

PROINSO goes beyond 1 GW in the supply of modules and inverters around the world

- With branches in Spain, Germany, Greece, Italy, Italia, the USA, the UK, France, China, and the Czech Republic, in September PROINSO reached 1,000 MW in the supply of modules and inverters around the world since its inception in 2005.
- By supplying 1.4 MW in modules and inverters to a roof installation for Madrid-based Wintersun (Spain), the company went beyond 1 GW in total supplies so far.
- This record high for the sector was hit after totalling 197.75 MW in the supply of SMA inverters and REC, Trina, and Canadian Solar modules around the world from January to September 2011.
- Spain, Italy, Great Britain, and the USA are PROINSO's main markets in 2011. The company's International Network of Qualified Installers has 1,743 members whose sales have helped PROINSO reach 1 GW in supplies.

October 10, 2011. PROINSO, a company specialising in the supply of modules, inverters, trackers and fixed structures of roof and ground mounted photovoltaic installations, has hit the record high of 1,000 MW supplying modules and inverters for PV solar installations around the world. This was accomplished after supplying 1.41 MW in Trina modules and inverters for a Wintersun roof installation in Madrid, Spain.

The record amount strengthens PROINSO's leading position in the sector, with 1 GW supplied, products in all five continents, an **International Network of Qualified Installers with 1,743 members** around the world, and facilities in Spain, Germany, Greece, Italy, the USA, Great Britain, France, Canada, China, and the Czech Republic.

From January to September 2011, PROINSO supplied 197.75 MW –126.47 MW in SMA inverters and 71.28 MW in REC, Trina, and Canadian Solar modules. To this we should add all the modules and inverters delivered since 2005: 654 MW in inverters and 355 MW in module. Total: 1009.75 MW.

This accomplishment was possible thanks to PROINSO's powerful International Network of Qualified Installers, launched two years ago. The network's 1,743 members have actively contributed to increase sales. Since it was launched, the network has grown at a spectacular rate in terms of both the number of installers and the services provided by PROINSO.

The countries with the **largest numbers of Qualified Installers belonging to the PROINSO network** are **Italy (676), the USA (316), Spain (170), Germany (163), Greece (141), France (78), and Great Britain (32)**. In order to qualify to become a member of the PROINSO network, companies must have at least three years' experience in the sector and a team of engineers and installers capable of designing and carrying out solar projects.

The network has also reached Austria, Belgium, Bangladesh, Bulgaria, Canada, Colombia, Croatia, Cyprus, Ecuador, Guyana, Hong Kong, India, Ireland, Malaysia, Malta, Mexico, Nigeria, the Netherlands, Portugal, Puerto Rico, the Czech Republic, the Dominican Republic, Romania, San Marino, Saudi Arabia, Serbia, Slovakia, Slovenia, South Africa, Sweden, Switzerland, Tunisia, Turkey, and Ukraine. In all these countries PROINSO is now supplying materials.

Among other benefits, Qualified Installers can rely on the PROINSO professional team, including engineers and legal advisors, who can answer their questions or respond to their needs. In addition, they get training on new releases and have access to all PROINSO products in stock. Qualified Installers do not have to buy PROINSO's modules, inverters, trackers, or fixed structures. "This gives them freedom to optimise results and enhance competitiveness," PROINSO sources explain.

PROINSO INTERNATIONAL TRAINING SCHOOL

Since it first launched its International Network of Qualified Installers, PROINSO has made every effort to provide value-added services to network members. The **PROINSO SOLAR TRAINING SCHOOL**, for instance, is an innovative **international training programme for installers** of solar PV energy supported by **cooperation agreements with leading and experienced PV energy training centres** in Italy (ICIM), England (EcoSkies), Greece (OIKONOMOTEXNIKH), France (Lycée des Métiers Eugène Montel), Canada (Canadian Solar Institute – CSI), the USA (Solar Energy International – SEI), and Spain (CEFOIM).

PROINSO works with these centres in the development of training programmes and contents for PV installers, contributing specialised technical materials from the best brands (Trina Solar, SMA, MECASOLAR, REC, Canadian Solar, and others). The training provided at the centres PROINSO cooperates with is specialised and official, in accordance with the regulations in force in each country. It has been designed to meet professional needs in the sector.

The PROINSO Solar Training School also includes **seminars, conferences and workshops organised with the leading manufacturers in various countries**. In these events, training is offered by professionals from PROINSO, manufacturing companies, or the members of the International Network of Qualified Installers, who introduce the latest developments and new technologies.

SIGMA SOLAR is a new online tool for Qualified Installers to create custom catalogues based on manufacturers' datasheets. Finally, in Italy, a loyalty programme –**PROINSO PLUS**– has been launched. These are some of the additional services offered to Qualified Installers in PROINSO's International Network. The company is planning to extend the network to new markets in 2012.//

Corporate Information: PROINSO

www.proinso.net

PROINSO specialises in the supply of modules, inverters, fixed structures, and trackers for PV solar installations. It has signed distribution contracts with TRINA SOLAR, CANADIAN SOLAR, and REC for modules, and with SMA for inverters. In addition, it is the retailer of MECASOLAR's trackers and fixed structures. PROINSO is TRINA's leading module distributor at a global level and SMA's global inverter retailer.