### Webinar

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





#### **Speakers:**



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# In this Webinar, you will <u>learn</u>:

- 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

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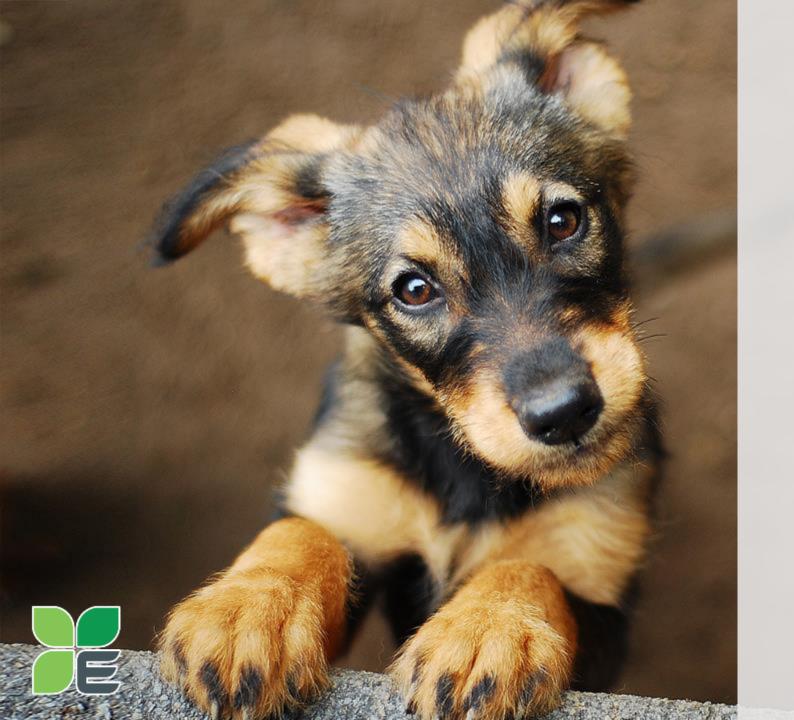
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To create a sustainable cycle that leaves minimal waste.

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?

YesNo

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 <u>everyone</u>, 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 <u>smart</u> 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?



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

YesNo

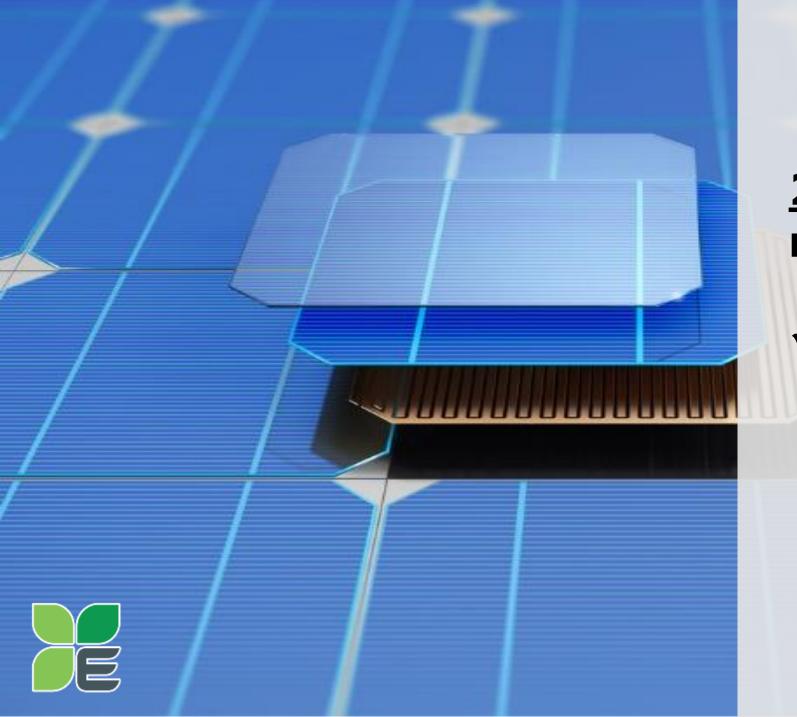
### 2 Options:

**Resell –or- Recycle** 

### ✓ Resell

- Buyers looking for used panels
- Broker qualities
- <u>Reseller best practices</u>





### <u>2 Options</u>: Resell –or- Recycle

### ✓ Recycle

- Ethical and Lawful
- SEIA's National PV Recycling Program
  - <u>Checklist</u>

### 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 <u>all stages</u> 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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