



SEIA

Solar Energy Industries Association INC



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XESS Energy





4 Things

To Installation Success



Manufacturers & Suppliers

Installation location

Redundancy

Customer Service

1. Manufacturers & Suppliers




1. Manufacturers & Suppliers

TRUST



1. Manufacturers & Suppliers

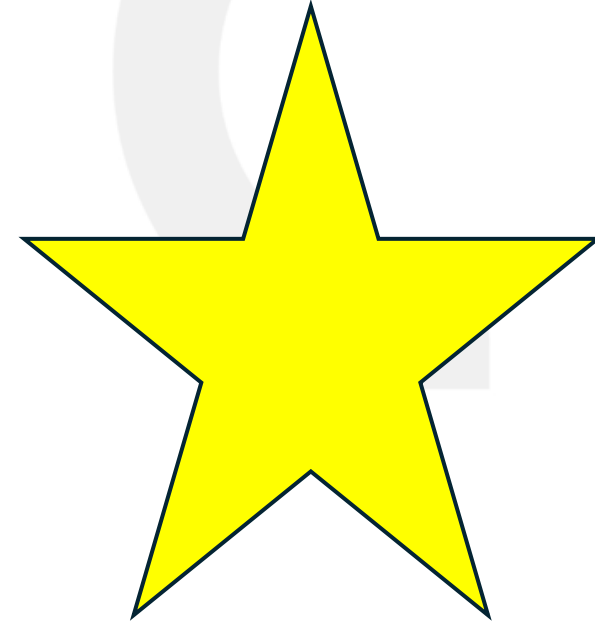


TRUST

“firm belief in the reliability, truth, or ability of someone or something.”

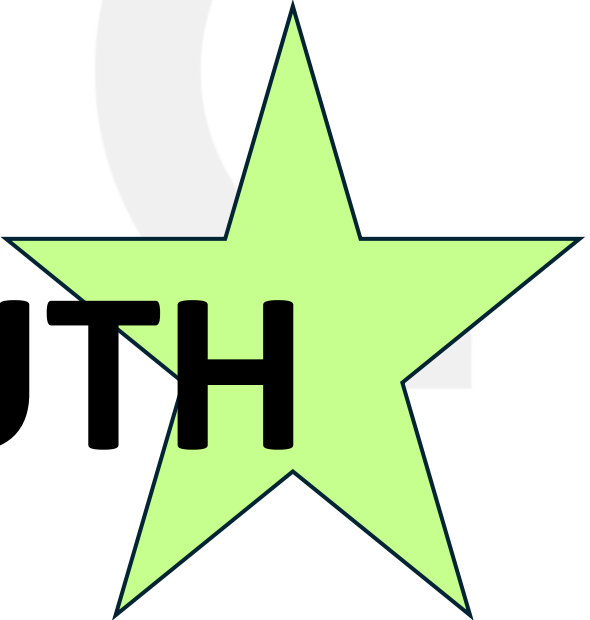
1. Manufacturers & Suppliers

RELIABILITY



When you need it most

1. Manufacturers & Suppliers



TRUTH

The truth of information


1. Manufacturers & Suppliers

ABILITY



Performance

1. Manufacturers & Suppliers



TRUST

“firm belief in the reliability, truth, or ability of someone or something.”

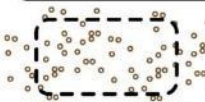
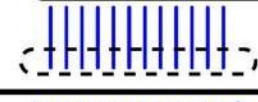

2. Installation Location

These are code letters signifying an Ingress Protection

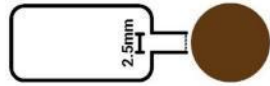

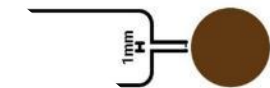
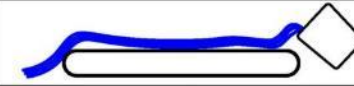

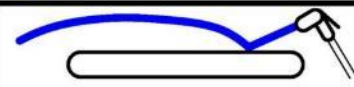



IP 68

First Number:
Level of Protection from Solid Objects

Second Number:
Level of Protection from Water

0		Not Protected	0		Not Protected
			1		Protected against vertically falling water

What about HEAT?

	Protected against solid objects greater than 2.5mm	3		Spraying water
	Protected against solid objects greater than 1mm	4		Protected against splashing water
	Protected against dust	5		Protected against jetting water
	Dust tight	6		Protected against powerful jetting water
		7		Protected against temporary immersion in water
		8		Protected against continuous immersion in water

What about HEAT?

2. Installation Location

2. Dry, dust-free indoor environment

Avoid exposing the equipment to direct sunlight, rain,

The ambient temperature should be between -10°C and $+50^{\circ}\text{C}$.

The ambient humidity should be between 5-95%.

