

# Partner of the crafts

More quality and service  
for solar professionals.

# EWS

Specialist wholesaler since 1985

 **photovoltaics.eu**  
The best brands from one source

**Trina**solar

**Jinko**<sup>Solar</sup>

**LONGi**

**LUXOR**  
solar module manufacturer

 **REC**

**SMA**

**Fronius**

**KOSTAL**

solar**edge**

 **HUAWEI**

 **solis**

**KACO**  new energy

 **NELTA**

**Tigo**<sup>®</sup>



 **LG**

 **FENECON**

**RCT**  
power

**K2**  
systems

**ALTEC**  
METALLTECHNIK

ENSTALL

 **MENNEKES**  
MY POWER CONNECTION

**HARDY BARTH**  
emobilität

# Our services



## Your way to business success

We are a specialist wholesaler for photovoltaic components and see ourselves first and foremost as a partner to the crafts. We support solar installers in many ways. This allows you to assert your position in the market and present yourself to your customers in the best possible way.

## We offer you:

- **Planning and distribution of high-quality solar electric systems and single components**
- **Practical experience since 1985**
- **A team of experts and one personal contact**
- **Local support from our field sales force**
- **Attractive sales conditions and terms of payment**
- **Just-in-time delivery from EWS warehouse**
- **Individual sales support**



### Marketing packages and sales aids

Support at in-house exhibitions and with customer acquisition, e.g. loaning of exhibits, print templates and much more



### Technical information

e.g. project planning and after sales services



### Advanced training & tutorials

Numerous special events and presentations at fairs, in our suppliers' and in our own seminar rooms



### Professional information

EWS partner login and regular e-mail newsletters



### Customer leads

Forwarding prospective customer leads to partner companies with QuickPlan, our planning and communication tool for photovoltaic projects



## Our requirements to photovoltaic products

**When selecting our suppliers we attach great importance to many years of production experience, a well-established quality management and unique selling points.**

These include among others:

- **Outstanding product quality**
- **Best price-performance ratio**
- **Reliable long-term warranty commitments**
- **Resource-conserving and sustainable production and recycling processes**

As a general rule, at EWS, we only offer those products and services to our customers which meet all requirements, including our own.

In our exclusive EWS partner area we offer you quick access to the latest product information, sales aids, seminar offers and our free online tools.



On the following pages, see for yourself the advantages of the photovoltaic components and services we offer, which will make your work easier.



Managing Director Jan Paul Dahm and his father, company founder Kai Lippert

# Partner of the crafts

## We are system providers

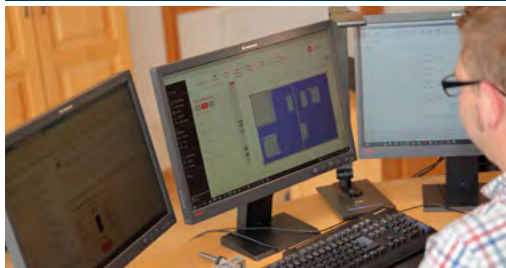
A solar installation is only as efficient as its weakest component. Therefore, we only combine the high-quality and long-term tested components from leading manufacturers to customised systems.

## EWS – a reliable partner

EWS has been an industry leader since 1985. As a specialist wholesaler, we maintain long-standing and successful partnerships with a steadily growing number of specialist companies in Germany and Northern Europe.







## Our online tools

We program our software solutions ourselves so we can always adapt our digital tools to our customers' needs and wishes. This way you work faster and more securely! Use our knowledge and digitalise all processes in sales and in communication with customers and suppliers with our online tools.

**All free and without license fees!**

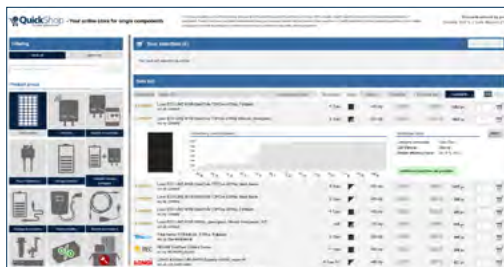
## Less work for you

Our online tools reduce your efforts in customer acquisition, project planning, calculation and purchasing.

