

Solare Datensysteme GmbH

The Company behind Solar-Log™ and LOGan

LOGan – Personality in advertising

An employee of the first hour works as brand figure for the HW- and SW-solutions

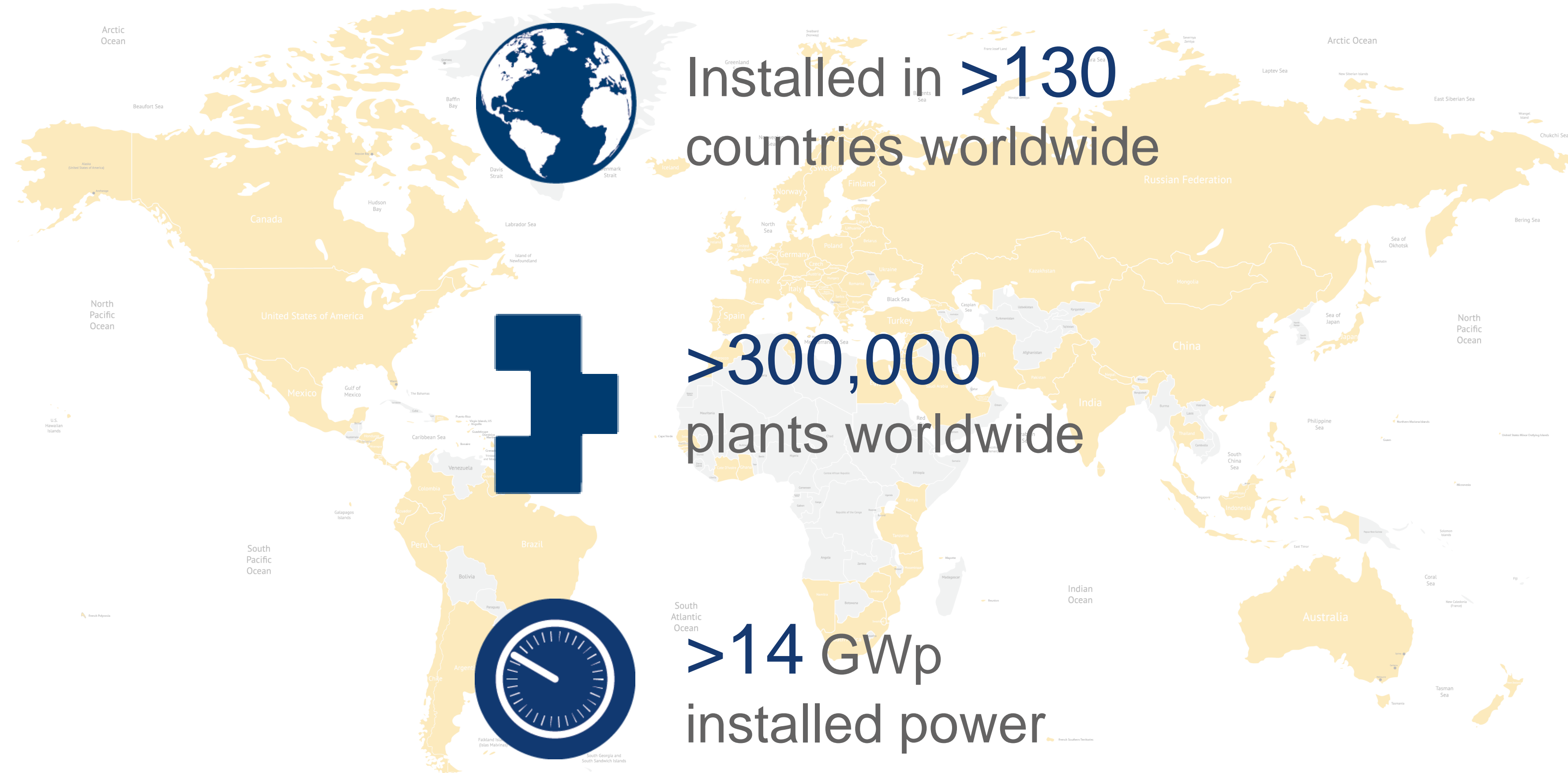


A large white circle is centered on a solid dark blue background. Inside the circle, the text "Who are we?" is written in a dark blue, sans-serif font.

Who are we?

Our experience in PV monitoring

Global orientation – High scalability – Strong portfolio



Jörg Karwath develops
initial idea for a
monitoring solution for
PV systems and the
first Solar-Log™

Together with Thomas
Preuhs, Solare
Datensysteme GmbH
is founded under the
umbrella of Thomas
Preuhs Holding.
Solar-Log™ begins to
expand

Solar-Log™ has
already been sold and
installed in over 20
countries

Solar-Log™
becomes part of the
BKW Group



New hardware
series
launched

2004

2007

2011

2015

2019



Solare Datensysteme GmbH

CEO

Brigitte Beck

Owner

BKW Group, www.bkw.ch

Headquarters

72351 Geislingen-Binsdorf, Germany

Product and market experience

> 10 years

BKW Energie AG 

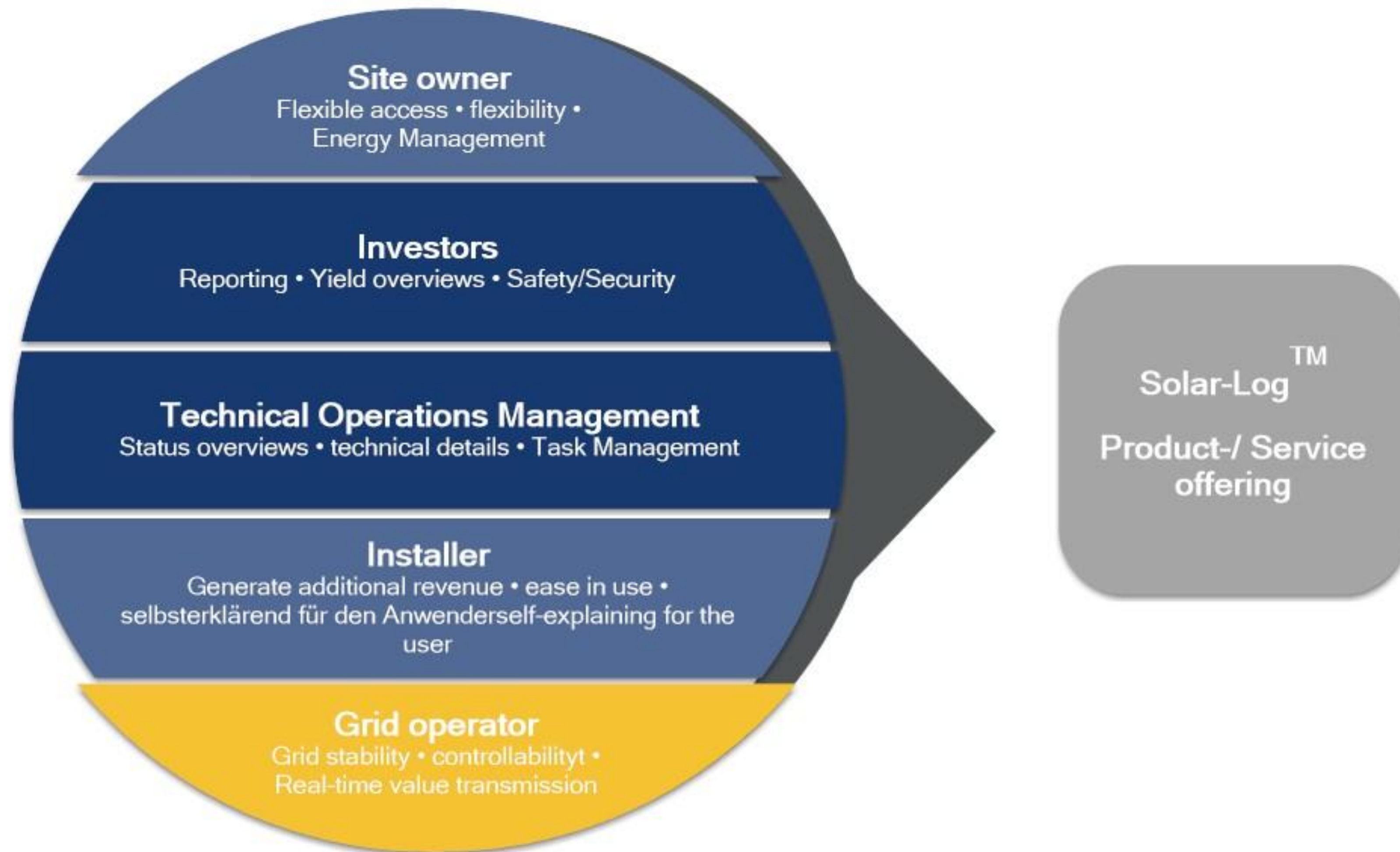
- Internationally active energy and infrastructure company
- Founded in 1909 in Bern, Switzerland
- > 10,000 employees worldwide
- Supplies approx. 1 million people with electricity



Portfolio

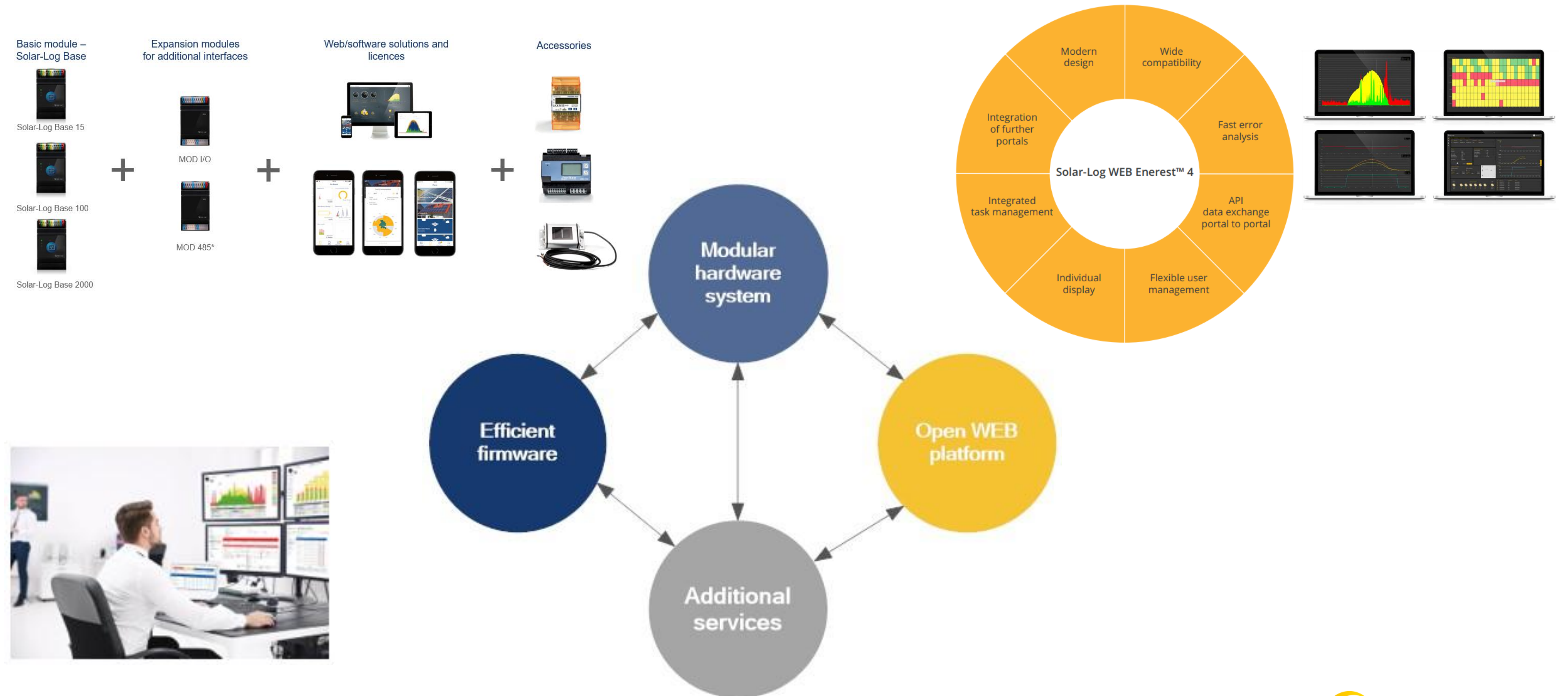
If you want to be more than just a monitoring solution...

Different interests/requirements also require different solutions



...you need a flexible portfolio!

