



SMA ENERGY SYSTEM HOME

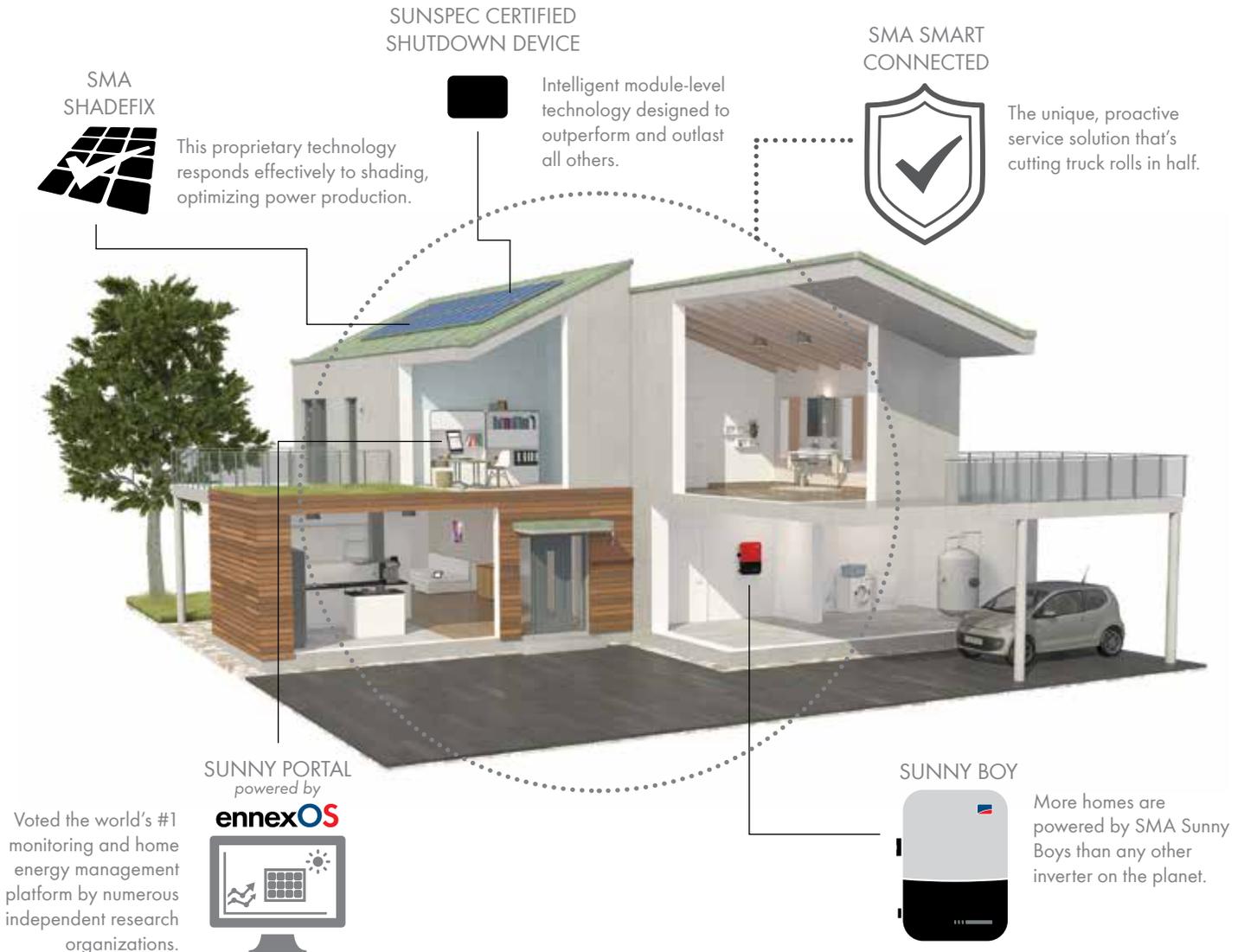
Power with a Purpose

The Power+ Solution

TRUE OPTIMIZATION, FASTER & EASIER THAN EVER

What's different?

SMA's new and improved Power+ Solution is the next generation of optimized residential systems, now with fewer components and even simpler commissioning. New SunSpec certified inverter technology enables the most cost effective rapid shutdown solutions while SMA ShadeFix optimization improves reliability, reduces system complexity, and produces more energy than traditional optimizers.