- **Centralised product data**
- **Keep your data always up-to-date**
- **Keep track of all projects**
- **Connect project data through all online tools**



# Our prices

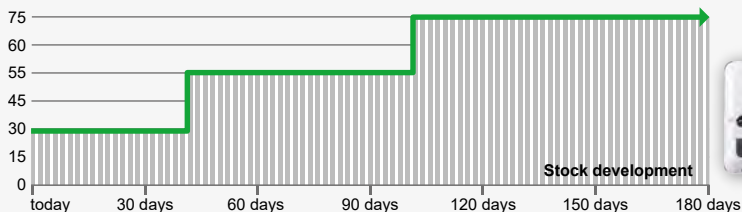


## Curated shopping experience online

In **QuickShop**, PV professionals see everything in one place, not only product features, prices and stock, but also the availability prognosis of

all products in the coming months. This allows you to plan quickly and reliably.

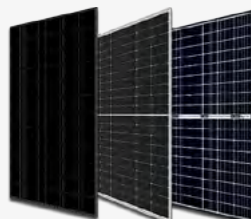
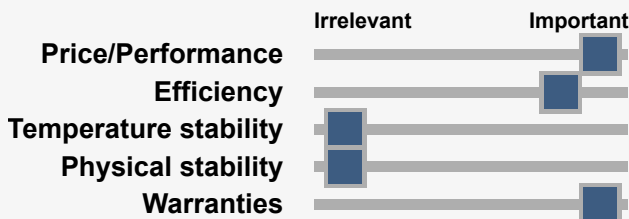
### Availability over time



For the first time, you can influence the product recommendations by personal preference. This way, QuickShop is sure to become the perfect expert advisor for purchasing and component selection for you, too.

- Convenient sorting and filter functions
- Suggestions for alternatives and accessories
- Shopping cart with component comparison
- Automatic freight cost calculation

### Individualised recommendations



## QuickCalc PV Calculation Tool

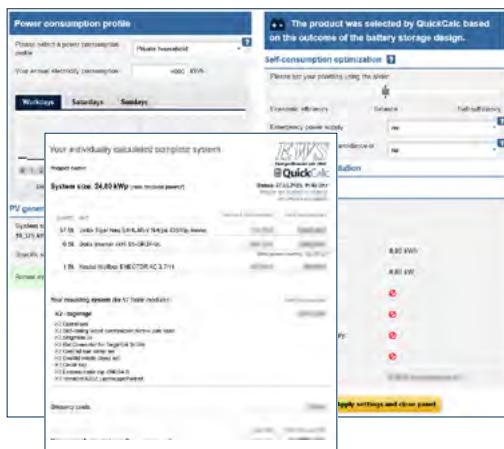


## Complete systems individually designed and quickly calculated

With the online calculation tool **QuickCalc**, you can quickly and reliably find affordable, technically suitable and available solutions when designing and calculating your solar power projects.

In addition to providing direct access to the module field layout via Google Maps and an automatic inverter layout with string planning, mounting systems can also be designed and then ordered directly from EWS as a complete system in detail and without restrictions – thanks to the seamless integration of the manufacturer software in QuickCalc. Storage systems are also recommended.

A navigation bar guides you intuitively through the individual product groups which make up the PV system. Get individualised product recommendations by sorting, filtering and weighting selection criteria as you see fit. Product recommendations always take into account the technical compatibility of all components. One of the main arguments for QuickCalc is that it also factors in product availability. This gives you unprecedented planning reliability with up to six months' lead time and thus the greatest possible reliability for your offers. These can be created in QuickCalc, including your trade margin and installation costs.



The highlights at a glance:

- Automatic configuration of individual complete systems
- Including module field, frame and storage design
- Consideration of availability up to six months in advance
- Personalised end customer offer with own letterhead

# Our planning and communication tools



## More time – more security – more success

With **QuickPlan**, our design tool for solar projects, you create project drafts, evaluations and documentations in no time.

