



SMA ENERGY SYSTEM BUSINESS

# SMA Commercial Solutions

Advanced technology and service  
for the PV plant of the future





# COMPREHENSIVE COMMERCIAL ENERGY SOLUTIONS

**Holistic systems that address energy supply, demand and management**

Next-generation commercial PV systems are much more than a way to offset energy costs. They are true energy solutions, revolutionizing the way businesses participate in energy markets. From generation to load usage, commercial solutions from SMA allow plant owners an unmatched level of monitoring and control including the ability to participate in the energy trading market of the future, opening untapped revenue streams.





### PV inverter

Every solution must have an epicenter—a place where critical functions are performed that maintain the health and productivity of the entire system. The PV inverter serves as the interface between all components in the plant and is capable of communicating and controlling system-wide events. Storage inverters further future-proof the commercial energy solution by shifting energy supply to meet demand.



### Plant communication and control

Commercial system owners and operators must have comprehensive system visibility and the ability to control detailed energy and grid management functions.



### System safety

Safety standards being developed by industry stakeholders and enforced by AHJs are becoming increasingly stringent. Adherence to safety regulations is critical for system owners relying on a consistent revenue stream and timely payback schedule.



### Service

Proactive support is essential to keep commercial plant profitability on track. Service providers must constantly innovate and leverage new service technology in order to maximize system uptime.



# THE SMA SOLUTION

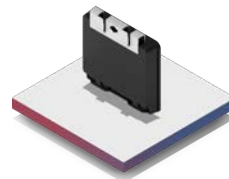
## Superior commercial energy generation and management



### The Sunny Tripower series: 33, 50, and 62 kw Optimized for commercial PV applications

The Sunny Tripower is a field proven commercial inverter with more than 15 GW installed worldwide. It comes standard with a host of value-added features designed to take commercial projects to the next level including:

- » SHADEFIX OPTIMIZATION which provides superior power production and a reduced component count versus alternatives, increasing reliability and reducing service obligations.
- » INTELLIGENT IV CURVE DIAGNOSTIC allowing integrators and service professionals to test the health of the inverter's strings during critical stages in the plant lifecycle and easily produce reports for relevant stakeholders
- » ADVANCED STRING MONITORING giving insight into granular power production data to ensure optimal system performance

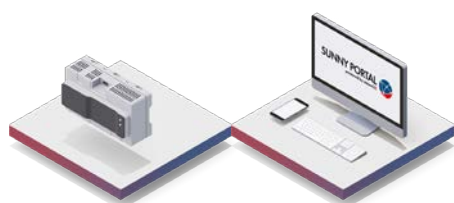


### Advanced technology for maximum safety

SunSpec certified inverter technology in conjunction with

SunSpec certified shutdown devices give integrators a cost-effective way to achieve compliance with the NEC 2017 module-level shutdown requirements. Further addressing safety in commercial PV systems, SMA inverters also include advanced AFCI compliant to new Standard UL 1699B for arc fault protection.





### Superior communication and control

In combination with Sunny Portal powered by ennexOS, an Internet-of-things (IoT) platform that manages all energy generation sources and data on a single platform, the Data Manager M is the ideal solution for commercial system owners and operators. It optimizes communication, monitoring and control of decentralized PV systems for up to 50 devices.

**ennexOS**  
CROSS SECTOR ENERGY MANAGEMENT



### Enhanced service support technology

SMA provides support across the PV plant life cycle with a valuable range of service capabilities including:

