



African Solar Power

PROINSO
Solar Energy Supplies

PROINSO African Solar Power
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The QUALIFIED INSTALLERS network aims to guarantee and reinforce Installation Company commercial and technical work, with sufficient quality, deadline and cost guarantees to meet the needs of the customers and the banks that finance their projects.

Our Network is comprised of Platinum, Gold and Silver QUALIFIED INSTALLERS. All groups of installers contain world-class professionals and companies operating in the international photovoltaic market.

Qualified Installers (QI) make part of a network of more than 2 300 installers around the world that are directly associated with PROINSO. The requirements to become a qualified installer are the following:

CUSTOMERS Contacting PROINSO ASP will be directed to our NETWORK of QUALIFIED INSTALLERS who will be responsible for carrying out the offer, as a "turnkey" project, they will carry out the installation, maintenance and bill the customer for the installation.

- THERE IS NO OBLIGATION to obtain the total supply for your projects, as we understand that sometimes the customer may desire other materials other than those supplied by PROINSO ASP.
- SUPPORT from a leading brand like PROINSO ASP which will reinforce your brand image.
- UNBEATABLE PRICES constantly updated, which will enable you at all times to offer the most competitive pricing to your customer.
- TRAINING received directly by manufacturers and which enables you to be constantly up to date on new products and applications.
- TECHNICAL ADVICE if needed, first level support only.

Disclaimer:

PROINSO African Solar Power cannot be held liable for technical issues on installations carried out by a third party qualified installer.



Mission

Proinso African Solar Power is a company focussed on providing quality integrated photovoltaic solutions to customers in Southern Africa. Our goal is to provide efficient and enjoyable service to customers with a focus on a streamlined supply of PV equipment. We focus on using our international experience and local knowledge to support our customers in any way possible.

Our constant efforts to exceed the expectations of installers and engineering companies to whom we supply not only material, but support through our services, result in high levels of customer satisfaction and a reputation for reliability.

We care about providing a fair, equitable and welcoming working environment for all employees as well as anyone who works with us. Job satisfaction is very important for both the employee's and owners. Hard, creative and intelligent work will always be rewarded and utilized to grow the business in every way possible.

Platinum Installer/EPC

1. Minimum of 2-3 years of experience installing photovoltaic systems.
2. Use and promotion of the **QUALIFIED INSTALLER TRADEMARK** on your website
3. Have a professional commercial and technical team who can address the different kinds of projects.
4. Have the necessary personnel to perform maintenance tasks on the facilities installed.
5. Have commercial offices for customer service in the area of operation
6. Be up to date with financial, labour, business, legal and tax obligations for your business.
7. Achieve a minimum number of annual purchases through our PROINSO STORE
 1. Have an annual spend of over R1million with Proinso African Solar Power.
8. Share your professional experience with us: Send us some pictures and information about your facilities. We will include your projects on our web platform and you can show your customers your portfolio
9. Must have attended PROINSO African Solar Power dedicated training courses.
10. Follow us on Facebook: Please "Like" our Facebook pages. You'll find us at PROINSO SA, PROINSO USA, PROINSO SPAIN, PROINSO ITALY, PROINSO CANADA, PROINSO HELLAS, PROINSO GERMANY, PROINSO UK, PROINSO BRAZIL, PROINSO MEXICO and PROINSO INDIA. Please share our content!

Gold Installer

1. Minimum of 2-3 years of experience installing photovoltaic systems.
2. Use and promotion of the **QUALIFIED INSTALLER TRADEMARK** on your website



3. Have a professional commercial and technical team who can address the different kinds of projects.
4. Have the necessary personnel to perform maintenance tasks on the facilities installed.
5. Be up to date with financial, labour, business, legal and tax obligations for your business.
6. Achieve a minimum number of annual purchases through our PROINSO STORE
 1. Have an annual spend of over R500 thousand with Proinso African Solar Power.
7. Share your professional experience with us: Send us some pictures and information about your facilities. We will include your projects on our web platform and you can show your customers your portfolio
8. Follow us on Facebook: Please "Like" our Facebook pages. You'll find us at PROINSO SA, PROINSO USA, PROINSO SPAIN, PROINSO ITALY, PROINSO CANADA, PROINSO HELLAS, PROINSO GERMANY, PROINSO UK, PROINSO BRAZIL, PROINSO MEXICO and PROINSO INDIA. Please share our content!

