

SMA SMART CONNECTED



Streamline your business operations and provide added value to your customers

However infrequently they occur, service calls can be lengthy, unnecessary, and will most certainly impact a PV installer's bottom line. SMA's new Smart Connected feature offers a proactive solution that saves installers time and money while maximizing system owners' power production. Smart Connected will automatically detect any error and initiate the repair or replacement process before a system owner even notices a fault. Streamline your service operations with SMA Smart Connected.



WHY CHOOSE SMA SMART CONNECTED?

Learn how SMA Smart Connected delivers on its promise to elevate residential PV service and provide the most secure, profitable solar investment.



1. Time and labor savings

Installers benefit from this proactive, streamlined service solution in a variety of ways.

- a. SMA will actively monitor the system at all times, so the installer can focus on other tasks
- b. Smart Connected can automatically initiate the repair or replacement process, circumventing calls from homeowners that can sap productivity and threaten referral business



2. Increase productivity and profit

SMA Smart Connected can positively affect an installer's bottom line well after installation and throughout the lifetime of the system.

- a. Truck rolls can be cut in half, allowing more time for revenue-generating activity including business development and new installations
- b. Satisfied customers who receive proactive service solutions are far more likely to generate referral business for an installer



3. Maximum power production

System owners benefit from fast resolution, hassle-free repair and SMA's legendary track record of reliability.

- a. Smart Connected can notify an installer of any service needs often before the homeowner even notices an interruption in energy production
- b. If needed, seamless repair or replacement of the inverter is completed without the need to coordinate multiple installer visits



4. Investment security

SMA stands alone in providing the highest level of service for both installers and system owners, and has the stats to prove it.

- a. SMA is the largest, most experienced PV service provider with 35+ years of experience and 55+ GW in operation worldwide
- b. SMA has been voted #1 by IHS Research in terms of most preferred service and warranty support

Contact SMA today to see how SMA Smart Connected can work for you!

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