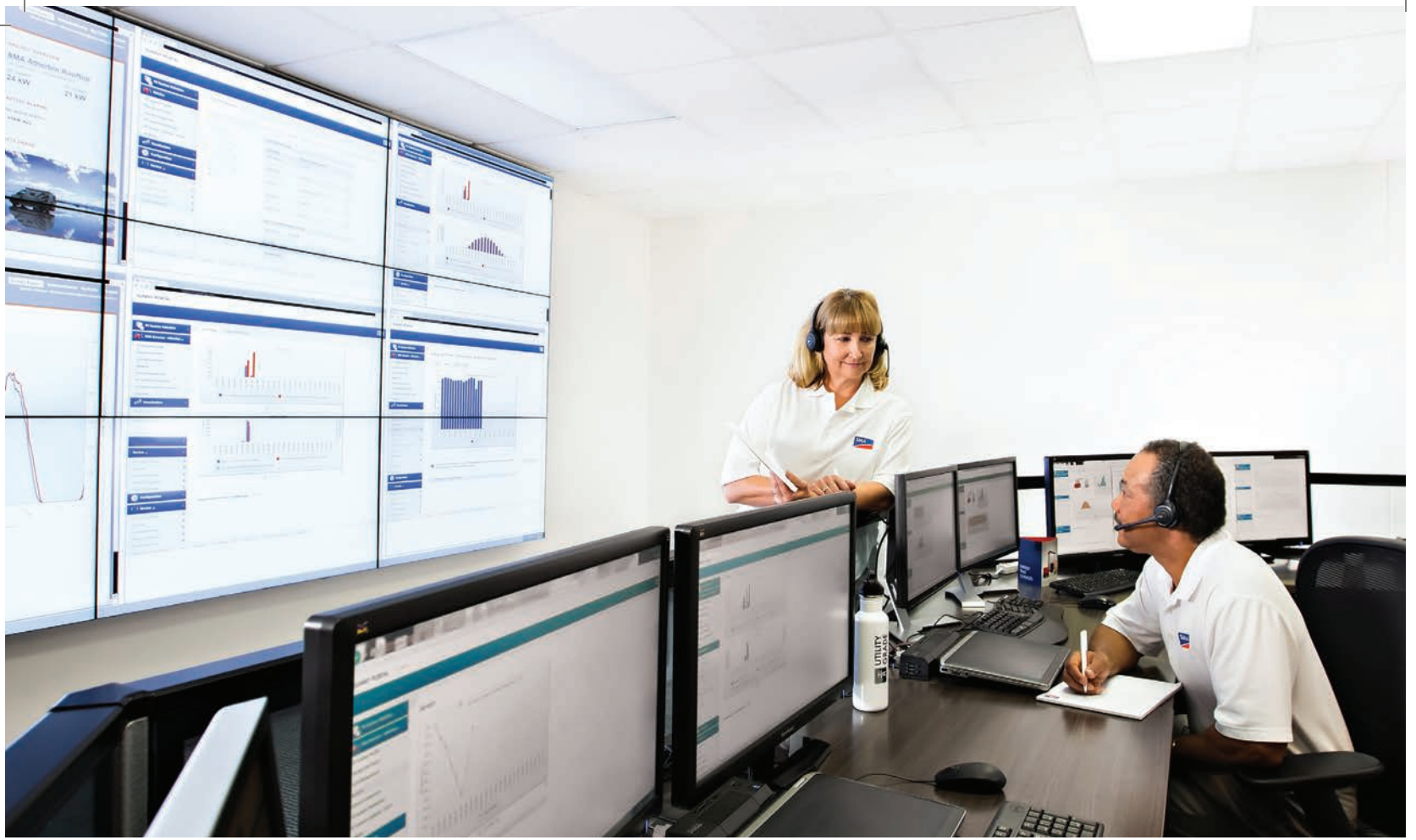
- » SMA SMART CONNECTED a proactive service solution that saves installers time and money while maximizing system owners' power production
- » SUNNY PORTAL not just a monitoring platform, but an invaluable service tool that enables access to SMA Smart Connected as well as automatic firmware updates, simplifying field service activities
- » ONLINE SERVICE CENTER offering expedited resolution with self-solve documentation, FAQs and information on software updates



### Proactive service strategy

In addition to leading O&M services and the industry's number one service team, SMA has brought proven technology from the residential market to our new commercial solutions. SMA Smart Connected is a proactive O&M solution that saves integrators time and money while maximizing system owners' ROI. In fact, this technology can cut truck rolls in half and save system owners up to \$6 million in service costs across the lifetime of a 100 MW portfolio.





## WHAT IS SMART CONNECTED?

Powered by the award-winning ennexOS, SMA Smart Connected is a proactive O&M solution that can cut truck rolls in half and save up to \$6 million in service costs across the lifetime of a 100 MW portfolio.



### 1. Time and labor savings

SMA will actively monitor the system at all times and automatically initiate the repair or replacement process, so the installer can focus on other tasks.



### 3. Maximum power production

SMA Smart Connected can notify an installer of any service needs often before the system owner even notices an interruption in energy production.



### 2. Increase productivity and profit

Truck rolls can be cut in half, allowing more time for revenue-generating activity including business development and new installations.



### 4. Investment security

SMA is the largest, most experienced PV service provider with 40+ years of experience and 100+ GW in operation worldwide.

# SMA SOLUTIONS FOR O&M

Even the most advanced technology requires someone to look after it. Executing a successful O&M strategy is paramount to the long-term viability and profitability of a commercial PV system. Vital O&M services such as NERC/CIP-compliant remote monitoring with 24/7 customer support, preventative maintenance, system performance evaluation, emergency response, warranty administration, sophisticated aerial thermography, and more, are all backed by the world's number one service team.

**With an O&M portfolio of nearly 5 GW, 100+ GW of PV installed globally and thousands of commercial and utility projects completed worldwide—the numbers say it all. SMA is the PV industry's best financial backstop and long-term partner who places your success as our top priority.**



**Trust your system's  
performance to SMA**

ENERGY  
THAT  
CHANGES



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