Different interests/requirements also require different solutions



Solution partners

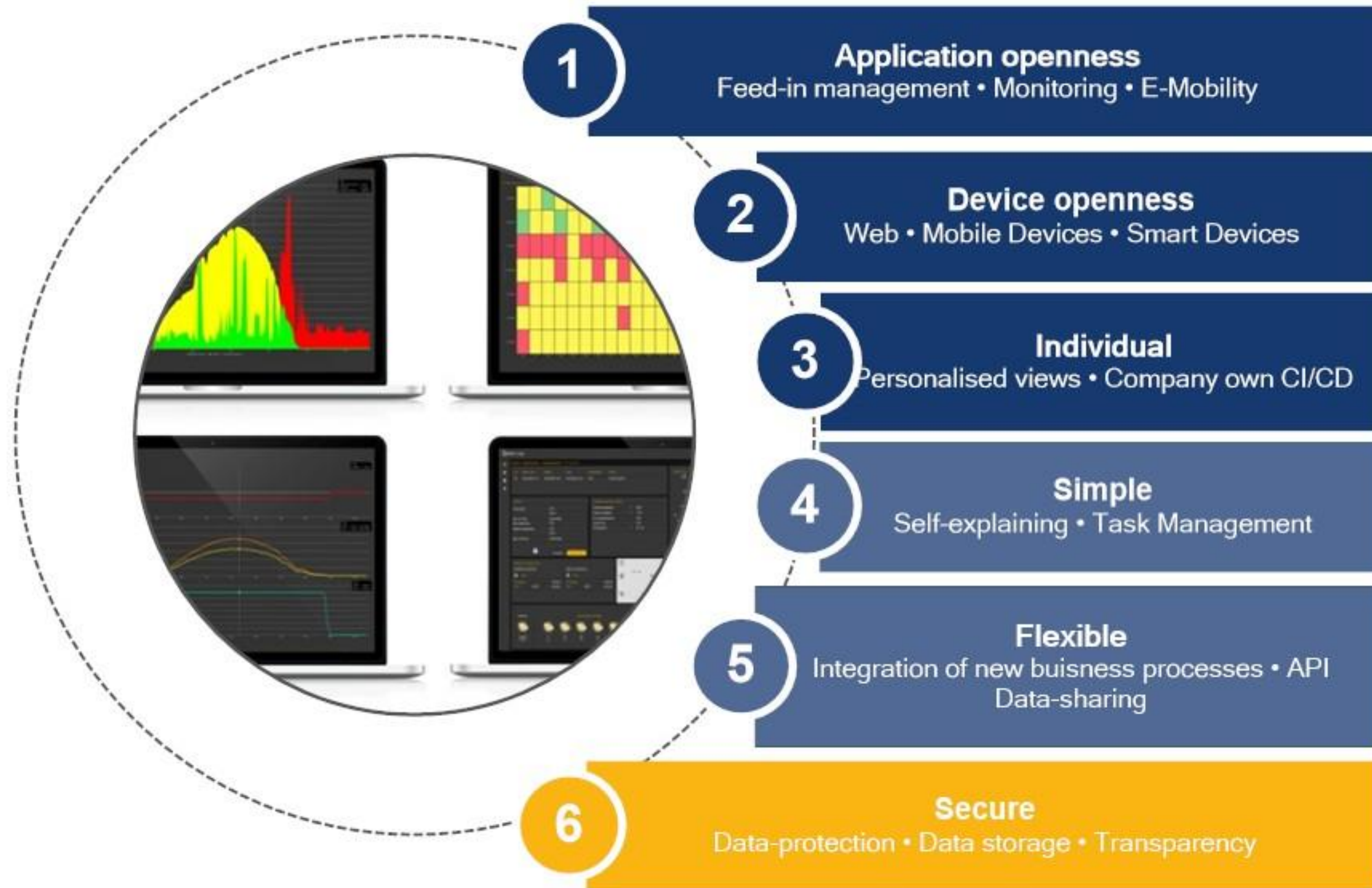


Inverter manufacturers



Many years of experience in integrating partners and their processes!

Solar-Log™ - powerful hardware meets flexible software



How to develop our products/services further?

Market-/Competitive pressure • Customer expectations • Capabilities • Technological evolution

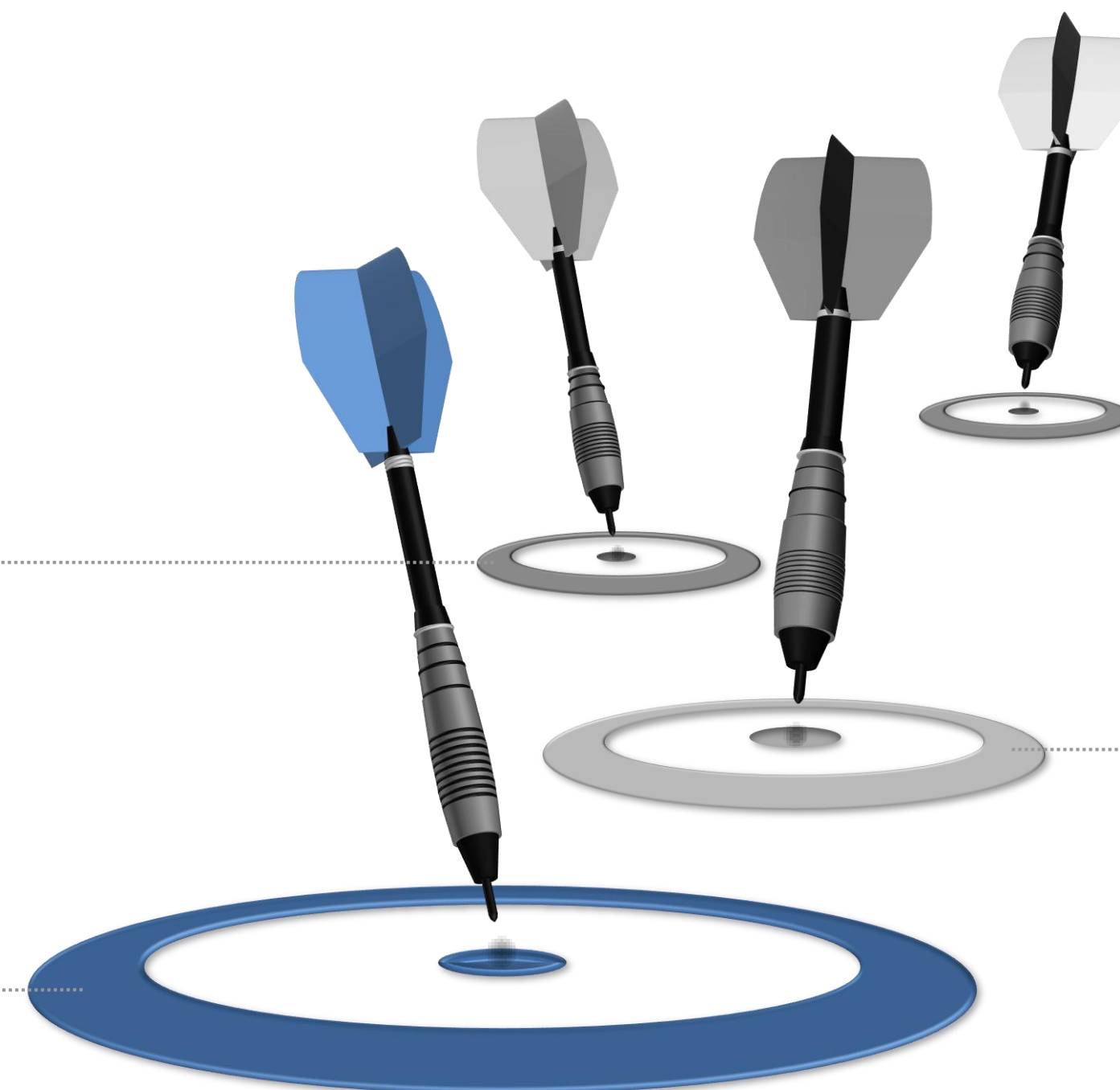
Hardware

Security, Sustainability and cost efficiency

WEB-Plattform

Customer expectations

Sustainability and technological evolution



Future

The next... "One more thing?"

Services

Added value and cost efficiency

PV Magazin

Creating a new Product

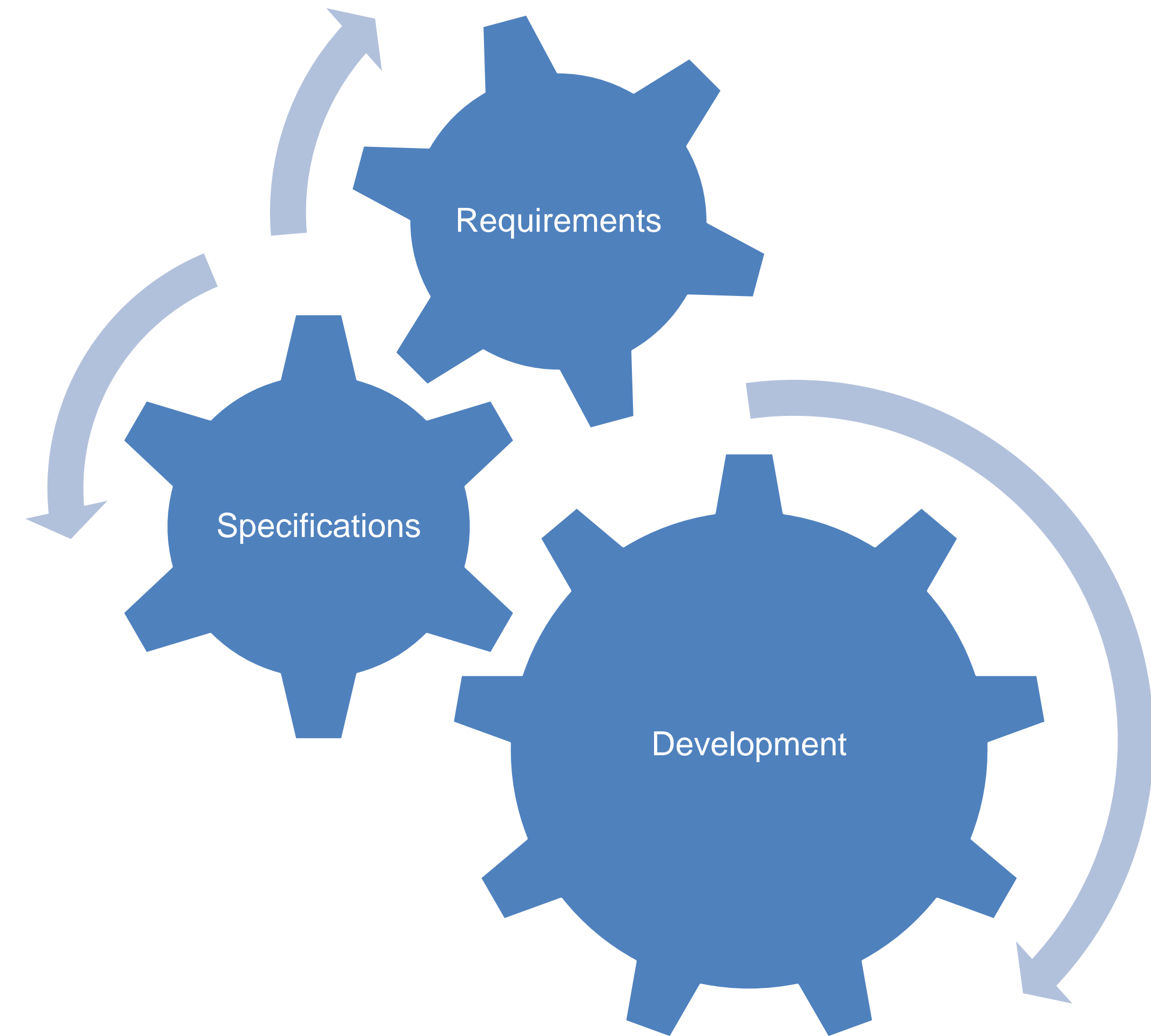


Getting Started

Find out requirements

I'd like to drive from A to B.

- Fast
- With more than one person
- Steerable
- Navigation system
- Blue car body
- Fresh air



Functions

I'd like to drive from A to B.