COMPREHENSIVE SOLUTIONS

Second to none

SMA's new and improved Power+ Solution is more than your typical PV system. While others offer an inverter and an optimizer, SMA offers so much more. Give your customers a holistic home energy solution that's a cut above the rest. With optimized power production from ShadeFix technology and customizable storage-ready options, the Power+ Solution from SMA is the premiere solution for the home of the future.

SUPERIOR POWER, GREATER RELIABILITY

An unmatched solution: ShadeFix technology paired with SunSpec certified shutdown devices

Finally, there is a better way to optimize a PV system with greater lifetime energy harvest and less risk of component failure.

Only SMA can deliver on this promise with the Power+ Solution, which offers:

- » Proprietary ShadeFix technology in the Sunny Boy, which optimizes system production, resulting in greater energy production than traditional optimizers
- » The industry's most cost-effective, simple to install solution for NEC 2017 rapid shutdown compliance
- » SunSpec certified rapid shutdown devices that feature fewer components than alternatives, which increases reliability and secures consistent power production



SMA ShadeFix
STRING LEVEL OPTIMIZATION



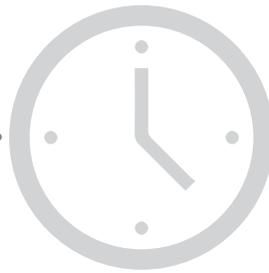
THE RESIDENTIAL PV VALUE CHAIN

The Power+ Solution optimizes each step in the project process, resulting in superior returns. Powerful features that improve performance and reduce cost mean integrators can provide greater value to their customers while improving their own profitability.



SIMPLE, FLEXIBLE DESIGN

- » Up to three inverter-based MPPTs solve complex rooftops more cost-effectively than alternatives
- » Simple, selectable country codes for region-specific smart inverter functionality (Hawaii, CA Rule 21, NE-ISO)
- » Compatible with leading third-party shade modeling tools including Aurora, Helioscope and PVsyst



FASTER INSTALLATION

- » Reduced communication components speed commissioning by 50%
- » SunSpec certified shutdown device installations occur on the ground, reducing risks associated with roof work
- » MLPE incumbents restricted to rack mounting, incurring greater time spent on roof



IMPROVED LOGISTICS

- » Integrated wall mount bracket simplifies logistics
- » Highly integrated inverter and advanced communication require only a single connection
- » Streamlined portfolio from SMA simplifies ordering, stocking, and training
- » SunSpec standardization simplifies sourcing, drives down cost and reduces business risk



GREATER PRODUCTION

- » SMA's proprietary ShadeFix optimization produces more energy than traditional optimizers
- » SMA system has fewer components which are exposed to less heat and stress, which improves lifetime reliability
- » Protective SunSpec certified shutdown device housing distributes junction box heat away from module backing, improving lifetime energy harvest



SIMPLIFIED SERVICE

- » SMA Smart Connected automated service technology can reduce truck rolls by 50%
- » SMA Service Mobile App along with the SMA Online Service Center provide expedited field service and event resolution
- » Greater reliability of rooftop devices than alternatives, which reduces the need for servicing
- » Support from the #1 Service team in the PV industry, as recognized by IMS research, with experience servicing an installed base of nearly 90 GW

FLEXIBLE, FUTURE-PROOF SOLUTIONS

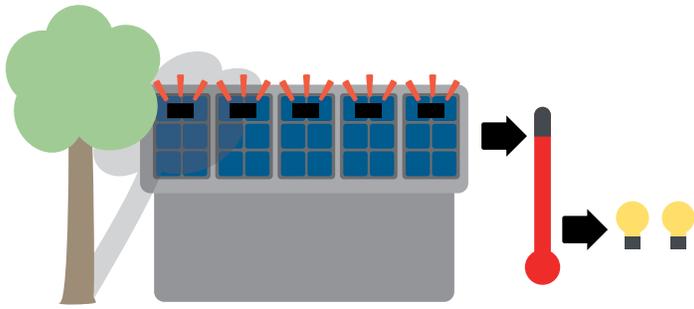
Storage options can be retrofitted at any time!



WHY PROVIDE HOMEOWNERS WITH AN INFERIOR SOLUTION?