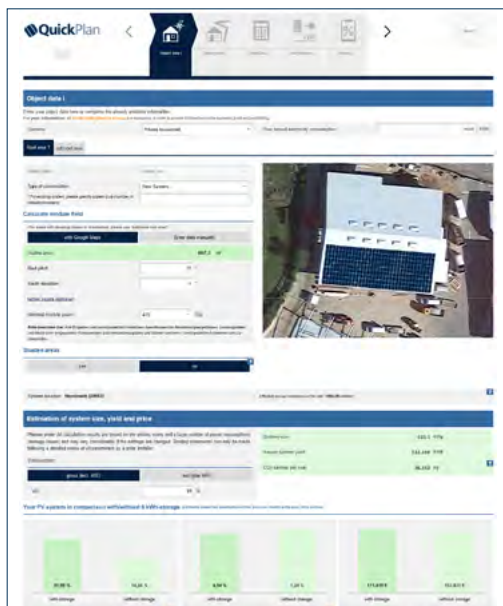
This does not replace the professional planning following an on-site visit. However, QuickPlan creates a meaningful overall picture out of the most important success factors and provides the data basis for the detailed project planning in case of an order. If desired, the module field can be designed via Google Maps.

The collected project data can be shared between you, your customers and the EWS project planning department via the QuickPlan project administration in a convenient, time-saving and well-organised way.

In addition, we offer you the opportunity to integrate our planning tool on your website, thus, providing you with a nice online upgrade. The integration as well as the use of the tool are free of charge. All inquiries generated there will reach you directly.

For more information on QuickPlan and your direct access to the tool, please go to:  
**[www.photovoltaics.eu/quickplan](http://www.photovoltaics.eu/quickplan)**

- **All-in-one solution: photovoltaic planning tool and communication platform**
- **Intuitive to use, no special training required**
- **No license and maintenance costs**
- **Quick cost estimate with calculation tool QuickCalc which is integrated seamlessly**







## Free, substantial content for your website

With **QuickContent**, our website configurator for solar professionals, we provide you with a tool to keep your website up-to-date and to give it a professional look.

QuickContent contains a wide range of ready-to-use content elements on the aspects of solar power, e.g. informative texts, 3D animations and diagrams. These can easily and seamlessly be integrated into your website. All contents, technical data and general framework are constantly updated by us.

With just a few clicks, you can easily select, test and alter the composition of the contents without any obligation and at any time.

Simply log into our exclusive partner area ([www.photovoltaics.eu/login](http://www.photovoltaics.eu/login)) and customise your content package. It does not get any easier and more comfortable than that.

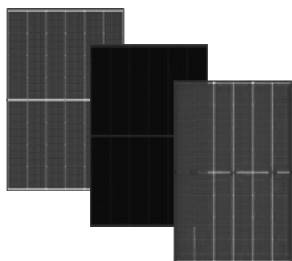
- **Automatic update of your website – without any investments or usage fees**
- **Planning and communication platform QuickPlan is integrated**
- **Viewable and usable on all mobile devices**
- **Create your customised design from a wide variety of styles, colours and fonts**

## Our know-how tailored to your website design!



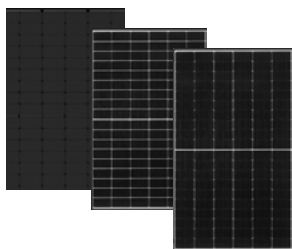
# Our solar modules

**Trina**solar



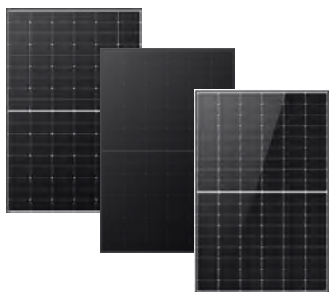
**Trina Solar** is a global leader in integrated solar energy solutions. The company was founded in 1997 and is active in more than 100 countries and regions today. Trina Solar develops photovoltaic modules, energy storage systems, intelligent system and operator solutions and offers its customers customised solutions for system integration. As a vertically integrated manufacturer, Trina Solar focuses on the constant advancement of products, manufacturing processes and innovative technology.

*Solar*  
**JinKO**



Since its foundation in 2006, **JinkoSolar** has become one of the largest and most innovative manufacturers of solar modules worldwide. The listed corporation (NYSE: JKS) with its headquarters in Shanghai produces and distributes high-quality solar products to an international customer base for utility, commercial and residential applications. In addition, JinkoSolar runs one of the largest R & D centers in the business as well as UL certified testing labs for solar modules – ensuring the highest possible quality standards.