- Direct sunlight.
- Rain, water, salt laden air or where the humidity is likely to cause condensation.

to operate is 10°C to 40°C . Frequent exposure to harsh temperatures may deteriorate the performance and life of the battery.

2. Installation Location

Installation Review



2. Installation Location

Uninsulated roof

Exposed dripping water

Exposed to Dust

Exposed to extreme heat



2. Installation Location

Exposed to Direct Sun

Temperature rise



2. Installation Location

Exposed to Direct Sun

Temperature rise



2. Installation Location

Uninsulated Shed

Batteries shutdown
To protect themselves

Ambient Temperature
Reached $>50^{\circ}\text{C}$



2. Installation Location

Insulated shed

Protected from heat

Protected from Dust



2. Installation Location

Airconditioned Room

Insulated Room

Protected from heat



Installation Location

Shaded and protected



2. Installation Location

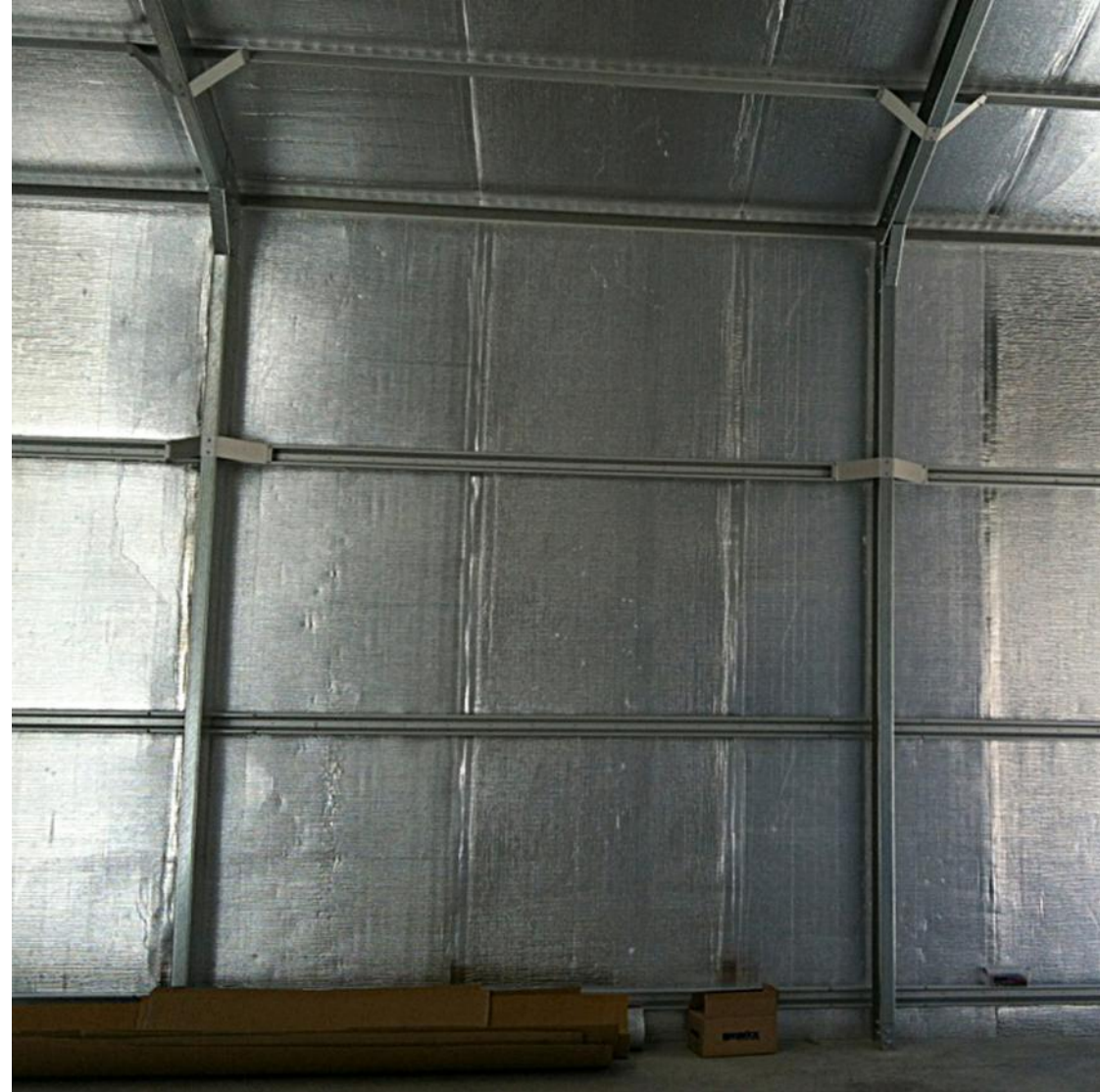
Insulating
Garage door

From \$200



2. Installation Location

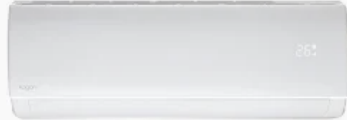
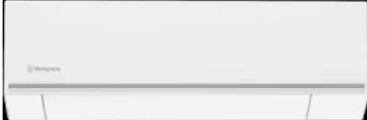
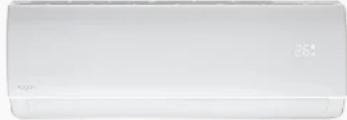
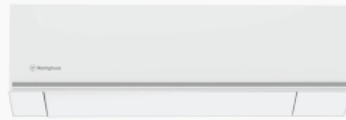