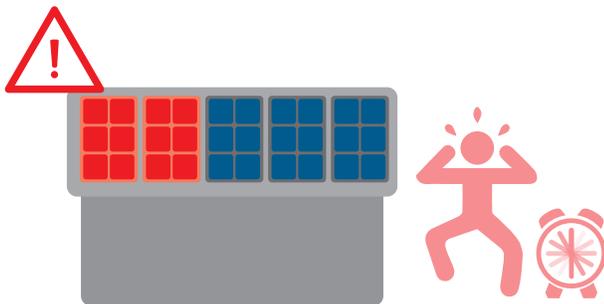
Many PV systems fall short of providing a complete home energy solution, which is bad for both homeowners and installers. Questionable reliability, troublesome servicing and the lack of a future-proof solution can irritate homeowners and limit an installer's future revenue stream.

CONVENTIONAL MODULE OPTIMIZERS



INEFFICIENT, UNRELIABLE DESIGN

- » These systems have more components and produce more heat due to constant operation
- » This means more points to service in the harsh rooftop environment and higher likelihood of failure
- » Excessive power consumption reduces energy production



DIFFICULT SERVICING

- » Most solar systems have to rely on reactive servicing.
- » Coordinating multiple site visits is a hassle and takes time.
- » The lengthy servicing period results in system downtime and lost energy.

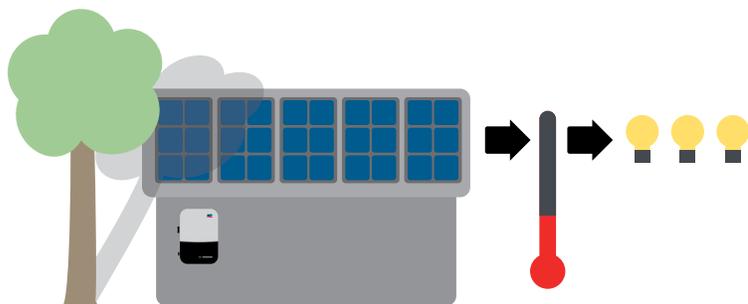


INFLEXIBLE SYSTEM DESIGN

- » Most solar systems cannot be retrofitted with energy storage.
- » This limitation eliminates future smart home integration.
- » The opportunity to further save on utility bills is lost and system payback is slowed.

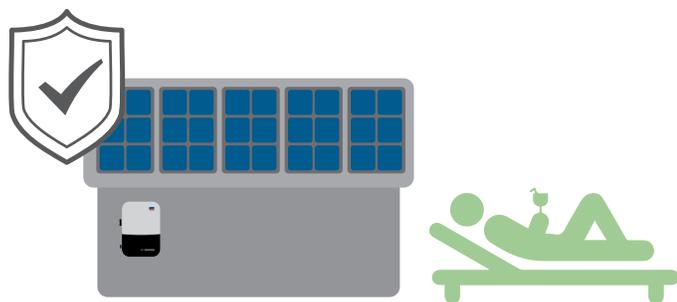
WHAT MAKES THE POWER+ SOLUTION A SUPERIOR CHOICE?

The Power+ Solution solves the problems that other PV systems can't. Homeowners and installers alike benefit from superior reliability, a proactive service strategy and the ability to future-proof a home with flexible energy storage opportunities.



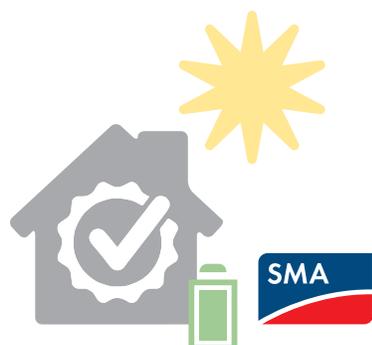
GREATER RELIABILITY

- » ShadeFix optimization operates more efficiently and creates greater energy production
- » Very few components are needed on the roof to achieve greater system reliability and NEC 2017 compliance



SMART SERVICE TECHNOLOGY

- » SMA solar systems include smart, proactive service technology.
- » Issues are communicated automatically and servicing is seamless.
- » Quick resolution means system energy production is maximized, which has a positive financial impact.



FUTURE PROOF, SMART HOME READY

- » SMA systems can be retrofitted with energy storage any time.
- » They feature future-proof technology that is smart home ready.
- » Utility bills are further reduced and system payback is accelerated.

ENERGY
THAT
CHANGES



SOCIAL MEDIA

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