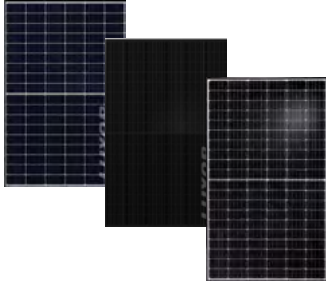
**LONGi**



**LONGi Solar**, founded in 2000, is a leading global manufacturer of high-efficiency monocrystalline solar cells and modules. The company with headquarters in Xian (China) was initially involved in semiconductor technology research and today covers the entire value chain, from ingot, wafer, cell and module production to downstream energy services. This enables competitive cost structures and highest quality standards.

## LUXOR

solar module manufacturer



**Luxor Solar** is an owner-managed medium-sized company with headquarters in Stuttgart. The module manufacturer places special emphasis on the durability and reliability of its products. Strict standards with 100 % optical and technical quality controls of incoming cells and outgoing modules ensure an outstanding performance over the entire operating time, which is of major importance for safety-oriented solar plant operators. Sustainable management and innovative products are the basis for the company's long-term success.



Founded in Norway in 1996, the **REC Group** is one of the leading European brands for solar PV panels. The company owes its success to consistently high quality standards in terms of products, manufacturing, reliability and the responsible use of resources along the entire value chain.

In addition, REC is widely regarded as a trusted partner, thanks to its Solar Professional Partner Program for installers.



# Our inverters



SOLAR TECHNOLOGY



With innovative solutions for all photovoltaic applications and an extensive service concept the **SMA Solar Technology AG** provides its customers all over the world with more independence in the use of energy.

The company, which was founded in 1981, offers the right product for all module types and sizes, from kilowatt to megawatt. The production, e.g. in Niestetal (Germany), ensures extreme flexibility, high efficiency as well as low costs.



The **Fronius** Business Unit Solar Energy has developed solar energy solutions since 1992. With its vision of "24 hours of sun" the company works every day to create a future in which the world's energy needs are covered by 100 percent renewables. Fronius offers a comprehensive product portfolio with broad monitoring and communication functions. The inverters, EV chargers and storage solutions allow for intelligent supply concepts, which include e.g. heat generation or electric mobility.

# KOSTAL



**KOSTAL Solar Electric** is one of the leading suppliers of innovative string inverters and storage systems for private and small commercial photovoltaic systems. As a provider of intelligent energy production and its use, the Freiburg-based company cooperates closely with various partners, e.g. in the field of smart home or e-mobility. The solutions for the future energy are developed and produced in Germany. In doing so, the KOSTAL Group benefits from its experience of more than 100 years as a supplier in the automobile industry.

## solar**edge**



In 2006, **SolarEdge** revolutionised the solar industry with the invention of a more efficient system for power generation and energy management of photovoltaic systems. Today, SolarEdge is a global leader in intelligent power engineering. In contrast to traditional inverter systems, the company relies on decentralised control and monitoring of module-level energy production. At the heart of it all are power optimisers. These are combined with a monitoring platform and an inverter which is reduced to the core functions and therefore less expensive.

## HUAWEI



Known as one of the leading global providers of information and communication technology, **Huawei** offers a wide range of smart inverters, optimisers, storage systems, EV chargers and the comprehensive FusionSolar management system. Their portfolio covers private households, industrial and commercial systems as well as ground-mounted systems equally. The focus is on customised inverter and storage solutions with high flexibility, compatibility and easy handling in everyday life.

## DELTA



The **Delta Group**, founded in Taipeh in 1971, develops and produces electronic components for energy management and power optimisation. It is the global leader in switching power supplies and DC brushless fans, which are used in a broad range of IT, telecommunication, automotive, industrial and consumer electronics products and devices. Since 1999, the subsidiary Delta Electronics has invested in the development and global marketing of highly efficient solar inverters for residential, industrial and commercial applications.