- Fast
- With more than one person
- Steerable
- Navigation system
- Blue car body
- Fresh air

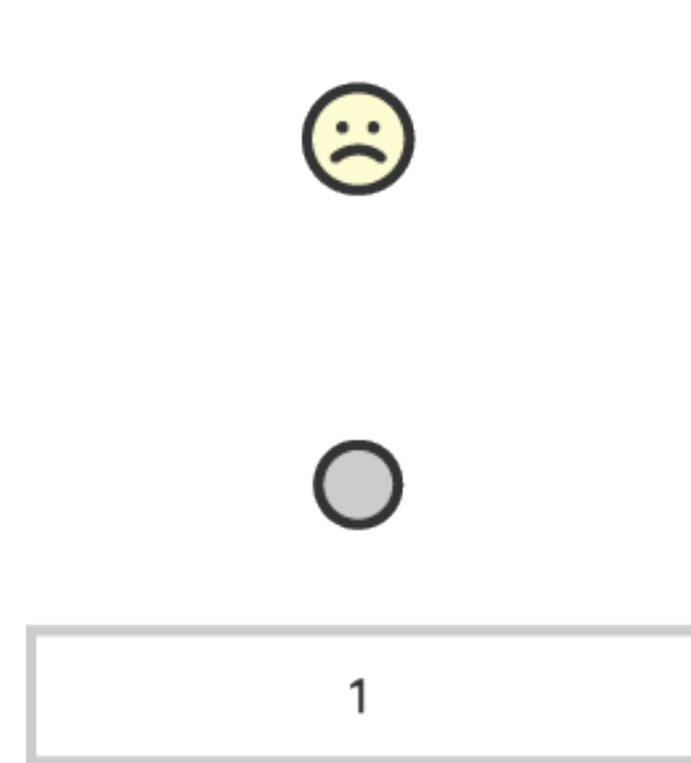


Timing

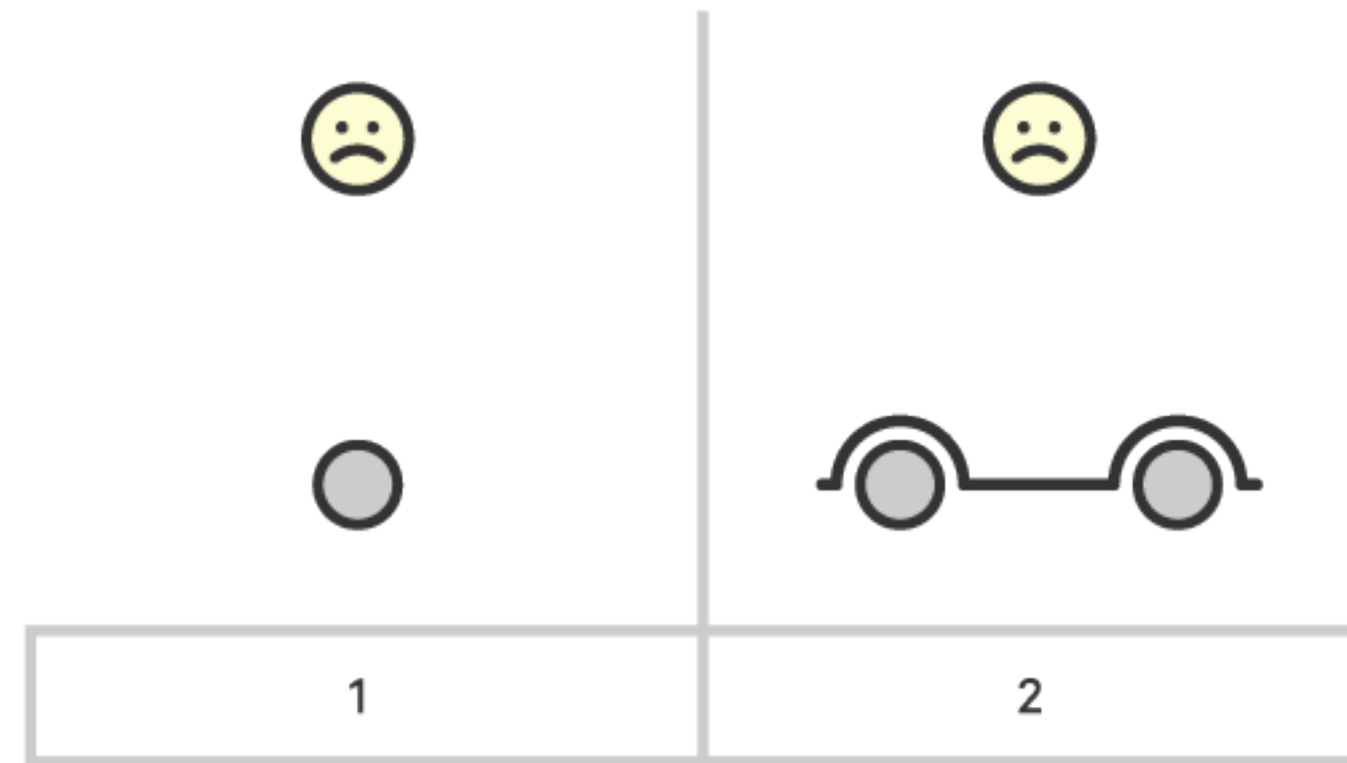
Nokia and Microsoft



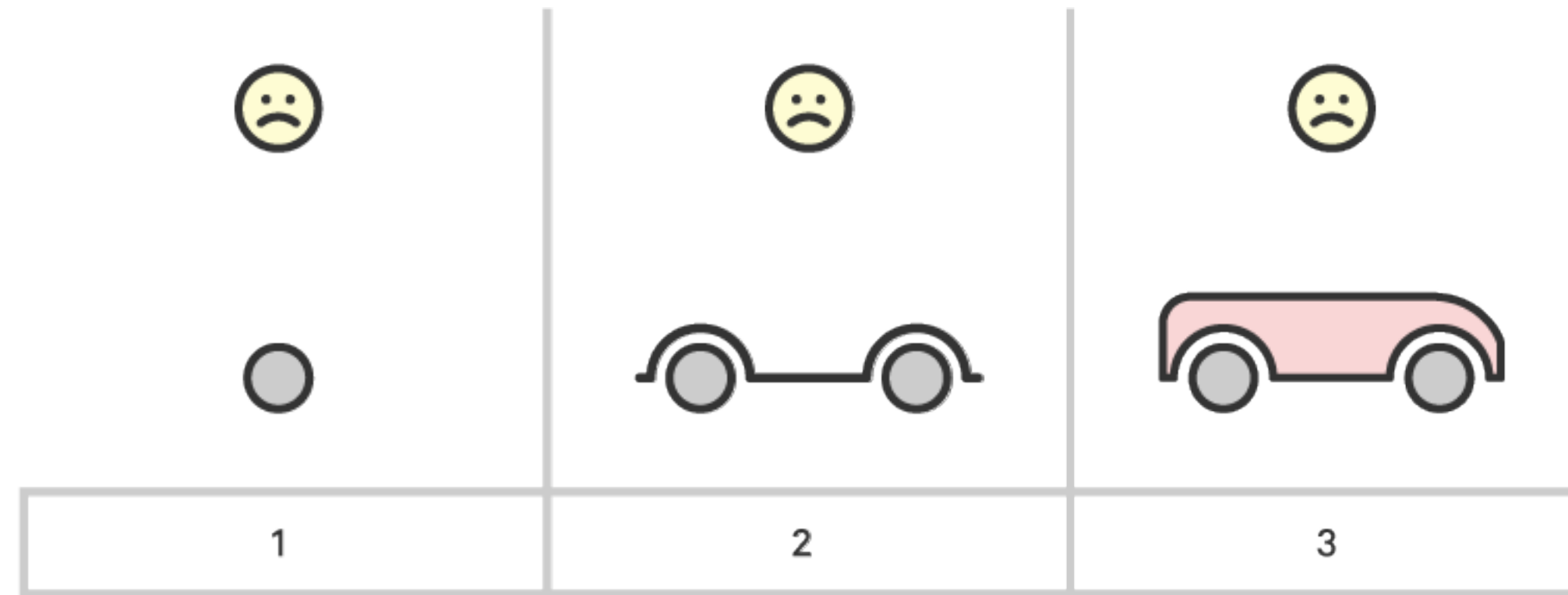
Scheme



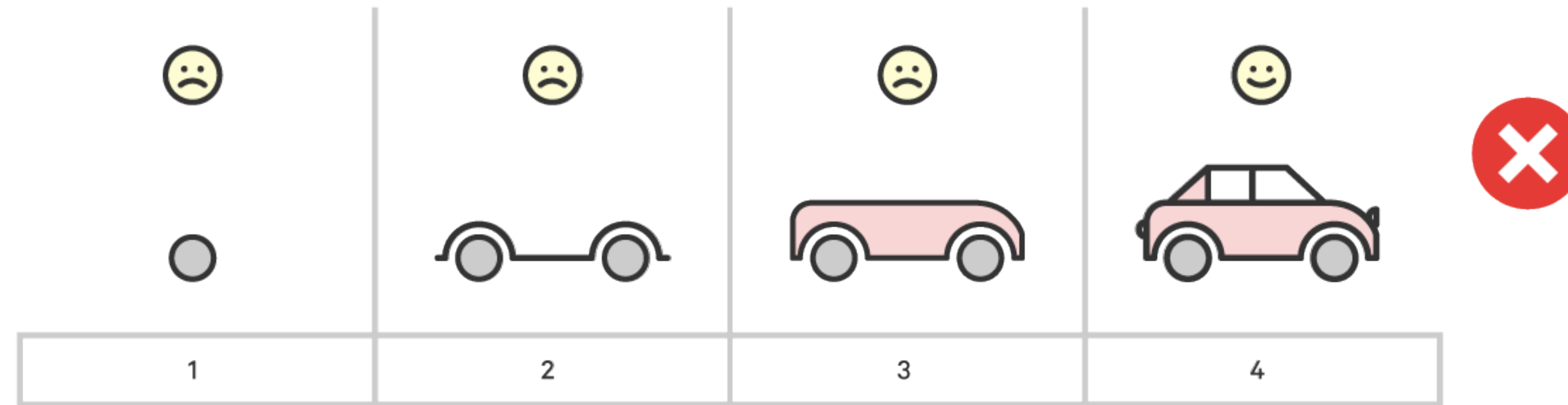
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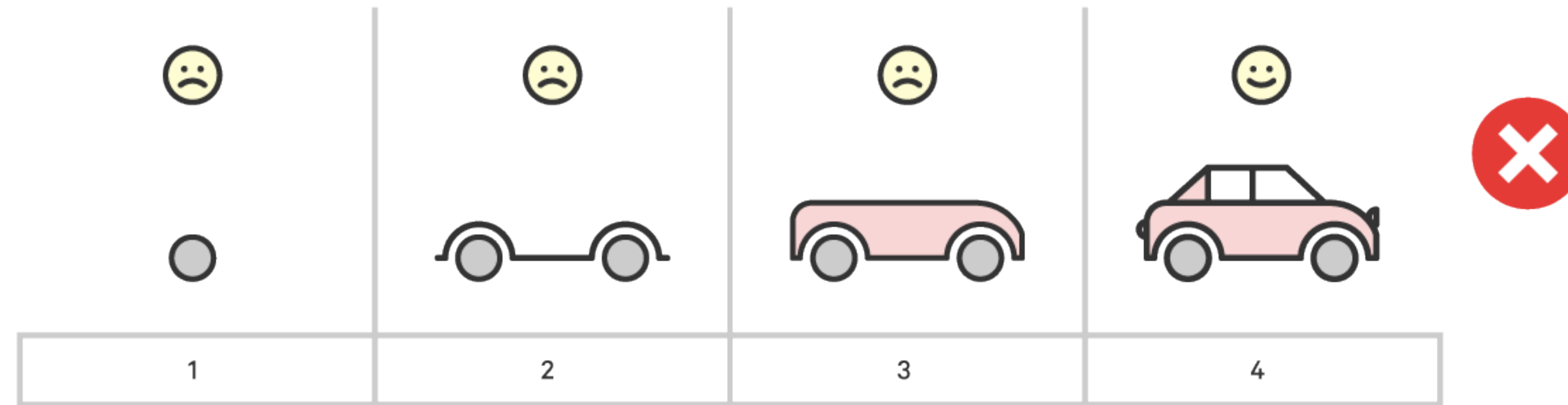
