RMA of 4 optimizer and 1 board for customer John Smith")
- □. You should be an Advanced installer (please attach the certificate to the mail).

Only an advanced installer can receive a compensation; please check the next <u>trainings</u> available close to your city and subscribe at the link <u>https://www.solaredge.com/it/service/training</u>; else send an email with subject <u>"advanced training subscription request"</u> to infoita@solaredge.com.

□. The site where the RMA was performed should be connected to internet and monitored through the Monitoring Portal



# Thank You!

Cautionary Note Regarding Market Data & Industry Forecasts

This power point presentation contains market data and industry forecasts from certain thirdparty 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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