# Our inverters



Ginlong Technologies was founded in 2005 in Ningbo, China, and is today one of the world's leading manufacturers of hybrid and solar inverters. The listed company markets its solutions for private households, companies and large-scale power plants under the brand name **Solis**. Solis inverters, based on innovative string technology, offer first-class reliability confirmed by the most stringent international certifications. Thanks to a global supply chain and first-class capacities for research, development and manufacturing, Ginlong can optimise its products for each regional market. Customers can rely on support of local teams of experts.

K A C O



new energy.



**KACO new energy** is a German company that develops and manufactures inverters, monitoring devices and PV accessories "Made in Germany". The company, founded in Heilbronn in 1984, has been a subsidiary of Siemens AG since 2019 and is its specialist for power electronics and decentralised energy supply.

The focus is firmly on outstanding quality, social and ecological commitment and customer and employee satisfaction. Once a medium-sized company, KACO new energy has grown into an international market leader for inverter technology.



# Our mounting systems

**EWS**  
Specialist wholesaler since 1985



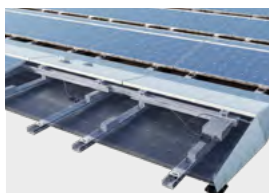
As a rooftop specialist, **K2 Systems** has developed economical system solutions for the international solar industry since 2004. The product portfolio of the medium-sized company from Renningen, Baden-Württemberg, includes high-quality mounting systems for pitched and flat roofs as well as for special projects.

The installation of the modular mounting systems is fast and simple as the systems have uniform components.



**ALTEC Metalltechnik GmbH** is a globally successful provider of solar mounting systems as well as a supplier in the field of metal sheet processing. With more than 25 years of experience in the metal industry and a fascination for solar energy, the company is a competent partner for solar mounting systems, customer-oriented concepts and solutions. ALTEC does not offer one system, but complete solutions – from planning and construction through statics to customer service. This is the guarantee for effective and professional solutions.

## ENSTALL



**ENSTALL** develops, manufactures and supplies innovative and time-saving mounting systems for the installation of solar modules on flat and pitched roofs. With over 20 years of experience, the company has become the global market leader for high-quality rooftop projects and mounting solutions. Primary focus of the company with headquarters in the Netherlands is a high reliability of all products in all weather conditions and their sustainability from manufacturing to shipping.

# Our storage solutions



The **BYD Company Ltd.** is the world's largest manufacturer of rechargeable batteries and leading provider of electric vehicles. The Chinese company from Shenzhen, which was founded in February 1995, has today over 230,000 employees worldwide. Among others, BYD has production sites and sales offices in Europe, America, Japan and India. As the first major corporation BYD ("Build Your Dreams") covers the entire energy chain – from generation over storage to consumption.

## LG Energy Solution



**LG Energy Solution**, a subsidiary of the Korean chemical company LG Chem, is one of the leading international manufacturers of lithium-ion batteries.

The company produces different series and models of stationary energy storage systems. They are especially valued for their technical sophistication and innovation combined with a compact design and easy installation.

Your PV system in comparison with/without 6 kWh-storage (Estimate based on assumptions that you can match with your data below)



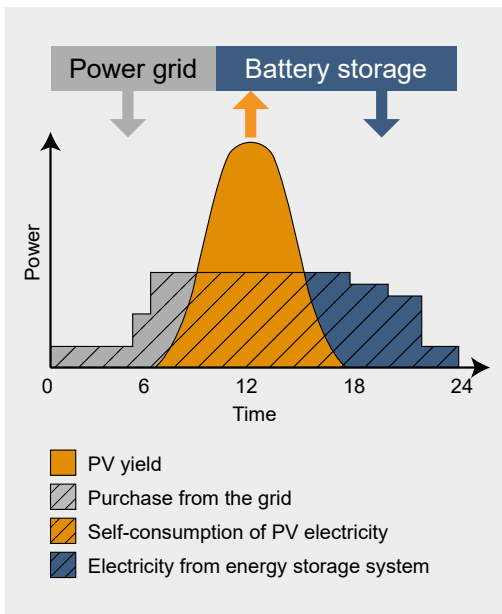
Screenshots from QuickPlan showing level of self-sufficiency, return on investment and system price

## Commercial storage – simply economical, simply safe

Whether for peak load shaving, increasing self-consumption, emergency power supply or avoiding grid expansion costs, **FENECON's** Commercial series, **Huawei's** Energy Storage System and **SMA's** Commercial Storage Solution are modular, individual and pragmatic storage solutions as a modular system for the various areas of application in the commercial sector.

