

Get connected: Simple design and
cross-manufacturer features



Agenda



- ▶ Who we are?
- ▶ What we do?
- ▶ Why digitalize?
- ▶ Live demonstration of K2+

Your presenter: Stefan Köhl

- ▶ Business Development, K2 Systems
- ▶ s.koehl@k2-systems.com

Your host: Gal Roter

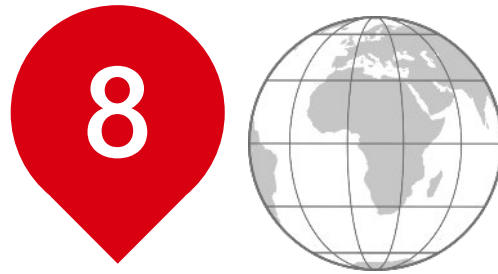
- ▶ Product Manager, SolarEdge
- ▶ gal.roter@solaredge.com



K2 Systems – global mounting systems manufacturer with determined digital services and highly customer focused



150
Employees



Global locations



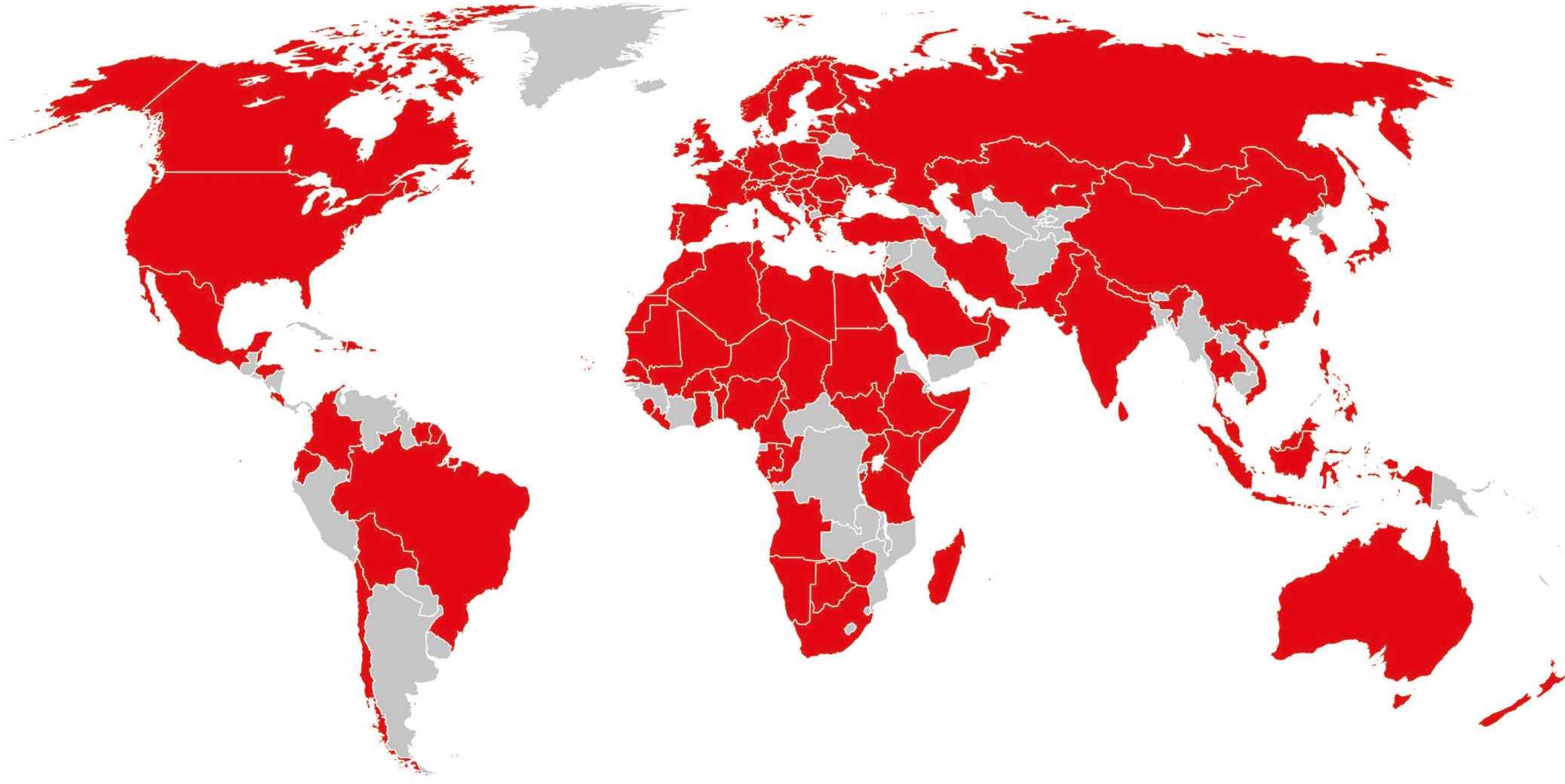
Worldwide Distributors

> 9 GW

Installed capacity

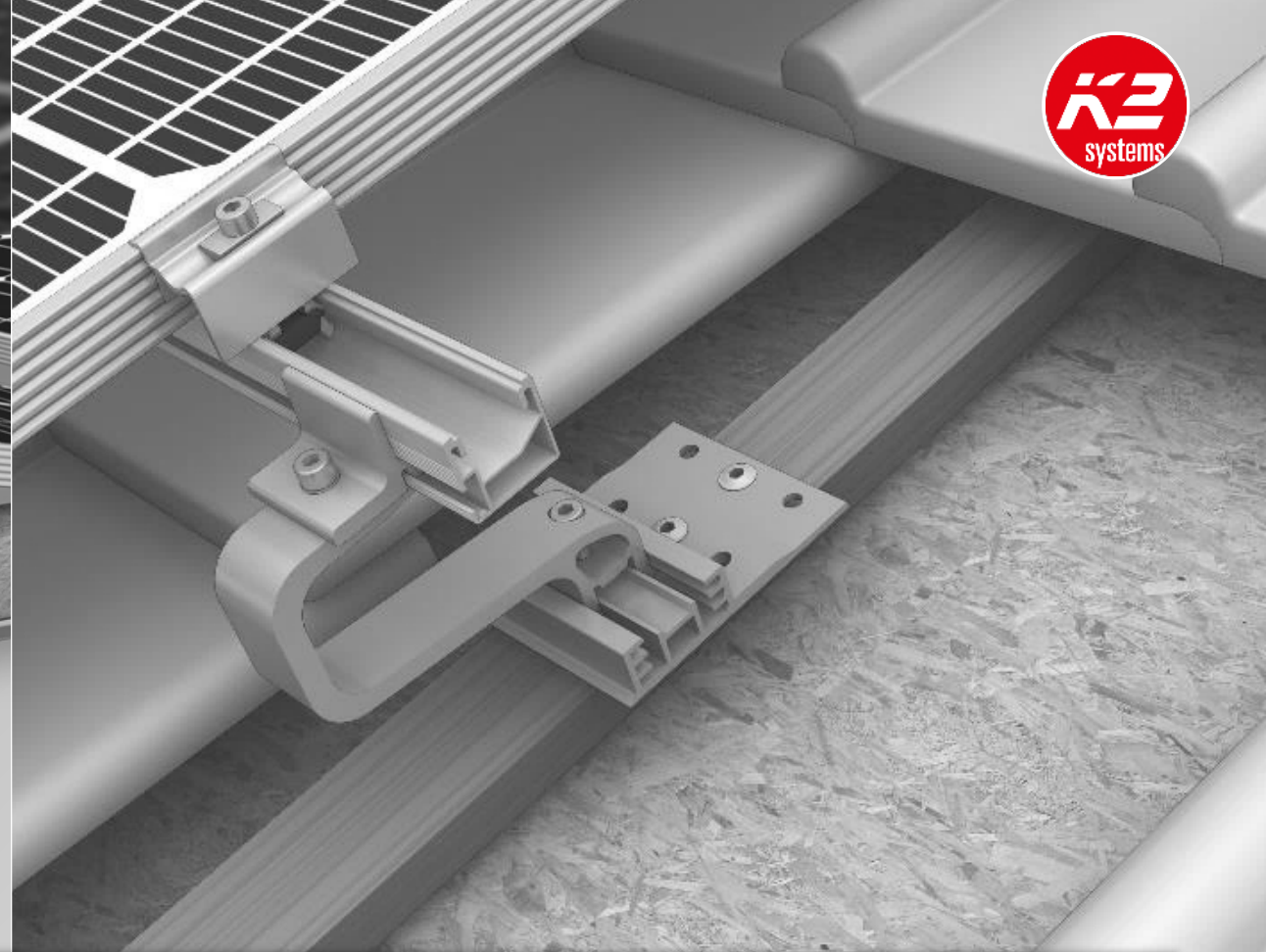
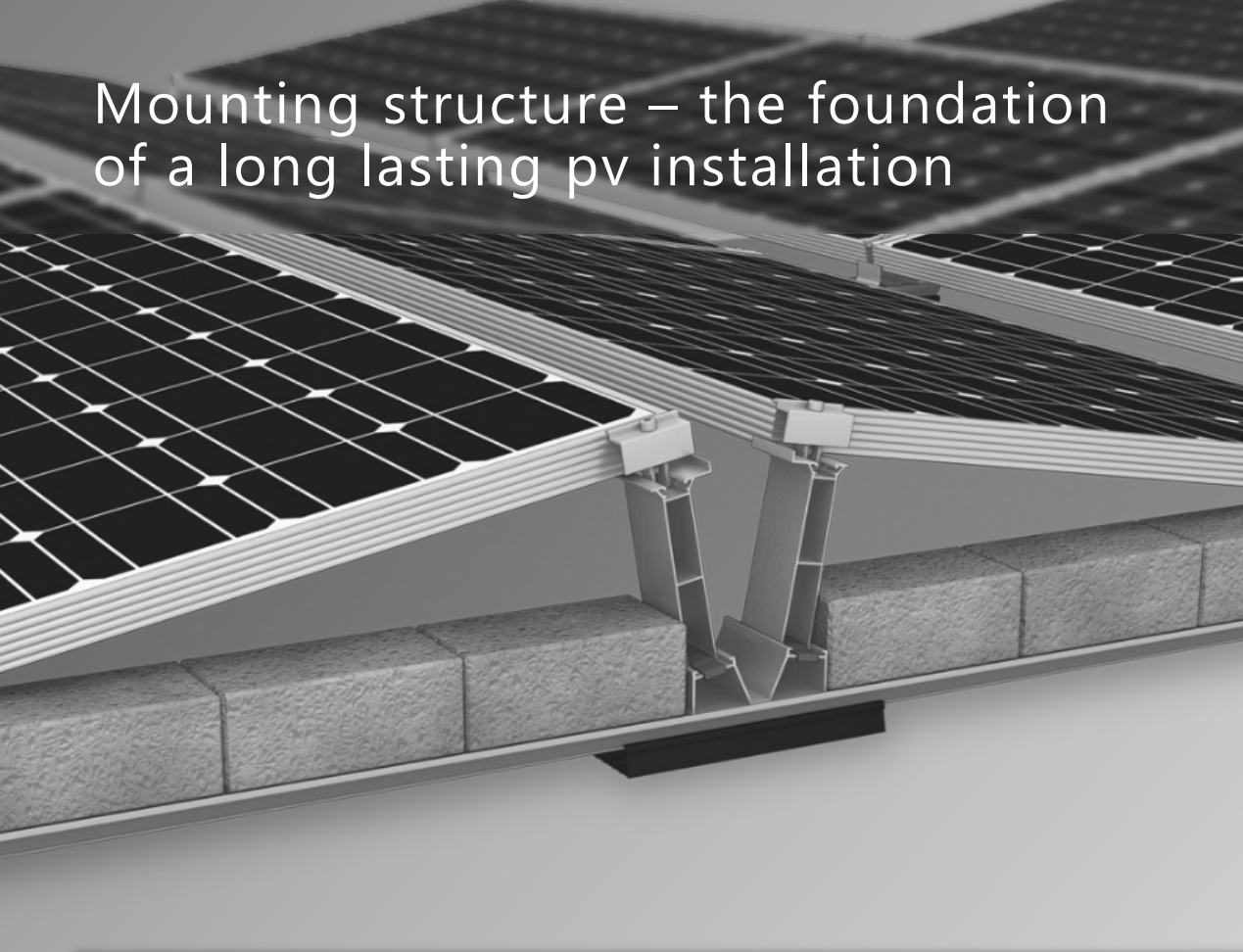


