

## Press Release

# EATON wins IBC SOLAR as new distributor

*New partnership combines energy management and photovoltaics*

**Bonn / Bad Staffelstein, February 12, 2018** – IBC SOLAR is now working with EATON, a global leading energy management company. Both companies are driving efficient and environmentally friendly energy management forward with this partnership. IBC SOLAR will be the German distributor for EATON's new energy storage solution xStorage Home.

“We at EATON have already acquired 100 years’ experience in the energy management sector,” explains Martin Kram, Director Sales & Managing Director. “Our broad portfolio of electrical installation solutions is very successful on the market. The partnership with IBC SOLAR allows us to combine our experience from the energy management sector with the experience of the leading provider in the photovoltaic and energy storage systems sector.”

Sebastian Geier, Director Product Management & Development at IBC SOLAR, adds: “The quality requirements of the traditional companies EATON and IBC SOLAR are a perfect fit for each other. In our opinion, EATON's entry into the home storage systems market marks the next step in the evolution of PV storage systems.”

### 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 active internationally with numerous regional companies, sales offices and partner companies in more than 30 countries.

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### **About Eaton**

Eaton is a power management company with 2016 sales of \$19.7 billion. We provide energy-efficient solutions that help our customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably. Eaton is dedicated to improving the quality of life and the environment through the use of power management technologies and services. Eaton has approximately 96,000 employees and sells products to customers in more than 175 countries. Learn more: [www.eaton.com](http://www.eaton.com).