



SHIFTING THE LIMITS

FRONIUS AUSTRALIA

/ Local Solutions



/ Fronius Australia, Melbourne



/ Leading edge European technologies



/ Local tech support, service & training



/ On-site service network



/ Local stock availability



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/ Austrian based Fronius International has been developing and manufacturing welding equipment and battery technology for over half a century. With operations spanning the globe, Fronius inverters have been available to the Australian market since 2001. Fronius International realised the growing potential of the Australian solar power market and opened a solar electronics division in Melbourne in 2010. Fronius Australia now serves as a hub for Fronius International's solar inverter division - selling solar inverters and related technology.

LEADING EDGE EUROPEAN TECHNOLOGY

/ Manufactured in Austria, with over 850 patent designs unique to the Fronius brand, we have become technology and quality leaders across all three of our divisions. In our solar electronics division, technologies such as MIX™ Concept and High Frequency automatic transformer switchover demonstrate our strong flair for innovation. With inverters from 1.5kW – 100kW and various system monitoring options, our product range covers residential, SME and large scale commercial solar applications.

LOCAL TECH SUPPORT, SERVICE AND TRAINING

TECHNICAL SUPPORT

/ Our Technical Support team provides you with end to end product support from the initial planning phase onward; from pre-sales to commissioning and after-sales technical support. The Fronius Australia Technical Support hotline can be reached Monday to Friday from 9am to 5pm AEST. Our support team assists distributors and installers, with the Fronius inverter family and system monitoring components. They specialise in photovoltaic seminars for the Fronius Service Partner programme at our training centre in Melbourne, or on-site when requested.

INVERTER SERVICING

/ In terms of service and quality, Fronius Australia offers something extra to the saturated solar inverter market, which sets us apart from our competitors - a local inverter service centre and training centre. Typically, when a solar inverter malfunctions, it is either sent back to the factory for repair or swapped for a new one. Offering a local repair service centre avoids the costly and time-consuming need to ship faulty inverters all the way to Europe.

TRAINING

/ Fronius Australia also puts a great deal of effort into training distributors, wholesalers and installers on its various inverter technologies. Sales training and specialised technical training can be tailored to suit business requirements.

ON-SITE SERVICE NETWORK

/ The core of our partner program is the PC board replacement, which offers an installer decisive competitive advantages. The PC board replacement concept allows trained partners to service Fronius PV inverters on-site - without replacing the inverter. This service is unique to Fronius, which is made possible by an innovative technical device design. Our network of over seventy Fronius Service Partners can efficiently put a PV system back into operation in case of an error, avoiding multiple service calls. This reduces costs and spares end customers from unnecessary loss of earnings.

LOCAL STOCK AVAILABILITY

/ The Melbourne office features a sales department as well as inventory warehouse. This helps our partners cover peak demand and minimises lead times.