These complete systems consist of battery inverters, a solar battery of suitable capacity and a smart energy management system. Extensive warranty services as well as support during planning and commissioning complete the offer.

- **Self-consumption optimisation**  
Use more cheap, self-generated solar power and reduce operating costs with an electricity storage system
- **Emergency power supply**  
Use battery storage to safeguard against power outages and create more comfort and security
- **Peak load shaving**  
Reduce load peaks via an electrical storage system and optimise the electricity tariff
- **Avoidance of grid expansion costs**  
Invest profitably in an electricity storage system instead of a new grid connection



# Our storage packages

**RCT**  
power



**RCT Power GmbH** is a manufacturer of inverters and stationary high-voltage storage solutions for private residential buildings and small commercial applications – and one of the few suppliers that develops and calibrates them themselves.

Since its foundation at the end of 2015, an experienced team of experts from the field of high performance electronics has been working on innovative solutions for a better and long-term use of solar energy at the company's headquarters in Constance on Lake Constance.

 **FENECON**



Founded in 2011 with headquarters in Deggendorf (Germany), the management-owned **FENECON GmbH** is a leading provider of energy storage systems of all sizes. In particular, the market for commercial storage systems has been defined by this innovation leader from the start. The stationary energy storage packages include high-performance batteries, efficient inverters and the FENECON Energy Management System (FEMS) which is flexible and modularly expandable at any time.

 **LG Electronics**









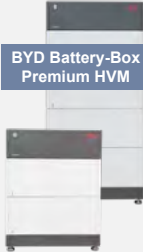
**LG Electronics**, founded in 1958 in Seoul in South Korea, is a globally active company for consumer electronics, telecommunications and household appliances with a great deal of experience in mass production. In the solar sector, the listed company offers fully integrated battery storage systems. The storage solutions of the LG ESS Home label are particularly suitable for maximising self-consumption in the home and are characterised by simple battery expansion and high flexibility in design. A reliable emergency power supply is optionally available.






## All-In-One or Mix & Match – your choice

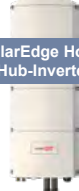

Whether hybrid DC combination and AC retro-fit solution from scratch or all components from a single source: Our storage packages leave nothing to be desired and allow you maximum flexibility for individual scenarios. All solutions are scalable in terms of inverter and storage capacity, and the capacity can also be expanded at a later date. In this way, the system also

grows with future requirements for self-consumption and self-sufficiency. Some system combinations even enable backup power supply from PV generation and already stored energy. All systems can be monitored via dedicated platforms and smartphone apps and the energy flows can be clearly displayed - for more transparency and operational reliability.

 <p><b>Fronius</b> Fronius GEN24 Plus</p>	 <p><b>BYD</b> BYD Battery-Box Premium HVS</p>
 <p><b>SMA</b> SMA Tripower Smart Energy</p>	
 <p><b>KOSTAL</b> KOSTAL PLENTICORE plus</p>	
 <p><b>solis</b> S6-EH3P(5-10) K-H-EU</p>	
 <p><b>KACO</b> blueplanet hybrid 6.0 NH3 – 12.0 NH3</p>	 <p><b>BYD</b> BYD Battery-Box Premium HVM</p>

 <p><b>Fronius</b> Fronius GEN24 Plus</p>	 <p><b>LG ES FLEX</b></p> <p><b>LG Energy Solution</b></p>
 <p><b>KOSTAL</b> KOSTAL PLENTICORE plus</p>	

 <p><b>Huawei SUN2000-3-10KTL-M1</b></p>	 <p><b>Huawei LUNA2000-S1</b></p> <p><b>HUAWEI</b></p>
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 <p><b>SolarEdge Home Hub-Inverter</b></p>	 <p><b>SolarEdge Home Battery</b></p> <p><b>solar edge</b></p>
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# Our EV charging systems

