



FRONIUS REPOWERING PROGRAM – PRIMO 5.0-1 AUS

For many years the Australian solar market was driven by incentives in the form of Feed-In-Tariffs (FiT), whereby a PV installation that was exporting power to the grid would receive a high value for that exported power. Many consumers signed up with electricity retailers for long-term FiTs, often exceeding the duration of their inverter warranty.

In some instances, the originally installed inverter has failed. In order to maintain their original FiT, the consumer needs to replace their inverter with a like-for-like product. This includes the topology of the inverter (transformer based or transformerless) and the maximum rated power output.

Up until recently, many inverter brands supplied a 4600W AC inverter. There are now very few brands on the market in this power class.

This represents a challenge for consumers, who wish to maintain their FiT but can't locate a like-for-like replacement product.

The Fronius Solution

Fronius has long supplied a 4600W AC inverter to the market in the form of our Primo 5.0-1 AUS. This product was discontinued in early 2019.

In order to assist customers maintain their FiT, Fronius will re-introduce the Primo 5.0-1 AUS to the market, in a limited capacity.

The product will not be available to our distributors. Fronius will supply the product directly to installers who need a like-for-like inverter to maintain a customers' FiT.

The Process

Fronius will sell the Primo 5.0-1 AUS directly to installers, under the following process:

- / Installer contacts Fronius Tech Support (03 8340 2910) and seeks a like-for-like replacement, providing the following information
 - o Brand of inverter being replaced
 - o Size of the inverter being replaced (in kW)
 - o Serial number of the inverter being replaced (on request)
 - o Photos of the faulty installation (on request)
- / Fronius Tech Support will raise a case against the installer account, and issue a quote via email to the installer for the direct supply of Primo 5.0-1 AUS
- / Installer raises a Purchase Order on Fronius Australia, referencing the case number
 - o PO to be emailed to pv-sales-australia@fronius.com
- / Upon receipt of the purchase order, Fronius Australia will confirm the order and dispatch the inverter to the nominated delivery address
- / Payment terms of Net 14 will apply

The goal of the above is to assist consumers maintain their high value FiT by providing a trusted, quality European inverter brand. By removing the distributor from the transaction, we can minimise the costs to the consumer and gain direct insights into the geographies where repowering devices are required.