Insulated shed



2. Installation Location

Split Systems are cheap



SALE			SALE	
				
Kogan SmarterHome...	 Collect tomo... Westinghouse C2.7kW H3.5kW...	Kogan SmarterHome...	Westinghouse 2.7kW Split...	 Collect tomo... Hisense C2.5kW H3.2kW Reverse...
\$479.00 \$900	\$899.00	\$479.00	\$790.00 1,099	\$799.00
Kogan.com	The Good Gu...	Dick Smith AU	Appliances O...	The Good Gu...
★★★★★ (5)	★★★★★ (8)	★★★★★ (5)	★★★★★ (8)	★★★★★ (17)

2. Installation Location

Keep the system cool

Keep the system dry and clean

Regardless of IP rating, you must consider heat

Ensure best practice to maximize the system life

Redundancy

Redundancy refers to the inclusion of additional components, systems, or resources in a setup to ensure reliability, fault tolerance, or availability.

Redundancy

1. Back up source



Redundancy

2. Batteries



Managed Batteries

Communication Enabled

Redundancy

2. Batteries



Managed Batteries

independent operation

Redundancy

2. Batteries



Self-Managed

No Communications



Redundancy

2. Batteries



Managed

Self-Managed

Cluster Control

Redundancy

3. Charging Sources



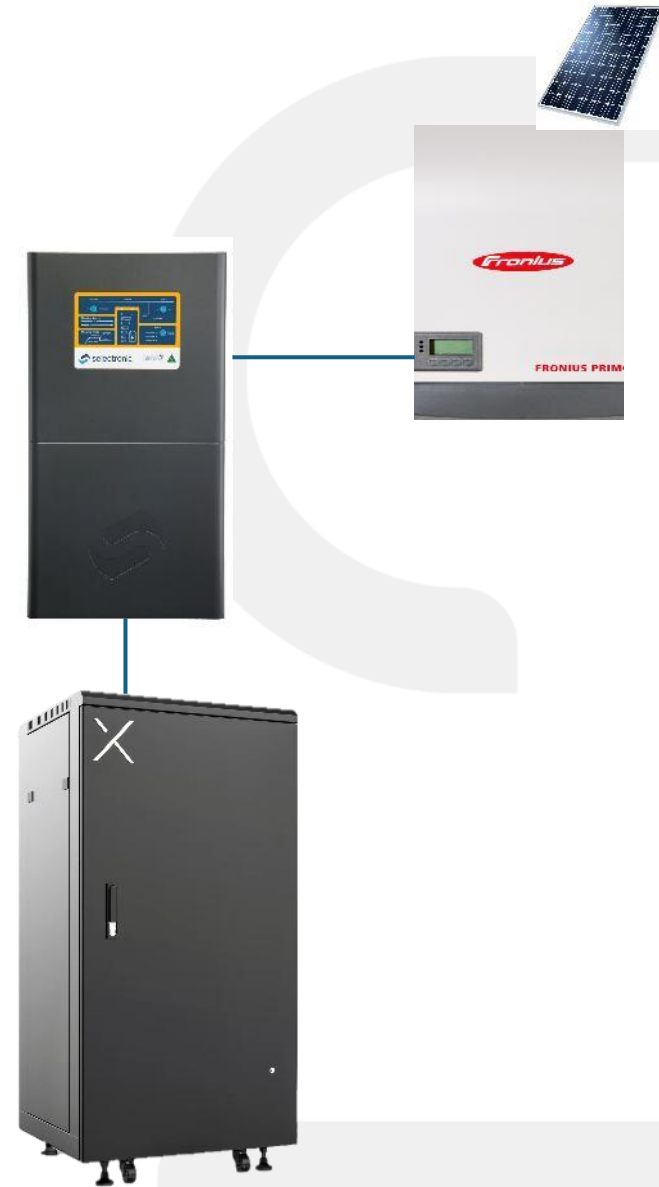
Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Redundancy

3. Charging Sources



Customer Service



Customer Service

Is the assistance and advice provided by a company to those people who buy or use its products or services.



Customer Service

Customer Satisfaction



Customer Service

Brand Loyalty



Customer Service

Reputation



Customer Service

Problem Resolution



Customer Service

Revenue Growth



Customer Service

Competitive Advantage



Conclusion

Trust

Control

Redundancy

Customer Service