K2 Mounting Systems installed worldwide





Mounting structure – the foundation of a long lasting pv installation



- ▶ Mounting structure is an essential part of the PV installations.
- ▶ Structural Analysis of structure needs to be **project specific** – just like **string planning**
- ▶ Constraints of mounting structure due to actual site are often neglected.
- ▶ **Layout** changes have to be manually done in Inverter planning as well as mounting system planning.

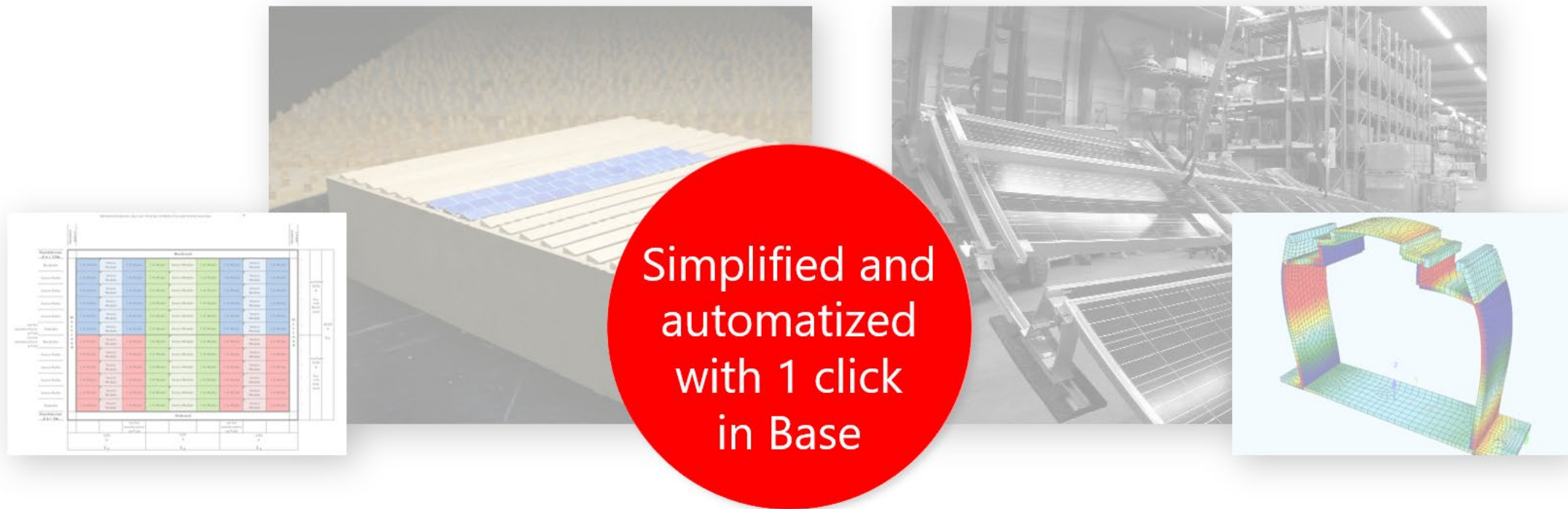


- ▶ How to enable focusing on customer needs
 - Simplify planning processes to enable more installations