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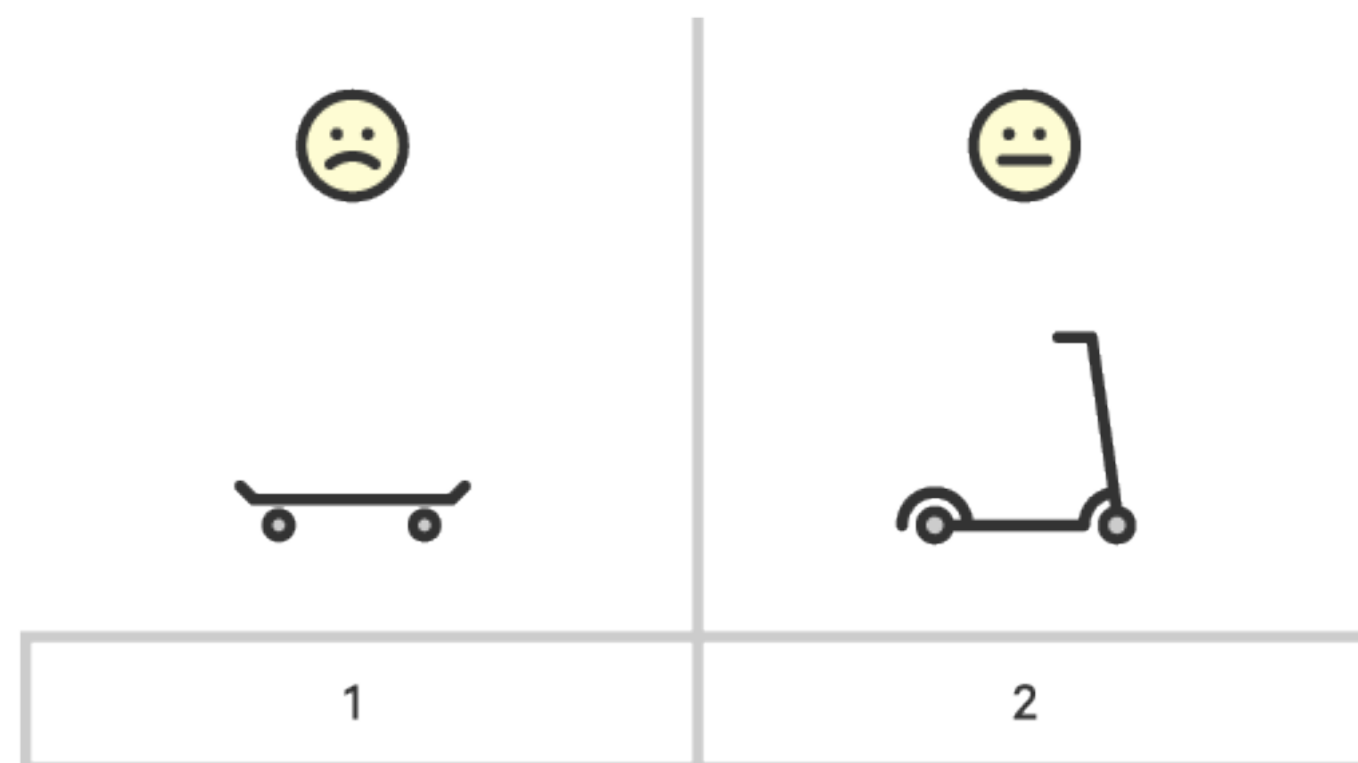
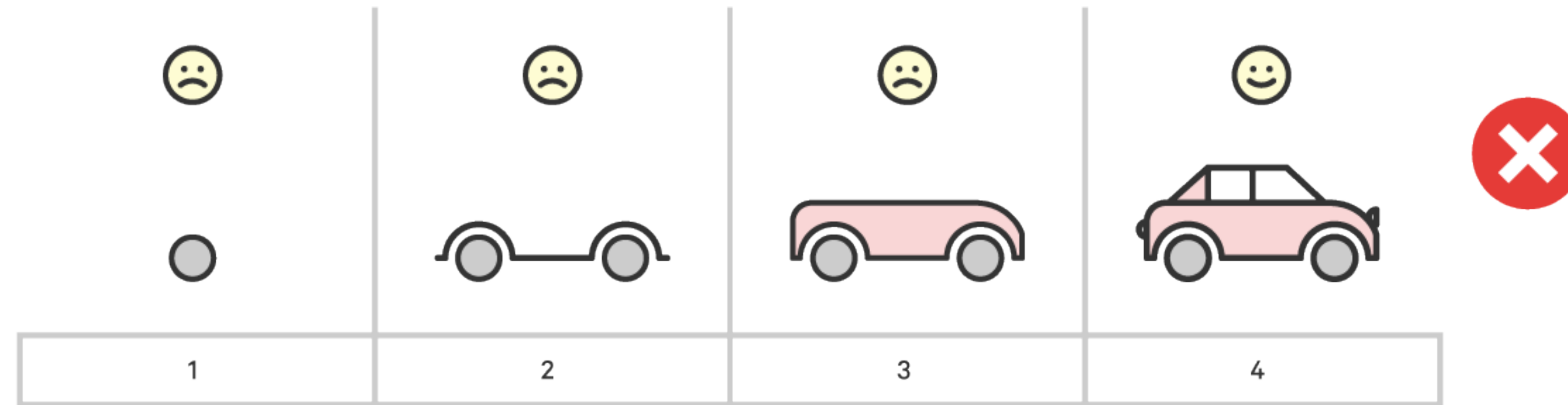
Scheme



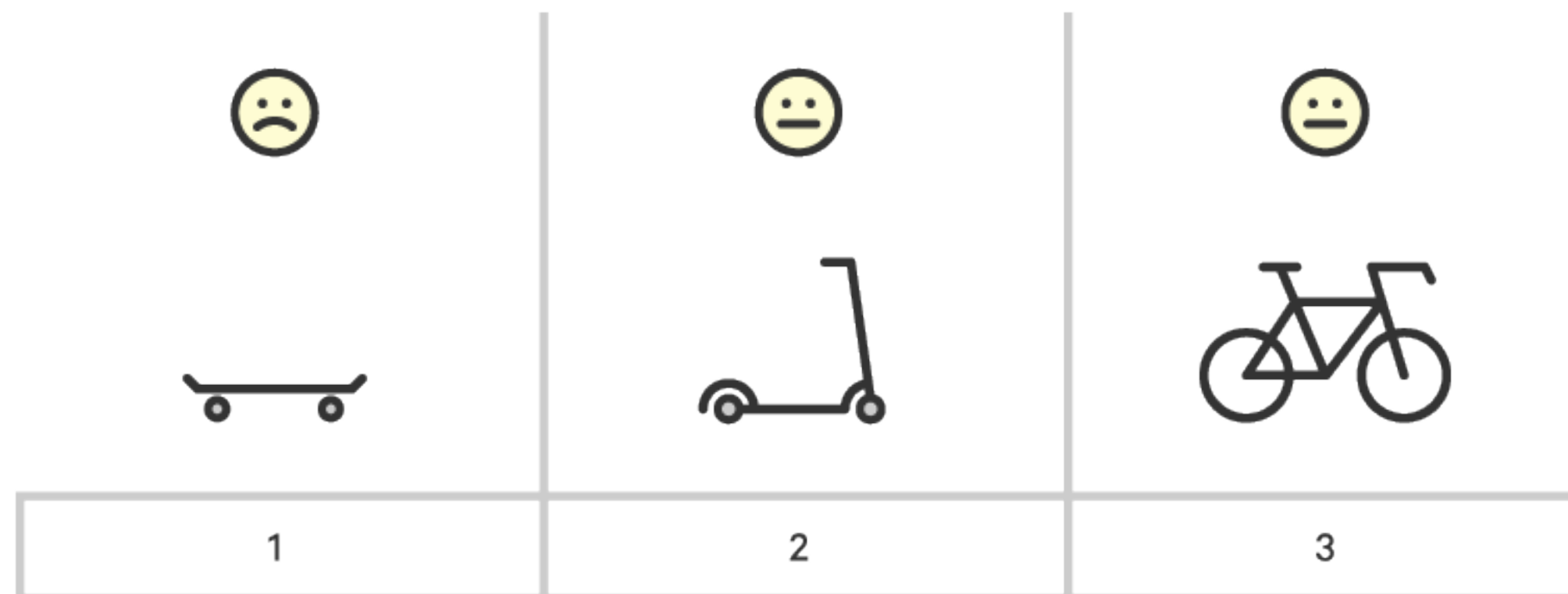
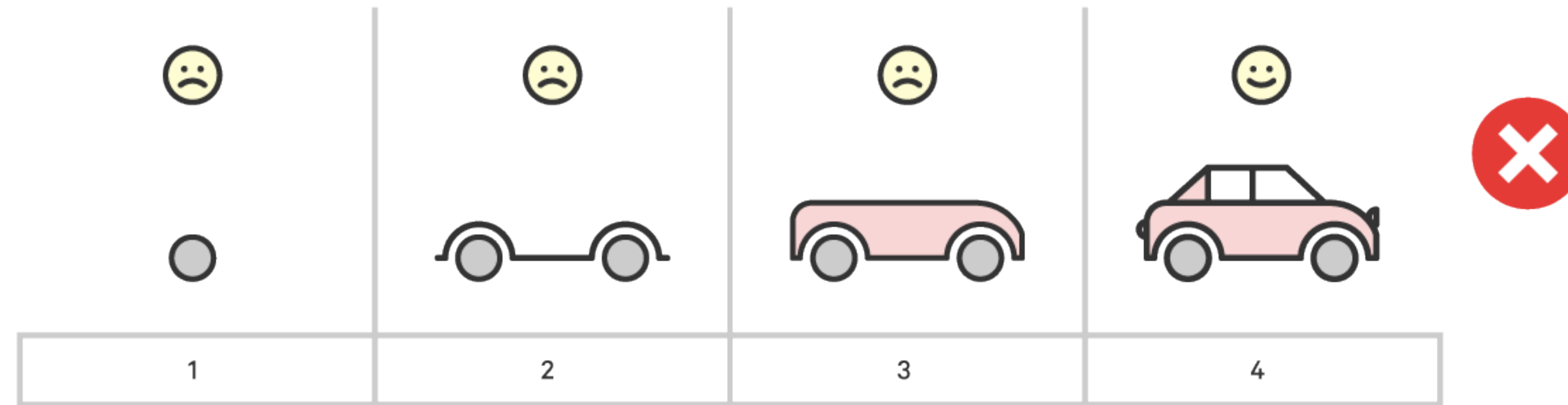
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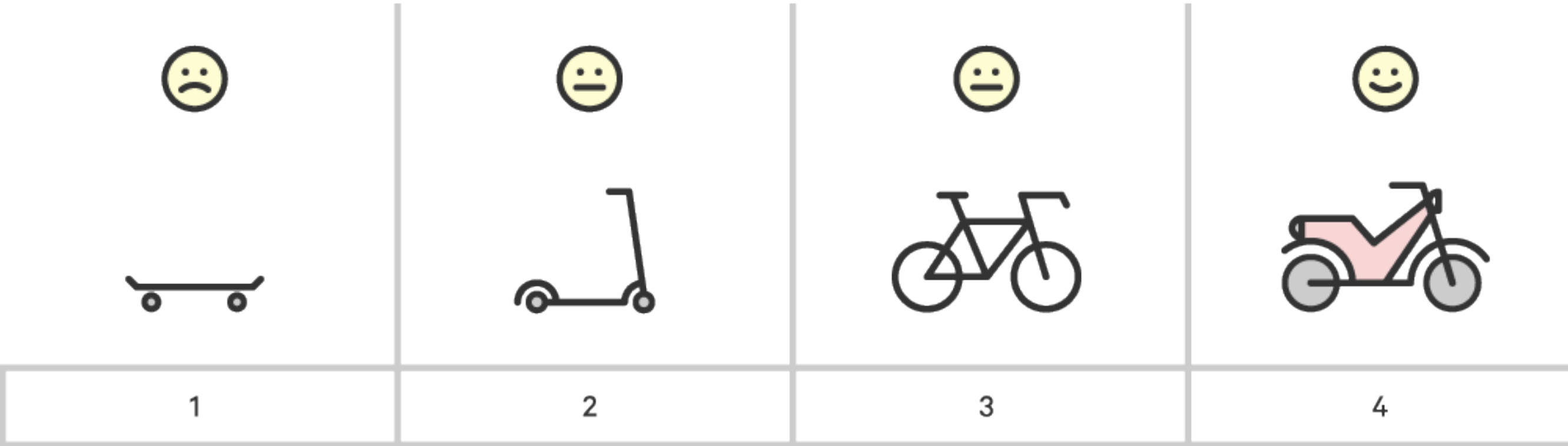
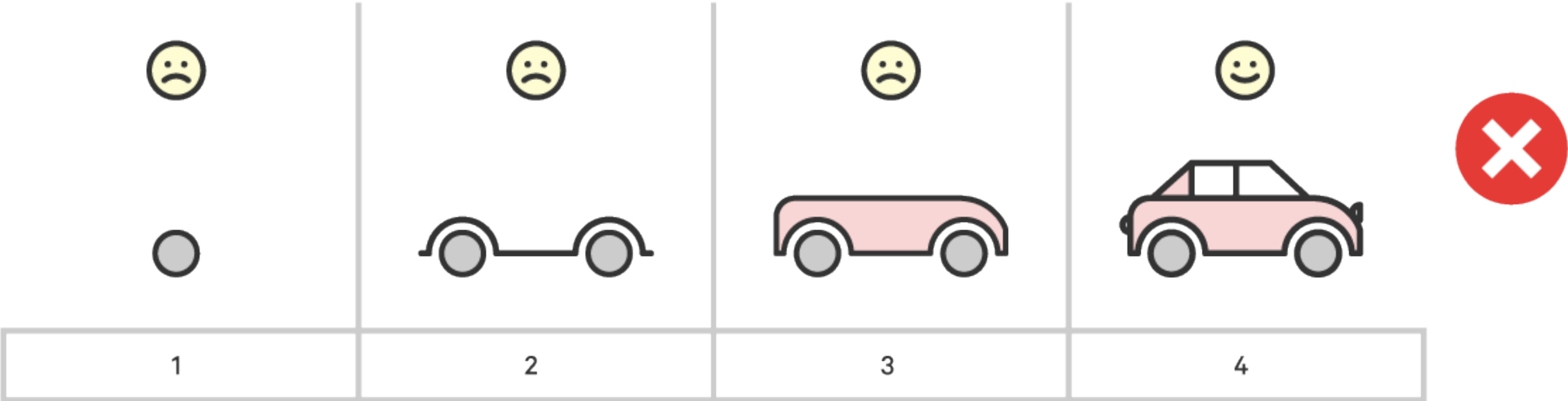
Scheme