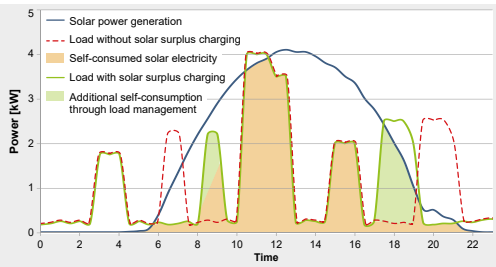


**MENNEKES Elektrotechnik GmbH & Co. KG** is a leading manufacturer of industrial plugs and sockets and also a provider of automotive and electromobility solutions. MENNEKES attaches particular importance to the manufacturing quality and safety of its products. In the e-mobility sector the family business, established in 1935, offers many technologically advanced and practical wallboxes, smart and connected charging stations, vehicle connectors and charging cables and billing solutions.



**Hardy Barth GmbH** specialises in electrical engineering, energy and electrical design as well as e-mobility. The medium-sized company develops and manufactures a wide range of modern wallboxes and charging stations as well as components for energy management for private and public applications. Hardy Barth places special importance to providing products for integrated systems. In-house production enables Hardy Barth to respond quickly to customer demands and pursue constant innovation in their product lines.





## E-mobility and photovoltaics

Increase self-consumption and drive green: The combination of electromobility and photovoltaics offers a variety of synergy effects. Electromobility gets even better when environmentally friendly and economically generated electricity is used, for example from a photovoltaic system.

The investment is quickly recouped in the form of the fuel costs saved, provided the company's own solar power is used to charge the battery.

## Smart EV chargers utilise solar surplus

Our available EV chargers are designed for solar surplus charging and have the corresponding features:

- **Automatic phase switching enables optimisation of PV self-consumption**
- **Intelligent energy management with forecast-based charging**
- **Fast charging possible even without PV power from the grid**



# Also in our portfolio

**Tigo**®



Founded in 2007, **Tigo Energy** is the worldwide leader of optimizers. Its mission is to deliver smart PV solutions that enhance safety, optimise performance and ensure long-term monitoring. The company's headquarters are in Silicon Valley. Tigo's modular TS4 platform maximises the benefits of PV systems and provides a scalable, versatile and reliable MLPE (Module Level Power Electronics) solution.

 **Solar-Log**™



**Solar-Log** is one of the leading providers of solutions for PV monitoring, smart energy and feed-in management from Geislingen-Binsdorf in Swabia. Founded as a start-up in 2007, the company has been a subsidiary of BKW AG based in Bern since 2015. As an universal solution for intelligent and inverter-independent energy management "Made in Germany", Solar-Log products can be customised for every system size, from private domestic systems to large commercial ones.

 **LAPP**



Since its foundation in 1959, **LAPP Germany** has stood for innovative connection solutions. With the help of state-of-the-art production technology, the Stuttgart-based company manufactures durable solar cables in a wide range of cross-sections and colours. Every product shares the uncompromising quality "Made in Germany" and is always available quickly and easily thanks to a global network of specialist partners and logistics centres.

## HIS

we connect solar energy



As one of the leading international manufacturers of battery cables, string collection boxes, surge protectors and wiring systems, the family-owned company **HIS Renewables** from Oberzent in Hesse is the contact for ready-to-plug solutions in the PV sector. The product range extends from components for systems in private households, industrial and commercial solutions to cables for EV chargers and systems for fast and uncomplicated electromobility – on small and larger scale.

## enwitec

electronic



This manufacturer provides decades of experience in complete AC and DC connection technology for PV systems. For Bavarian **Enwitec Electronic**, quality is at the top of its company hierarchy, followed by innovation, sustainability and service in all aspects of solar system wiring. Their grid switch boxes offer backup power operation. The patented “BAT Breaker” provides additional protection for battery storage units from many leading manufacturers.







# photovoltaics.eu

The best brands from one source



## Benefit from us!

*"As a partner of the crafts,  
my team and I are ready  
and glad to help you."*

**Give us a call!**



Stefan Ebert  
Sales & Marketing Director

# EWS

**Specialist wholesaler since 1985**

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