Reducing complexity - improving customer needs



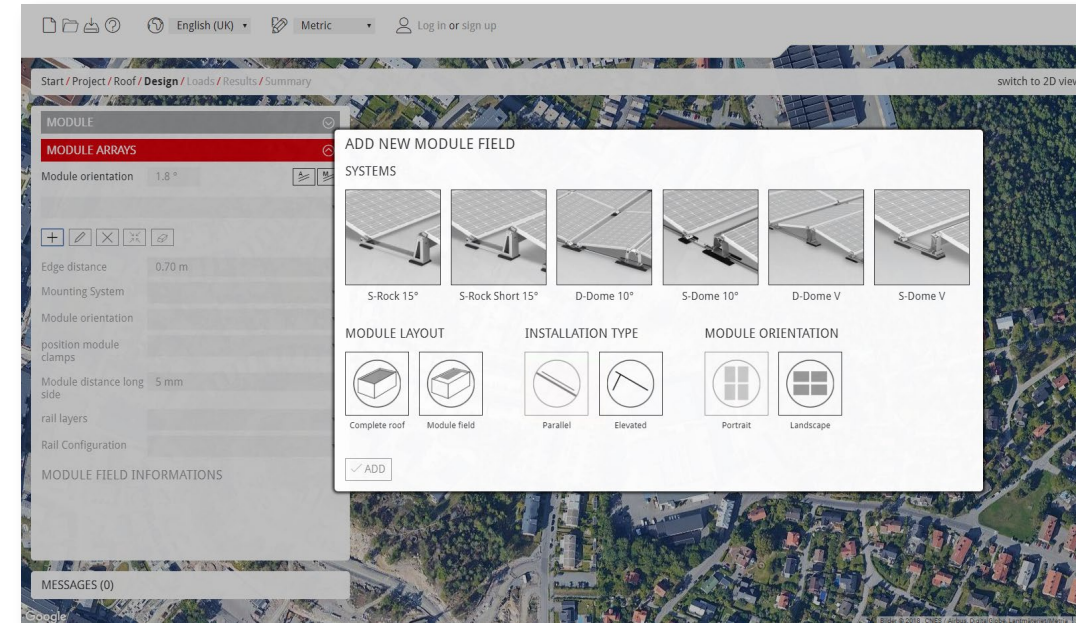
- ▶ Product design based on structural requirements result in safety, stability and durability for the customer



Online planning with K2 Base- key features



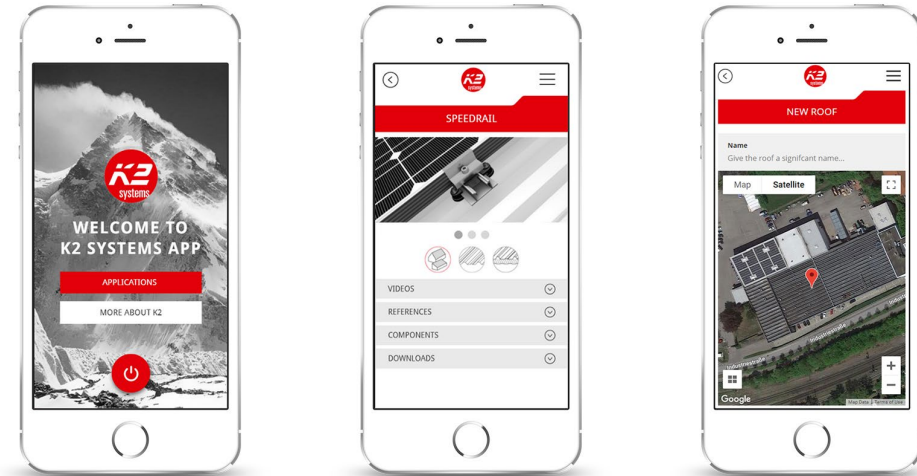
- ▶ Free planning tool, based on Google Maps location search
- ▶ In 5 steps to the finished design and BOM
- ▶ Available in 15 languages
- ▶ Detailed load planning including structural validation according to national standards or EC annexes
- ▶ Drawing tools to enable mechanical design of a PV installation
- ▶ User accounts with project data base