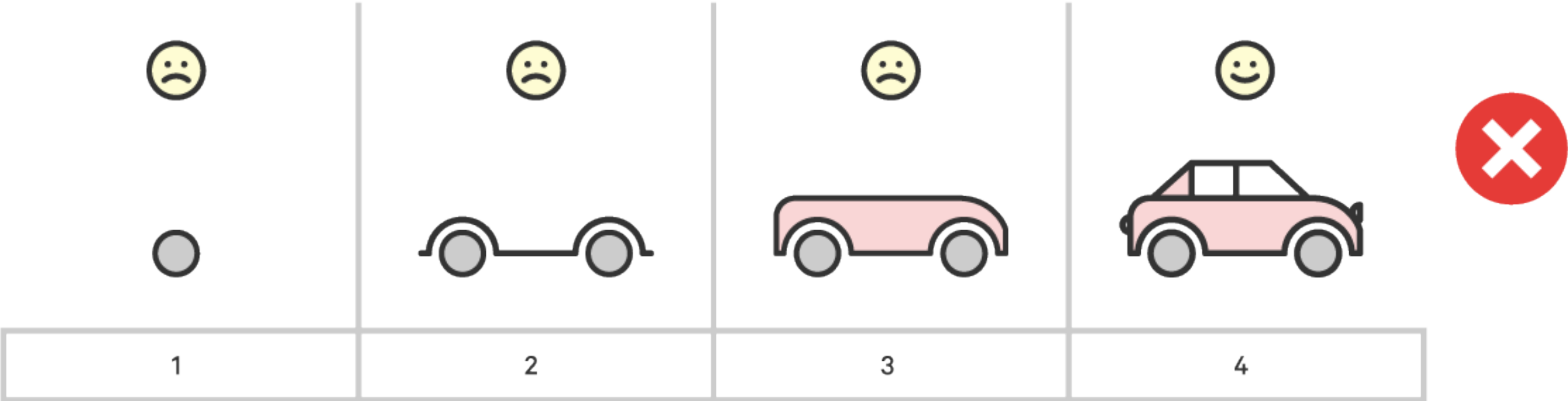
Scheme



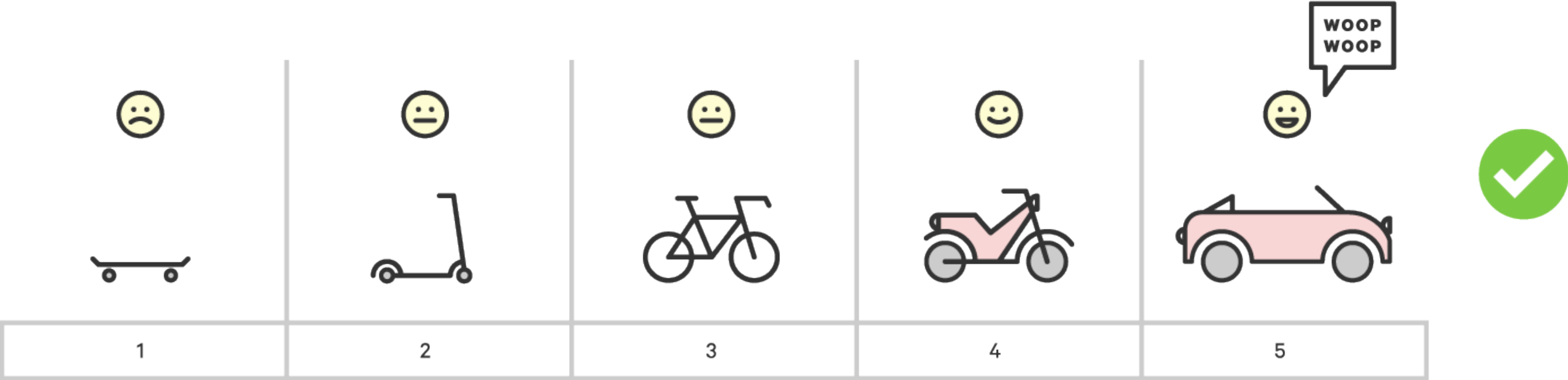
Scheme



Scheme

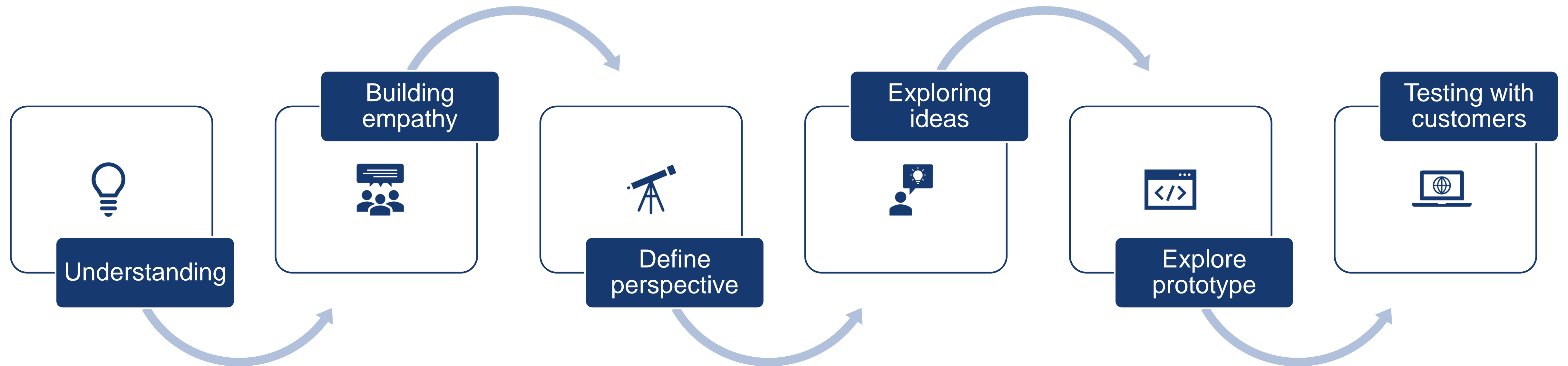


Currently: Releases every 2 – 4 weeks



Solar-Log WEB Enerest™ 4

Procedure





Understanding, building
empathy and finding
perspective

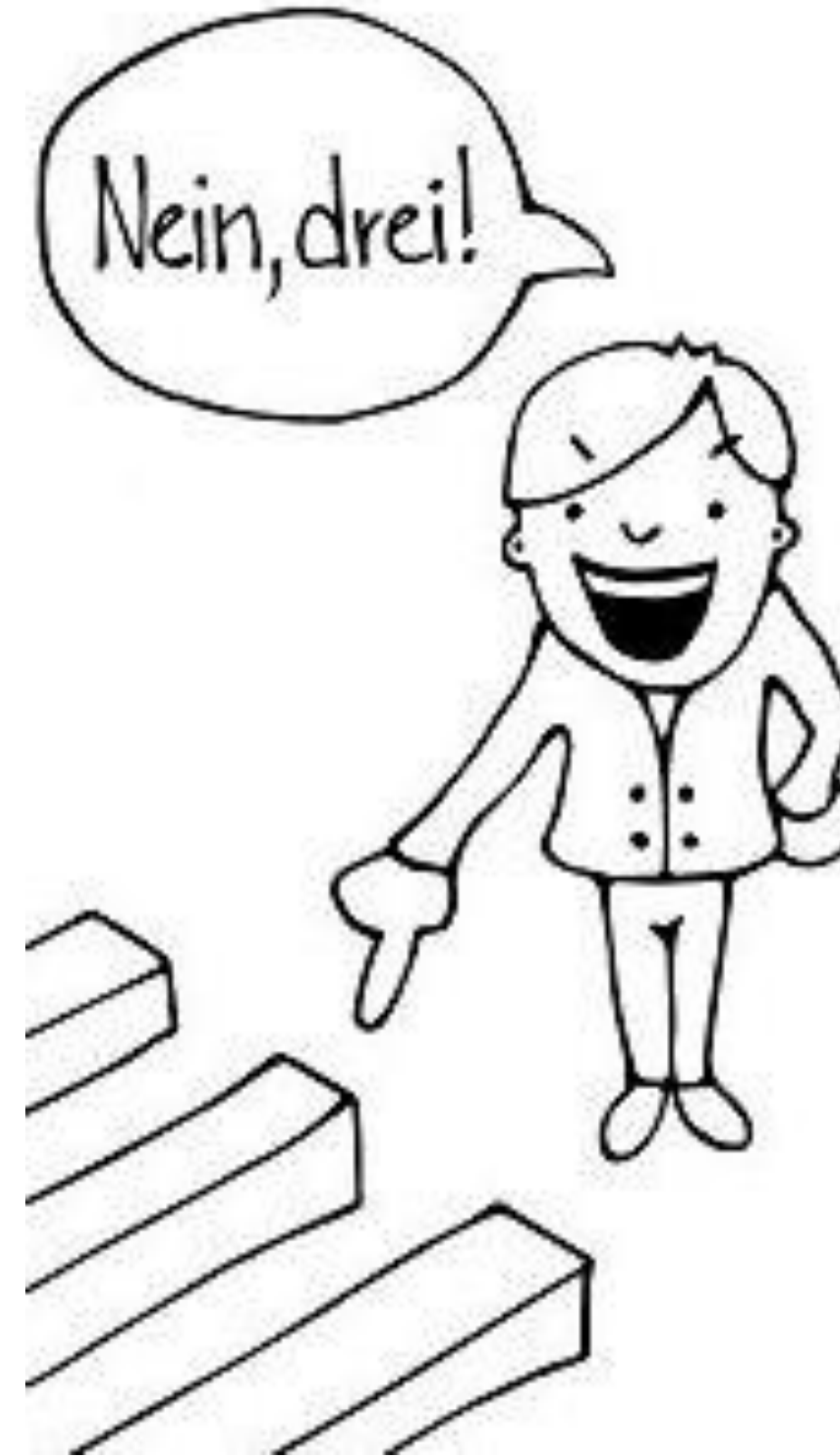
Understanding customers

There are four bars

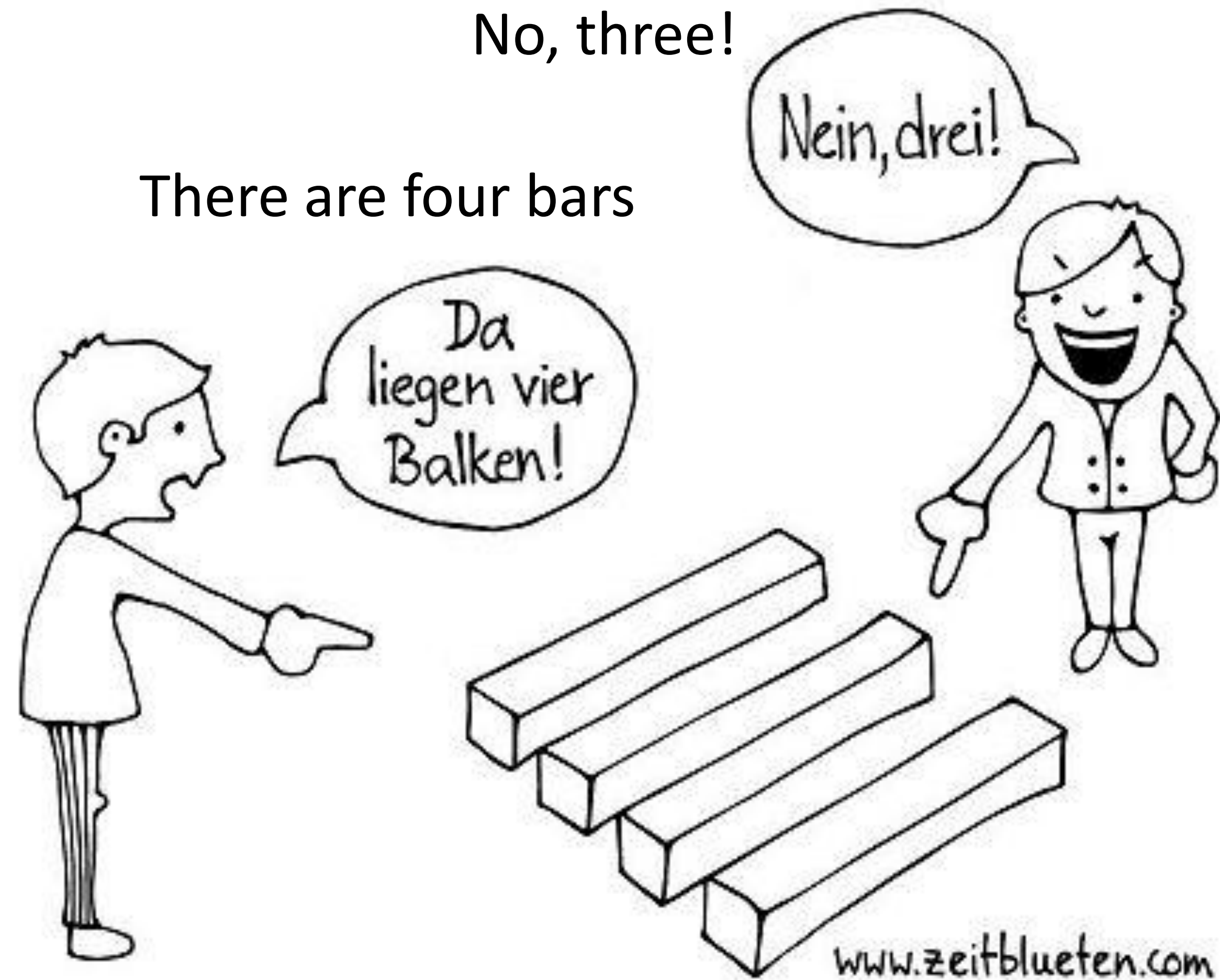


Understanding customers

No, three!



Understanding customers



Who is the product actually for?

The Personas



Werner von Siemens

No statement

Alter

35

Familie

yes

Hobbies

Drohnenfliegen und Flugdaten aufzeichnen

Beruf

Installer, Techniker, Meister

Charakter

introvertiert

extravertiert

analytisch

kreativ

konservativ

liberal

aktiv

passiv

Ziele
Gewissenhaft arbeiten, Aufgaben/Probleme kontrollieren und lösen
Am Ende des Tages sicher sein, dass alles funktioniert

Motivationen / Erwartungen
Klare Strukturen
Prozesse sauber erfüllen – abhacken
Mathematische Präzision

Frustrationen
Plötzliche Probleme
Langsame Prozesse – alles dauert ewig ohne klares Ziel

Technologien
Interessiert
Smartphone/Tablet – probiert neue Techniken gerne aus

Liebt / mag / hat / Brands
Wandern – Drohnenbilder schiessen

Bereich / Gruppe Installer Monitoring

Goals
Working conscientiously, control and solve tasks/problems
At the end of the day be sure that it all works

Motivations / expectations
Clear Structures
Fulfill processes cleanly - chop off
Mathematical precision

Frustrations
Sudden problems
Slow processes - time consuming without a clear goal

Technologies
Interested
Smartphone/Tablet - likes to try out new technologies

Loves / likes / has / brands
wander - shoot drone pictures



Workshop



Previous Web Platform









Administration and Settings

Plant and User Management, Logging, Billing and Options

- > Plants
- > Users
- > Portals
- > Settings
- > Files
- > Logging
- > Visualization
- > Remote Configuration
- > Tools
- > Billing
- > Statistics