Silver Installer

1. Experience in the installation of photovoltaic systems
2. Good client relationships based on continual assessment by Proinso ASP
3. Current client of Proinso ASP
4. Be up to date with financial, labour, business, legal and tax obligations for your business.
5. Must have attended relevant training courses.
6. Follow us on Facebook: Please "Like" our Facebook pages. You'll find us at PROINSO SA, PROINSO USA, PROINSO SPAIN, PROINSO ITALY, PROINSO CANADA, PROINSO HELLAS, PROINSO GERMANY, PROINSO UK, PROINSO BRAZIL, PROINSO MEXICO and PROINSO INDIA. Please share our content!

Terms and Conditions

1. The ONLY CONDITION is that for each project we assign from PROINSO African Solar Power, you are encouraged to buy the modules and / or invertors and / or fixed structures and/or balance of system from PROINSO African Solar Power.
2. Anything concerning the implementation of the turnkey engineering, its maintenance and customer billing will be done by the installer in question.
3. Installer QI level will be at the full discription of Proinso African Solar Power.



Qualified Installer Application Form

- Please detail the below form with all required information.
- Any details disclosed in this document will remain confidential and will be used only for the purposes of the above Qualified Installer Program.

Contact Information

Company Name	
Street Address	
VAT Number	
Registration Number	
Website	
Company Representative	
Job Title	
Contact Number	
E-Mail Address	

1. Experience

1.1. How many years relevant experience in the Solar EPC/Installer field does your company have?

- | | |
|--------------------------------------|------------------------------------|
| <input type="checkbox"/> 0-6 months | <input type="checkbox"/> 2-3 years |
| <input type="checkbox"/> 6-12 months | <input type="checkbox"/> >3 years |
| <input type="checkbox"/> 1-2 years | |

1.2. What internal expertise does your company possess?

- Administration
- Project Manager/s
- Electrical Engineer/s
- Mechanical Engineer/s
- Architect/s
- Project developer/s
- Sales Staff



2. Special Skills or Qualifications

2.1. Please summarise any other skills that your company may possess over and above the skills detailed previously:

3. Product/s

3.1. Please tick the products that you are looking to procure through PROINSO African Solar Power?

- Inverters
- Solar Modules
- Structures
- Inverter accessories
- Batteries
- Balance of System (Cable, Connectors etc.)
- Integrated Solutions (Kits)

4. Market

4.1. Who is your target market/s?

- Residential Grid-Tied (0-10kWp)
- Small Commercial Rooftop (10-50kWp)
- Medium Commercial Rooftop (50-200kWp)
- Large Commercial Rooftop (200kWp – 1.5MW)
- Commercial/Industrial Ground Mount
- Reseller

5. Forecast

5.1. Please detail expected value (Rands) of orders that will be placed with PROINSO African Solar Power.

0-3 months	
3-6 months	
6-12 months	
12-24 months	



6. Basic Questions

6.1. Do you offer full EPC (Engineering, Procurement and Commissioning services)?

Yes	
No	

if not,

Is your business an installation company only?

Yes	
No	

if not,

Is your business a reseller/distributor?

Yes	
No	

6.2. Does your business perform O&M?

Yes	
No	

6.3. What is your reason for joining the PROINSO African Solar Power QI program?

7. Agreement and Signature

By submitting this application, I confirm that the facts represented are true. I am willing to provide the above information for use by PROINSO African Solar Power for the Qualified Installer program and associated marketing.

Name (printed)	
Signature	
Date	




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8. Our Policy

- 8.1. It is the policy of PROINSO African Solar Power to provide equal determination to all applicants and no favour will be taken in any case regardless of the extenuating circumstances.
- 8.2. PROINSO African Solar Power does not take responsibility for difficulties and/or occurrences on a project site regardless of whether the installer is a PROINSO African Solar Power Qualified Installer or not.
- 8.3. Anything concerning the implementation of the turnkey engineering, its maintenance and customer billing will be done by the installer in question.
- 8.4. Installer QI level will be at the full discretion of Proinso African Solar Power.
- 8.5. All warranties are carried by the manufacturer in question.
- 8.6. No guarantee can be given of set lead times for product.