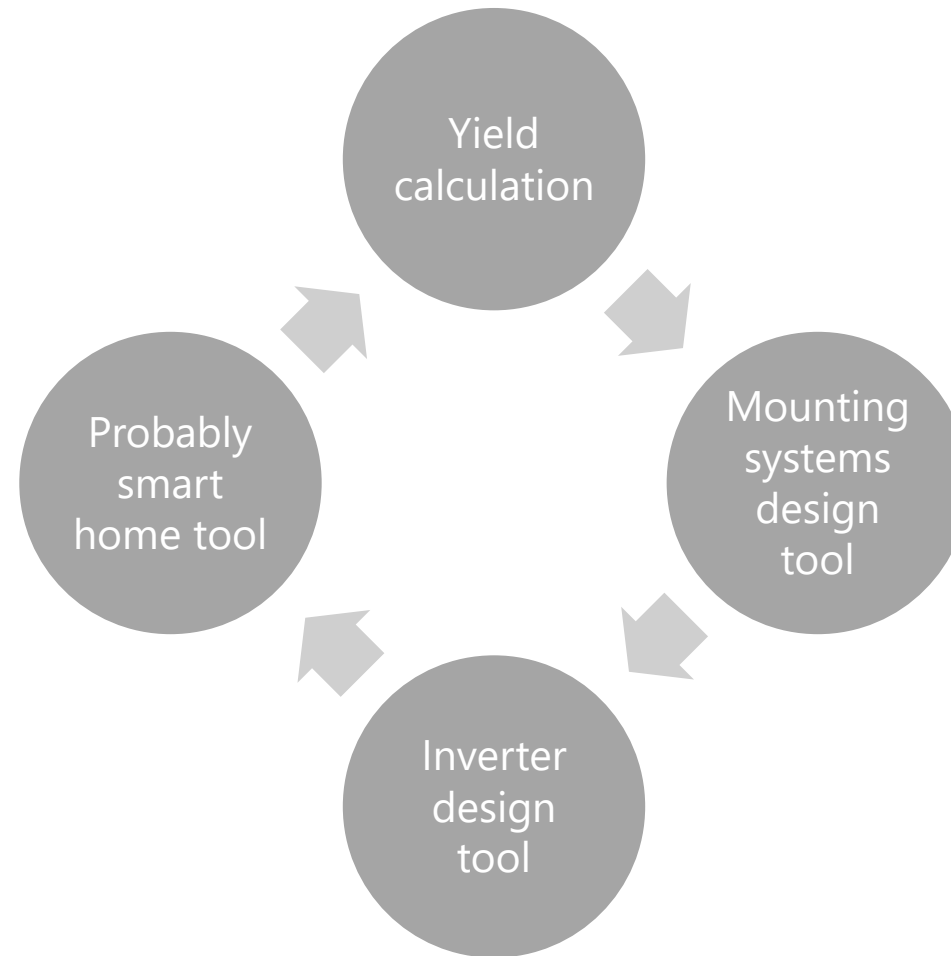
New: K2 App with "Roof Check"



- ▶ All key information anytime, anywhere
- ▶ Assembly videos and reference installations with just one click
- ▶ Visualize a mounting system project
- ▶ Free of charge
- ▶ **Roof Check:**
Enter project data on site and send directly to Base