- > Reporting
- > Server Configuration

What would you like to do?

-  **> Manage Plants**
You can manage your plants or add new ones. In addition to the standard information, own contact details, or inverter details, a wide range of other information and documents can be added for every plant and viewed.
-  **> Manage Users**
Manage user data or add new users. You can also set which users have administration rights.
-  **> Edit Options**
You can change your page's background color, add your logo or edit the information that is shown in the legal notice page.
-  **> Manage Files**
Manage images and documents that have already been updated or add new files. Create the directory structure, according to your needs.
-  **> View Logs**
Monitor all of the plants at the same time and register all malfunctions in the plant logbook. The event log of all of the messages from all of the connected inverters is also available for detailed error analysis.
-  **> Remote Configuration**
You can perform the Solar-Log™ Setup Configuration or later setting changes by remote configuration. In this way, you can transfer the configuration data to the Solar-Log™ without being on site.



Requirements

- Find errors quickly
- Track errors
- Flexible system for analyses
- Flexible system for representations
- Categorizable asset groups
- Provide interfaces to other systems
- Suitable for mobile devices

Ticket System

Our assumptions changed

Solar-Log™

Alex Braun

Tasklist

QUICK FILTERS:

Due Today

Due Tomorrow

Due Within a Week

Date From

Date To

Show archived

Plant name

TO DO

Demo Portal 3 Inverter
SN: 280167431

Due to:
20/05/2020

4/11

IN PROGRESS

Demo Portal mit Smart Energy
SN: 8263385

Due to:
16/06/2020

0/3

Demo Portal 3 Inverter
SN: 280167431


0/3

DONE

Demo Portal mit 5 WR
SN: 1085484574

5/5

Ein Problem melden



Exploring ideas, building
a prototype, testing

Pinboard

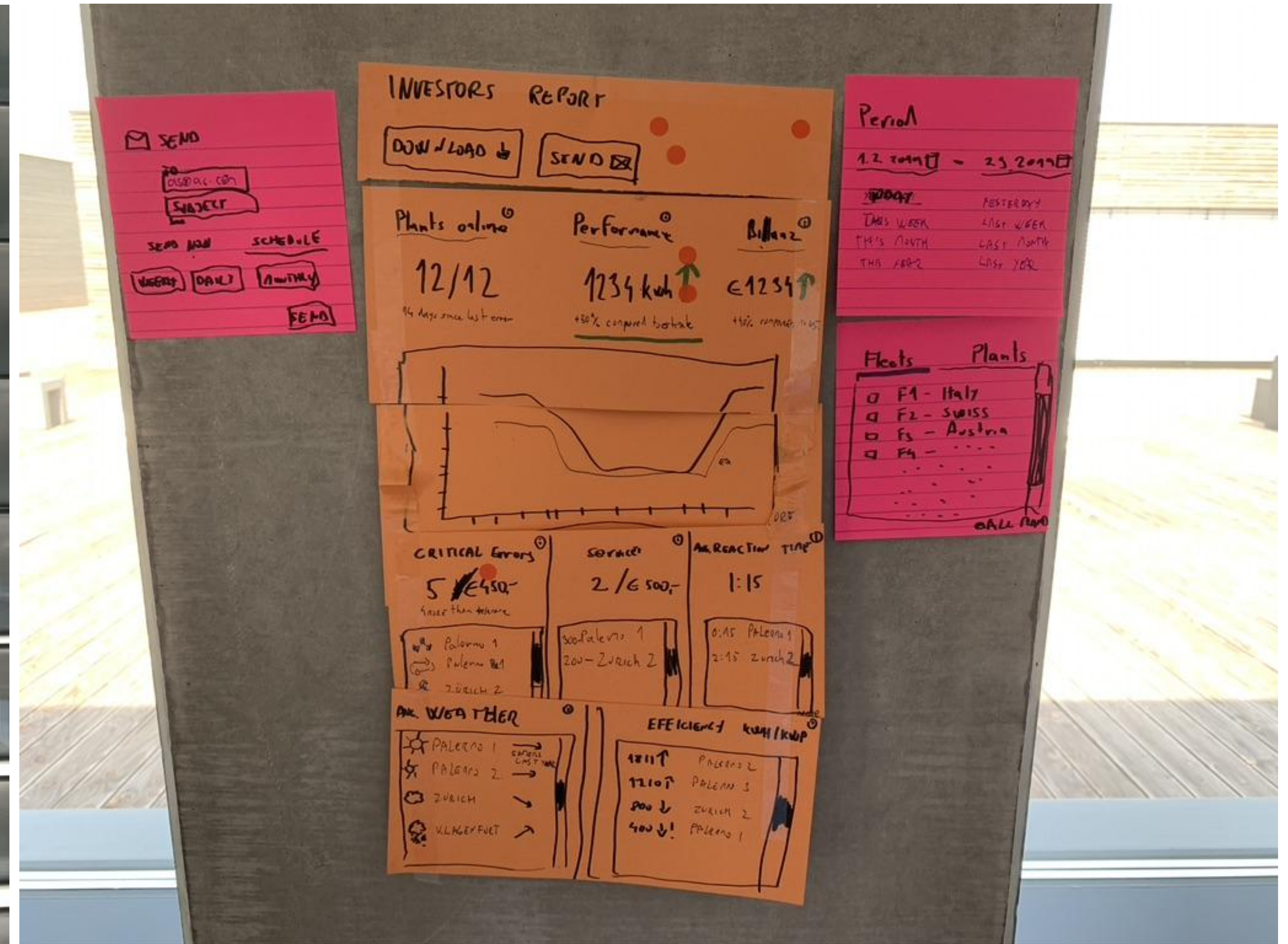
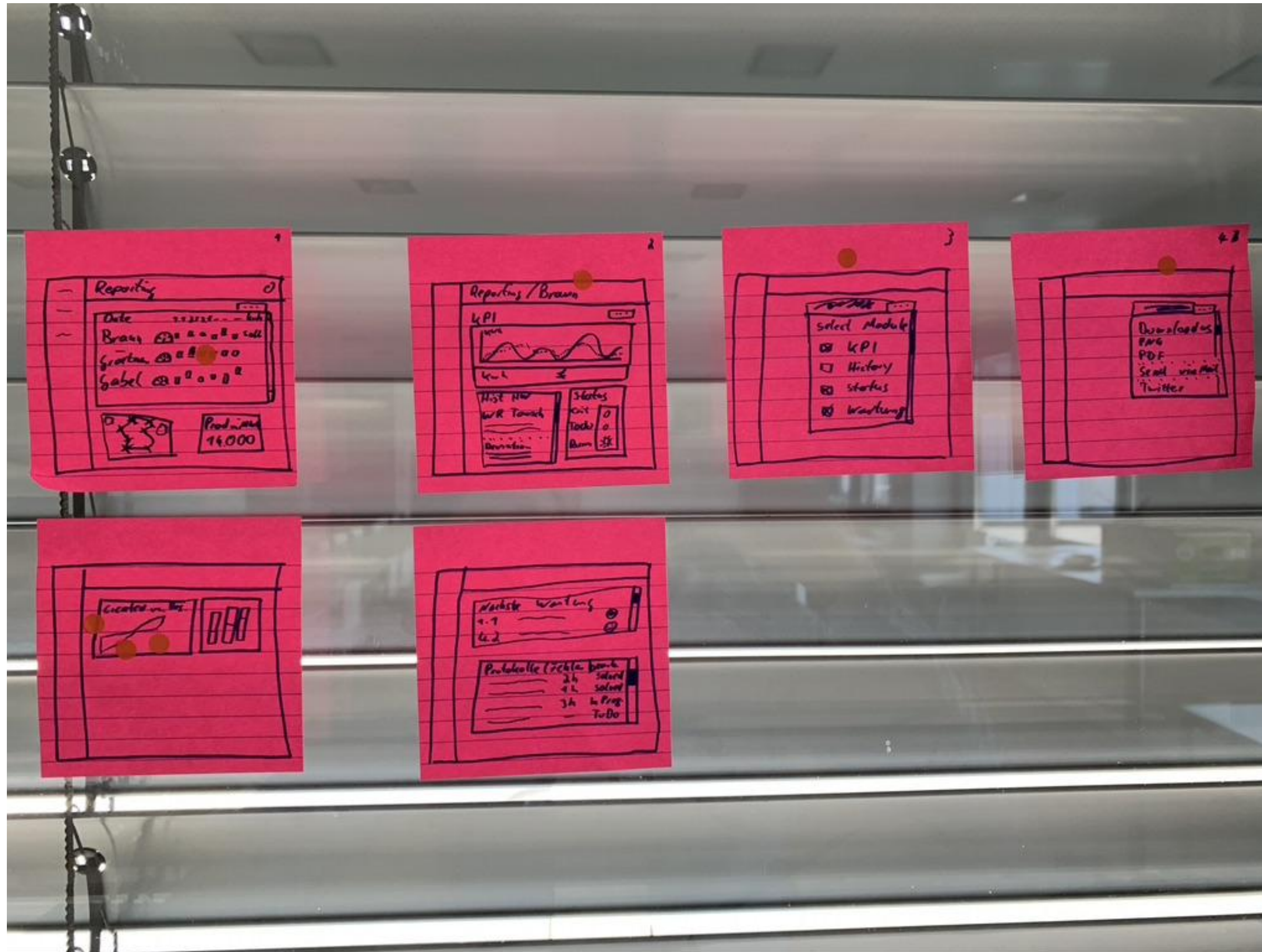
Pinboard

