



# INTERNATIONAL PARTNER PROGRAMMES – BEING SUCCESSFUL TOGETHER!

When we talk about partners at IBC SOLAR, we mean this literally and act accordingly. That's why we help you to be successful on the market with our "International Partner Programmes", support you where we can and are always willing to listen to your needs and questions. Benefit from the extensive services and marketing initiatives and receive special discounts and conditions.



# ALL SERVICES AT A GLANCE

## STRONG BRAND, STRONG PRODUCTS

IBC SOLAR has been successful worldwide for over 36 years and is committed to providing exceptionally high quality standards and the best service. To ensure that this remains the case, we carry out extensive quality audits on a regular basis that go far beyond industry standards. And we invest in innovative marketing and PR.

## BEST SERVICE

You have your own contact person at IBC SOLAR who supports you along with a team of engineers and logistics experts – from system planning and logistics through to mounting.



## INDIVIDUAL TRAINING

We not only offer you our expertise, but also help you to educate yourself. With individual training sessions at our IBC SOLAR Competence Center or at your location, in webinars or on our e-learning platform.

## INNOVATIVE SALES SUPPORT

Our PV Manager and solar power calculator sales tools help you to provide customers with extensive information and convince them to make the purchase. You can also find all the information you need on our products in the new Premium Partner portal and ordering them is really simple.



		
<b>PRESALES SUPPORT</b>		
Competence Center	10 % discount on IBC SOLAR training courses	25 % discount on IBC SOLAR training courses
Marketing consulting and support, PR		Two joint press releases each year
<b>CUSTOMER ACQUISITION</b>		
Great benefits through a strong brand		Defined advertising budget for joint marketing measures (0.5% of the previous year's revenues, maximum of € 1,500)
IBC solar power calculator	10% discount	25 % discount
Online marketing support		Advertising presence on the IBC SOLAR website
<b>SYSTEM PLANNING</b>		
PV Manager	Free individual PV Manager seminars	Free individual PV Manager seminars
Technical services	10% discount	25% discount + Free product information – Webinar "What's new at IBC"
<b>ORDER PROCESSING + E-COMMERCE</b>		
Logistics and export handling	Yes	Yes
Local forwarding companies		Potential cooperations with local transport companies, advice on logistics issues (storage)
OCI interface		OCI connection: between your ERP system and the IBC SOLAR online shop (simplifies the order process)
Financial aid	Individual payment agreements	Individual payment agreements
<b>CUSTOMER SERVICE</b>		
Consulting	Information every six months on trends and the development of the market	Information every six months on trends and the development of the market
Participation at Premium Partner events	Yes	Yes