

Webinar

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5 Techniques to Find Replacement Solar Panels and Parts in the Aftermarket

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In this Webinar, you will learn:

- What the aftermarket is and why you should care
- 5 techniques to find legacy replacement parts today
- Options for what to do with decommissioned equipment





Solar Aftermarket **defined:**

A market that comprises any service or project that takes place after installation through equipment end-of-life

- Repair
- Reuse/Resell
- Recycle

To create a sustainable cycle that leaves minimal waste.



Why you should care about the aftermarket:

- You will make \$\$\$!
- If you don't, the struggle to find and deal with legacy parts could disrupt your business.
- Take care of your customers to gain new business.





**Where can
I find
replacement
parts?**



Poll:

Have you struggled with finding legacy replacement parts in the last year?

☐ Yes

☐ No

1. Check with the manufacturer and your primary distributor.

- ✓ Repair services
- ✓ Older stock on-hand
- ✓ Bulk discounts





2. Call your industry colleagues.

- ✓ Ask if they have spare parts or know someone who can help
- ✓ Call everyone, not just suppliers.



3. Message your social media network.

- ✓ LinkedIn
- ✓ Your contacts' network
- ✓ Post to a group like:
 - [Solar Energy Network](#)
 - [Solar Power World](#)



4. Conduct a smart Internet search.

- ✓ Smart means:
- ✓ Model description
 - [Solar Panel Models Database](#)
 - [Solar Inverter Models Database](#)
- ✓ Secure B2B Exchange
 - [EnergyBin](#)



5. Partner with a solar equipment broker.

- ✓ Equipment pricing
- ✓ Masters of supply chain processes
- ✓ Global access to people and products
- ✓ Transportation logistics





**What do I do
with the
decommissioned
stuff?**



Poll:

Do you have used equipment that you don't know what to do with?

☐ Yes

☐ No

2 Options:

Resell –or- Recycle

✓ Resell

- [Buyers looking for used panels](#)
- [Broker qualities](#)
- [Reseller best practices](#)



The background image shows a man in a dark suit and light blue shirt, smiling and pointing his right index finger towards a digital interface. The interface features a large blue hexagon with the text 'Value Added Reseller' in white. Surrounding this hexagon are several white icons: a gear with two dollar signs and an upward arrow, a group of houses, a bar chart with an upward arrow, a magnifying glass over two dollar signs, a computer monitor displaying a document with two hearts, a group of people, a pound sterling symbol (£), and a green logo with four leaves and the letter 'E'. The background is a light blue with a hexagonal pattern.

Value Added Reseller



2 Options:

Resell –or- Recycle

✓ Recycle

- **Ethical and Lawful**
- **SEIA's National PV Recycling Program**
 - **[Checklist](#)**



Now you know:

- ✓ What the solar aftermarket is
- ✓ Where to find legacy replacement parts
- ✓ What to do with the old stuff

Remember:

When you are prepared to meet your customers' needs at all stages of their PV systems, you get:

HAPPY CUSTOMERS



Poll:

Would you like to talk 1:1 about how EnergyBin can help you with your aftermarket needs?

- ☐ **Yes, I'm a prospect and would like a demo.**
- ☐ **Yes, I'm a customer and want to see what's new.**
- ☐ **Yes, I'd like to speak with you personally 1:1.**
- ☐ **No, I'm good for now.**



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