First discussions



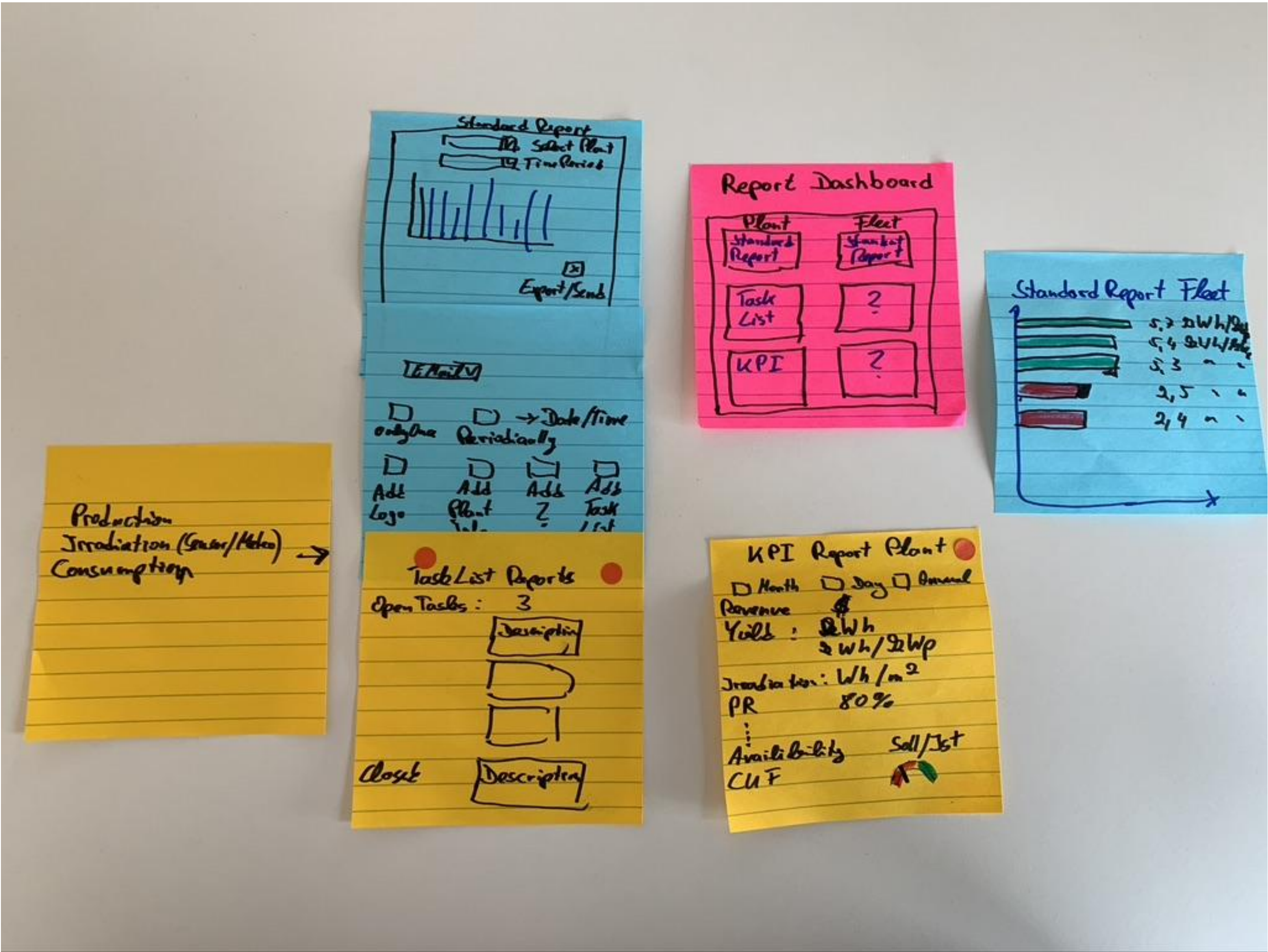
Pinboard

Elaboration with the customers



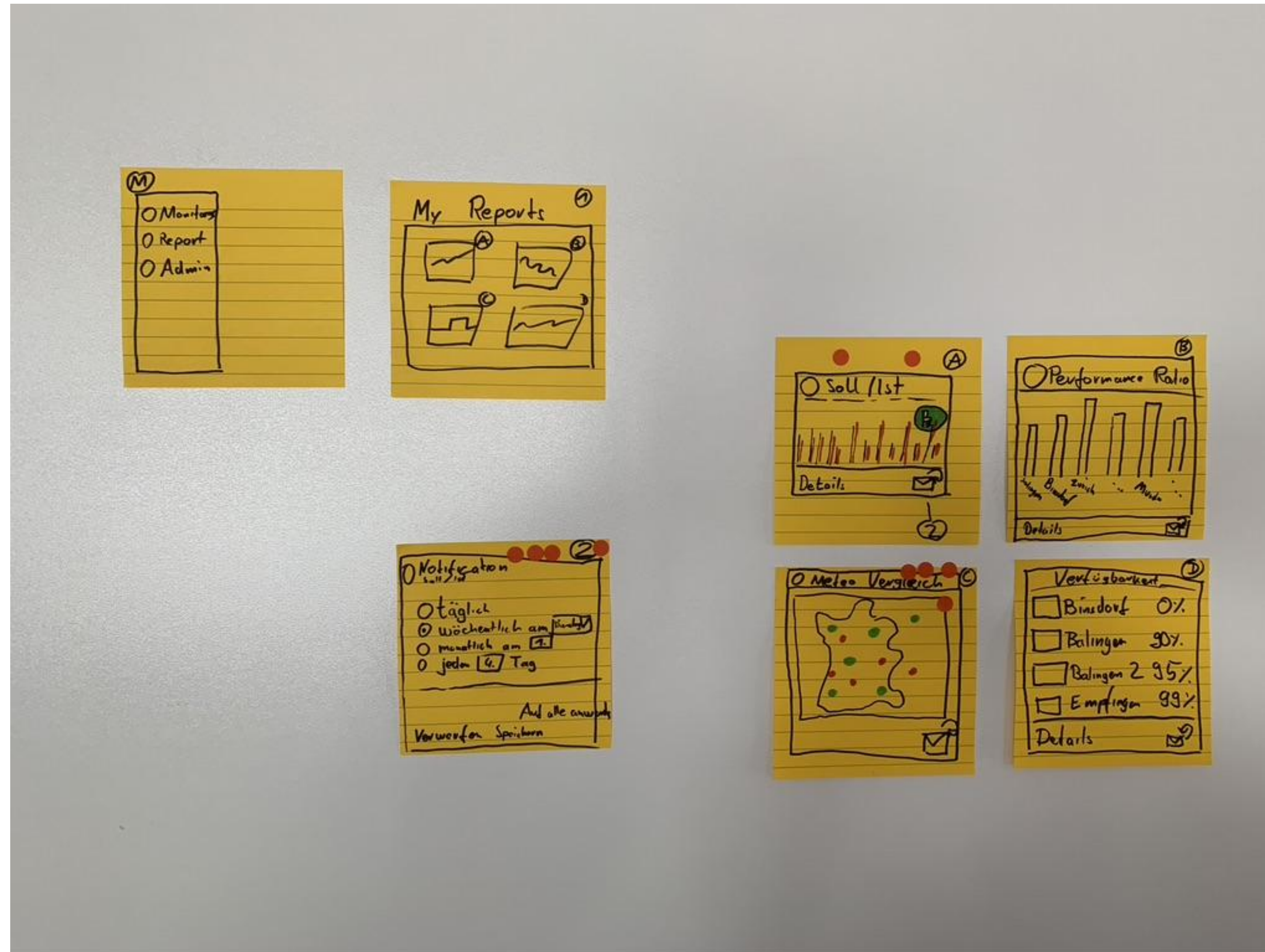
Pinboard

Elaboration with the customers



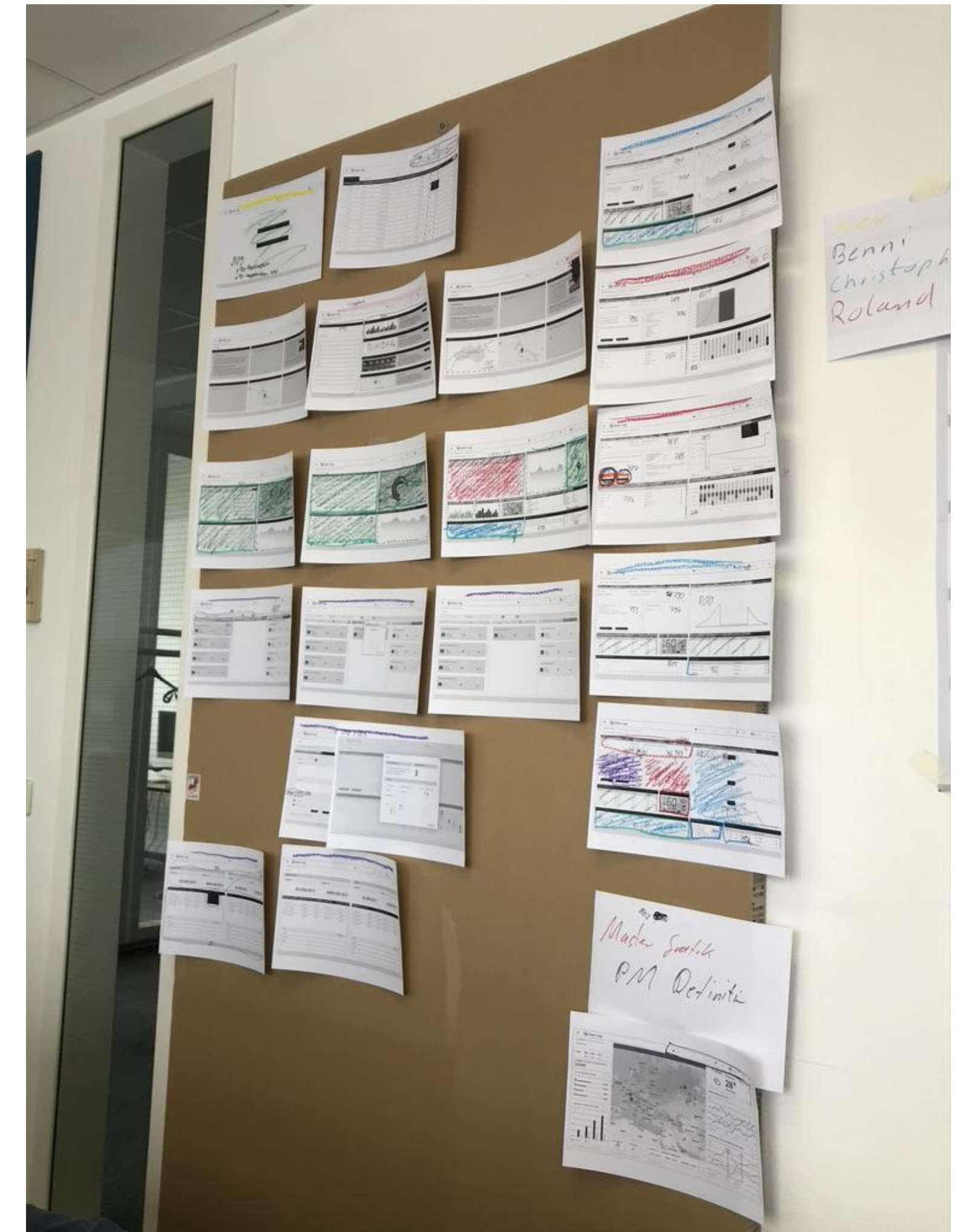
Pinboard

Elaboration with the customers

