Smart Systems
for Solar Power

Press release

IBC SOLAR successfully markets PV solutions with 50 municipal utilities and energy providers

Photovoltaic system house offers white label and full service partnerships

Bad Staffelstein / Germany, May 29, 2017 – IBC SOLAR AG, a global leader in photovoltaic (PV) systems and energy storage, is further expanding its cooperation with municipal utilities and energy providers: The company now has business relations with over 50 municipal utilities as well as regional and national energy providers. As a full service provider, IBC SOLAR offers its cooperation partners customised business models in order to operate successfully on the market for solar power and storage systems.

“When we presented the business models at Intersolar Europe two years ago, the feedback was already good,” explains Xaver Lindner, Head of the Solutions Germany department of IBC SOLAR. “We are currently receiving consistently positive feedback from municipal utilities and energy providers which enable us to gradually expand our business. The photovoltaics industry is a sustainable business segment that offers great growth and customer loyalty potential especially for municipal utilities. Effective and practical processes are therefore essential for them to gain a foothold in this market.” Aside from purchased systems, there is currently an increased demand for rental and lease system models.

IBC SOLAR supports municipal utilities and energy providers as a strategic partner in integrating the photovoltaics business segment. In the past two years, PV systems of all sizes have been implemented ranging from systems for single-family homes and commercial buildings to big ground-mounted solar parks. The system house not only provides a full portfolio of high-quality PV components, but has also developed an extensive range of service and cooperation models especially for the providers. The focus here lies on different practical sales models which the municipal utilities can choose from depending on their individual requirements. In addition to complete turnkey PV packages, these models also include sales assistance such as a solar power calculator which the municipal utilities can use with a white label solution on their own websites.

IBC SOLAR also offers support with sales, consulting, planning and assembling of solar power systems through the Germany-wide network of more than 600 IBC SOLAR Premium Partners. This gives regional municipal utilities the advantage that they can offer complete PV systems including service and maintenance with few of their own resources while benefiting from IBC SOLAR’s decades of experience. The system house also offers customised technical, commercial and sales training courses to municipal utilities.

Interested visitors can find out more about the cooperation possibilities at the IBC SOLAR booth (Hall A3, Booth 579) at Intersolar Europe from 31 May to 2 June.

About IBC SOLAR

IBC SOLAR is a leading global provider of photovoltaic and energy storage solutions and services. The company offers complete systems and covers the entire product range from planning to the turnkey handover of photovoltaic systems. The product range comprises solar parks, self-consumption systems for commercial enterprises and private households, off-grid photovoltaic systems and diesel hybrid solutions. As a project developer and general contractor, IBC SOLAR implements and markets major solar projects worldwide. The manufacturer-independent system house guarantees the highest quality for all projects and has currently implemented photovoltaic systems with an output of over 3 gigawatts worldwide. IBC SOLAR works with a close network of Premium Partners and supports them with their own software tools for planning and designing grid-connected systems including storage systems. IBC SOLAR offers customised packages for energy providers, municipal utilities and providers of photovoltaic solutions. The company ensure the best possible output of solar parks through technical management and monitoring.

IBC SOLAR was founded by Udo Möhrstedt in Bad Staffelstein in 1982 who has managed the company as the Chairman of the Executive Board to date. The system house is a pioneer of the energy turnaround in Germany and is especially committed to energy cooperatives with its own planned public solar parks. The company is represented internationally with numerous regional companies, sales offices and partner companies in more than 30 countries.

Media contact:

IBC SOLAR AG
Christina Pfeufer (Press Officer)
Am Hochgericht 10
DE-96231 Bad Staffelstein, Germany
Tel.: +49 9573 / 92 24 780
christina.pfeufer@ibc-solar.de