Actual Status: Planning of PV installations

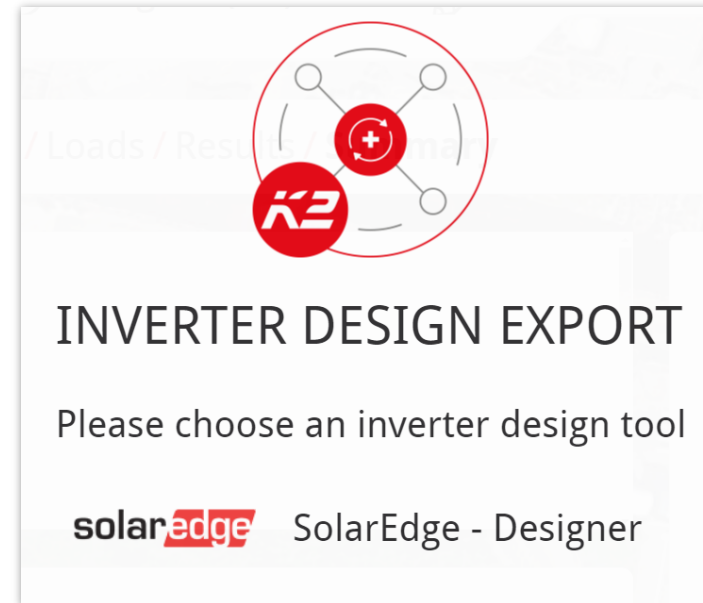


Solution: K2+ interface between mechanical and electrical planning

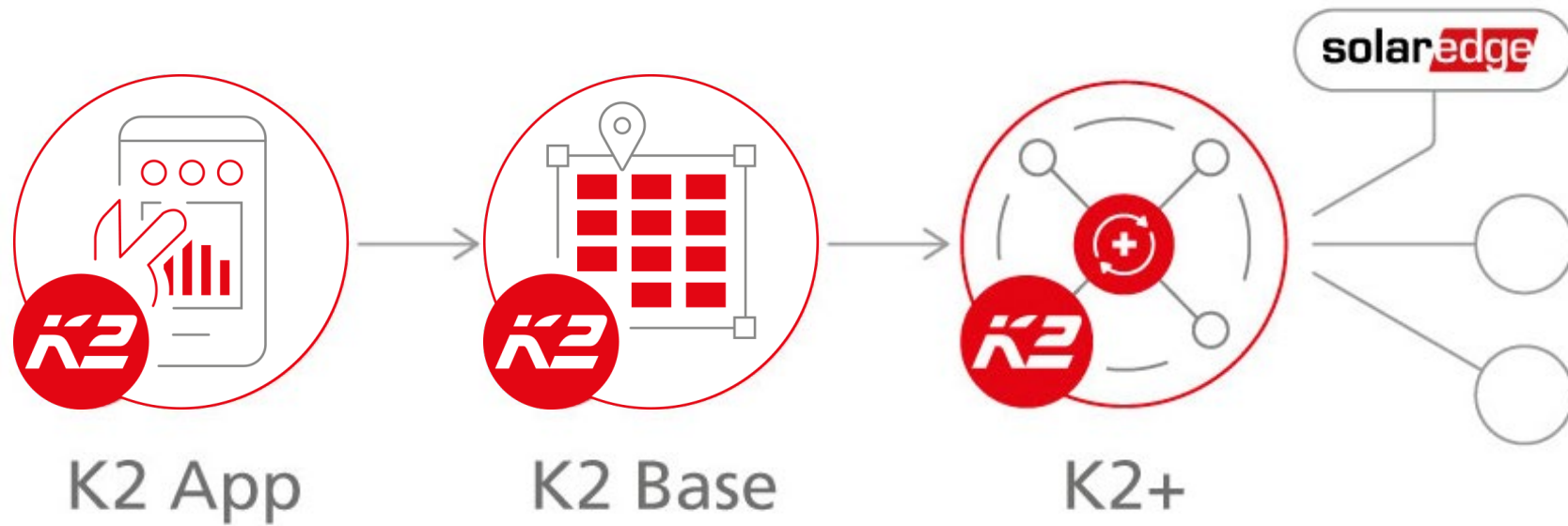


- ▶ **Interconnectivity** - easy transfer of layout changes.
- ▶ **Reduction** of complexity for customers
- ▶ **Planning time is decreased** - less planning equals more installation

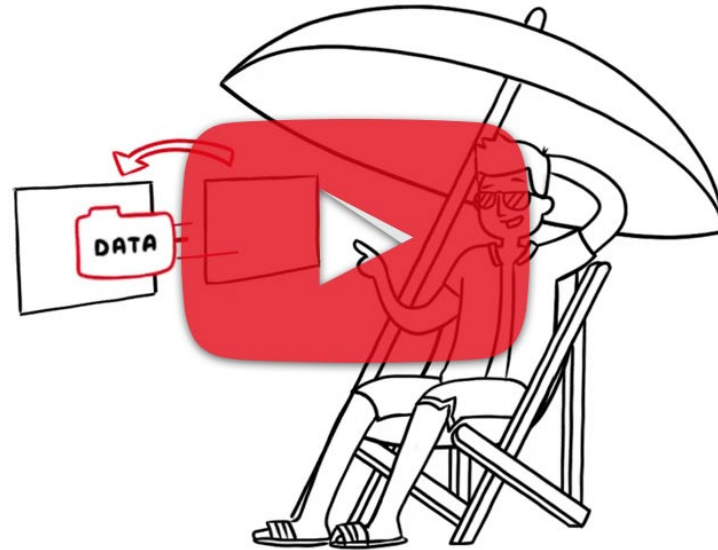
→ Customer gets the expert knowledge of the manufacturers



Live demonstration of simple planning



Thank you for your attention



www.k2-systems.com