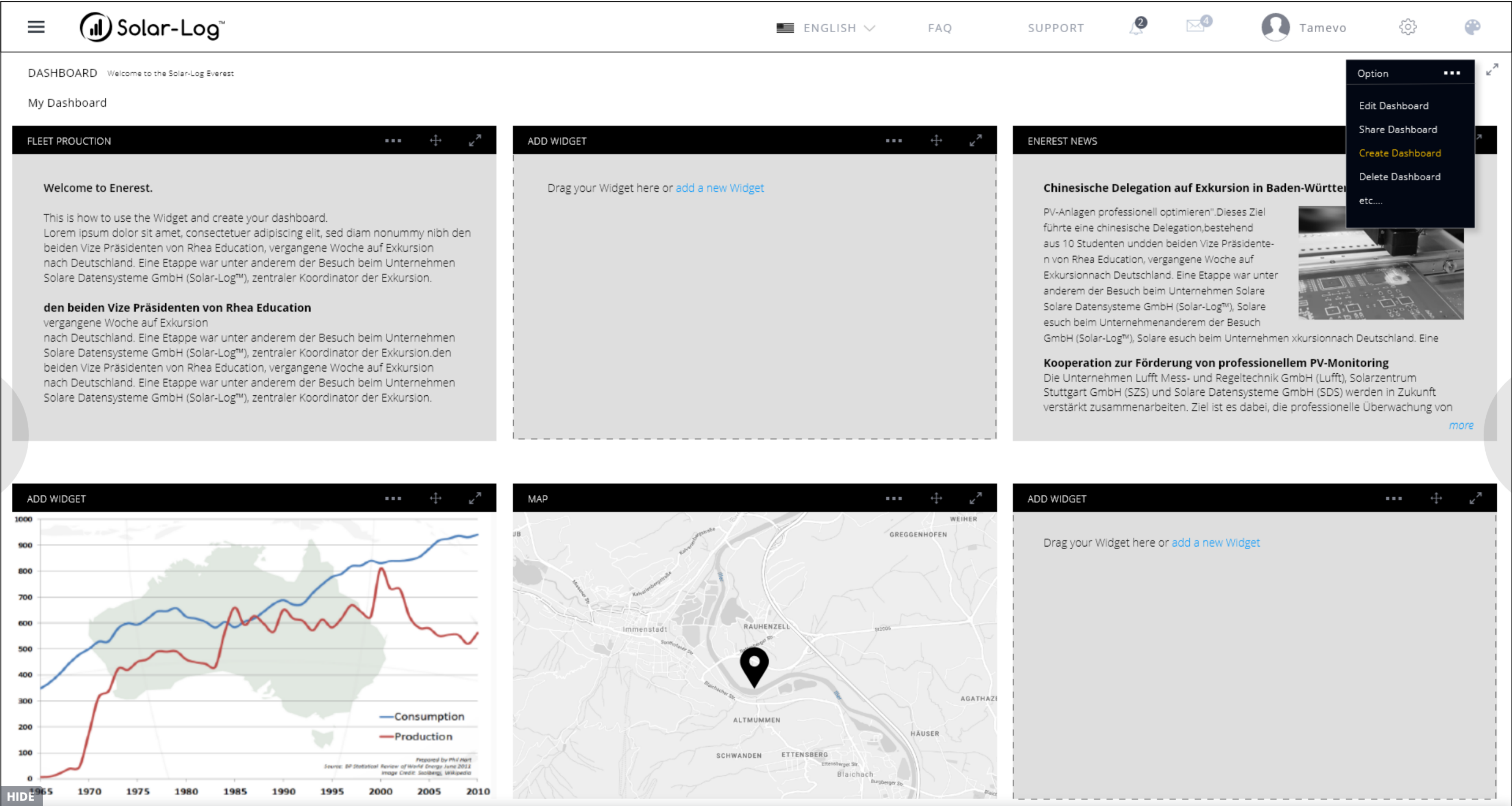


Pinboard

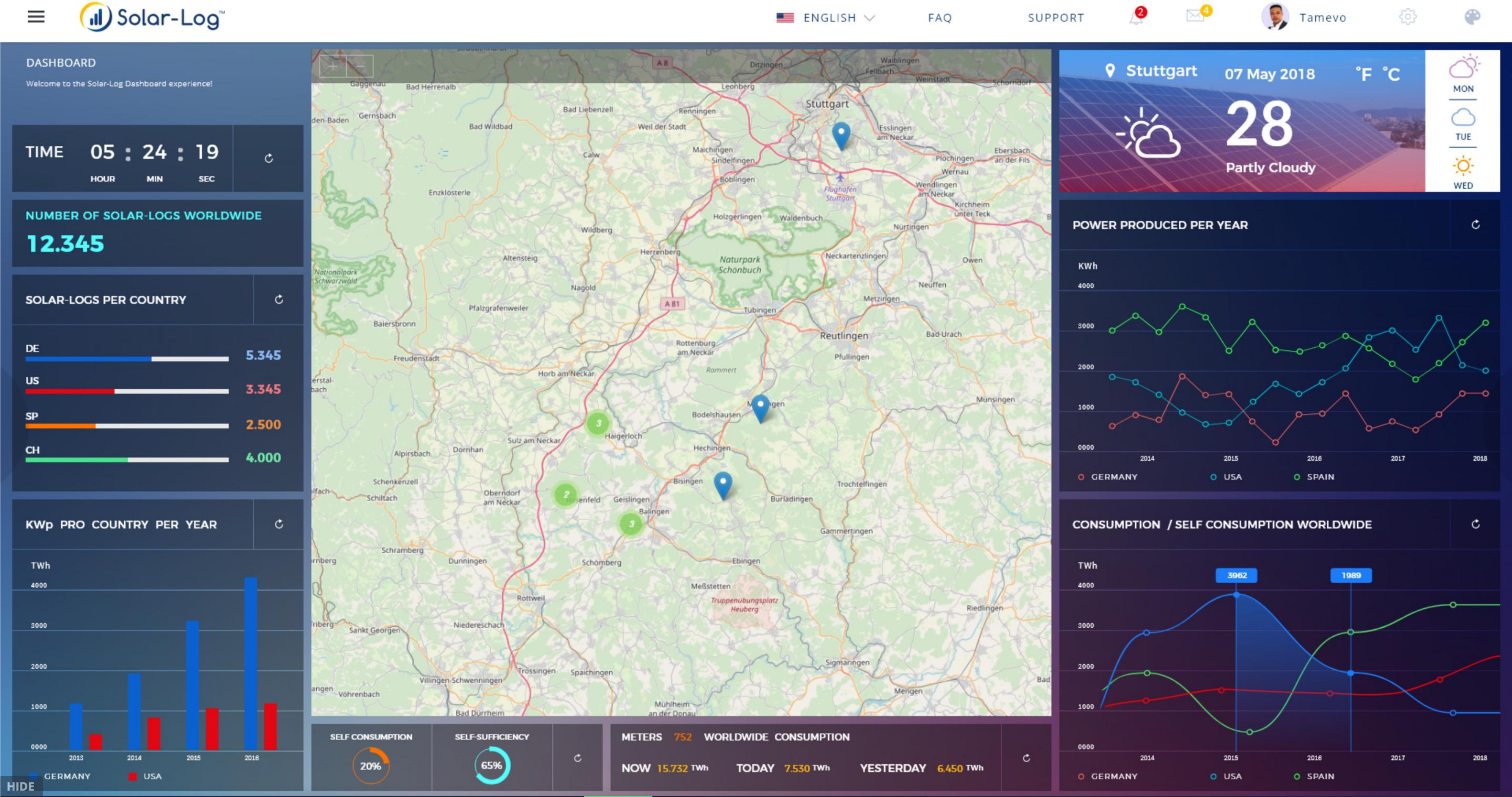
Elaboration with the customers



Prototype



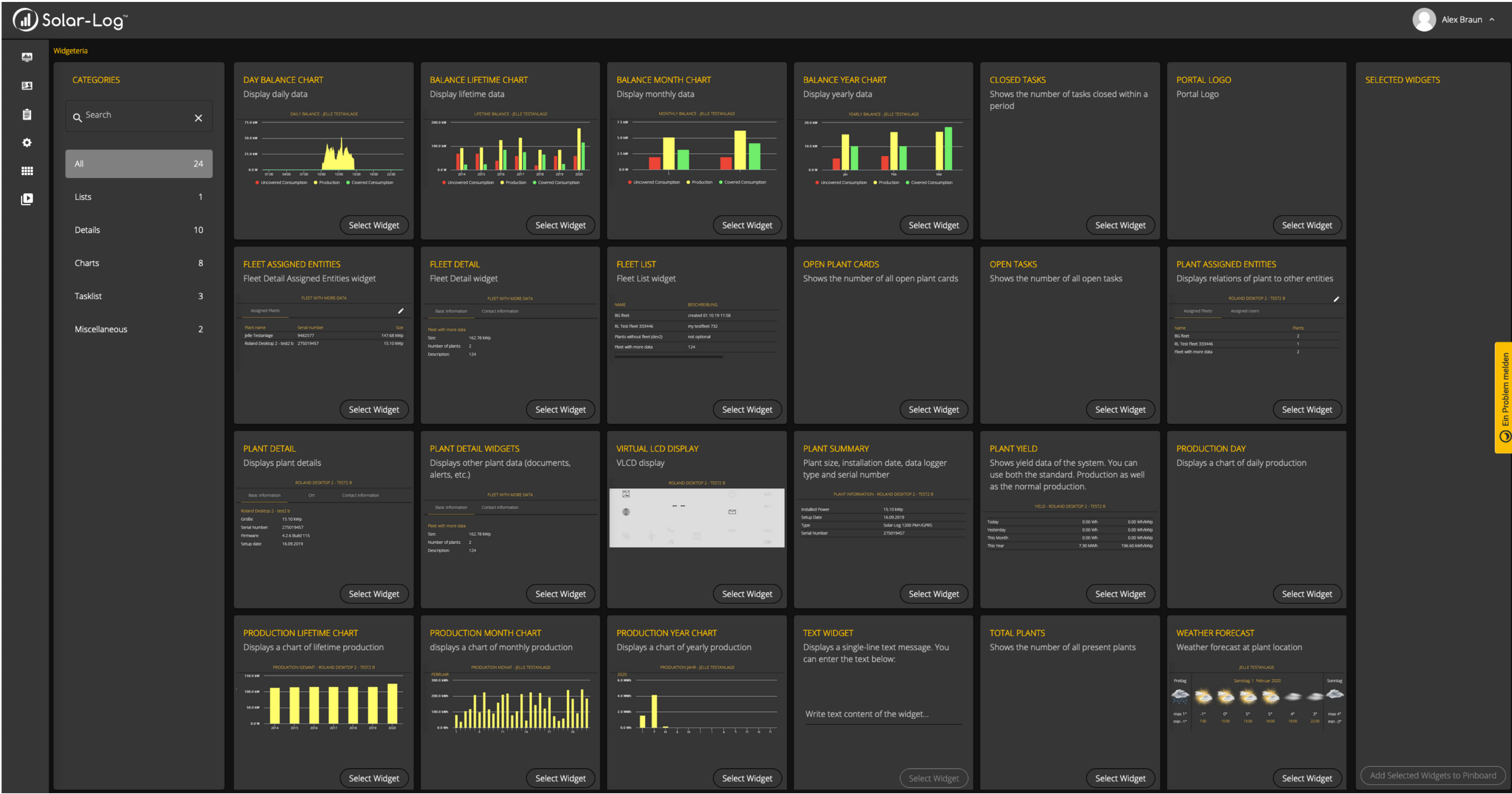
Designed Prototype




Released Product



Released Product



Ein Problem melden



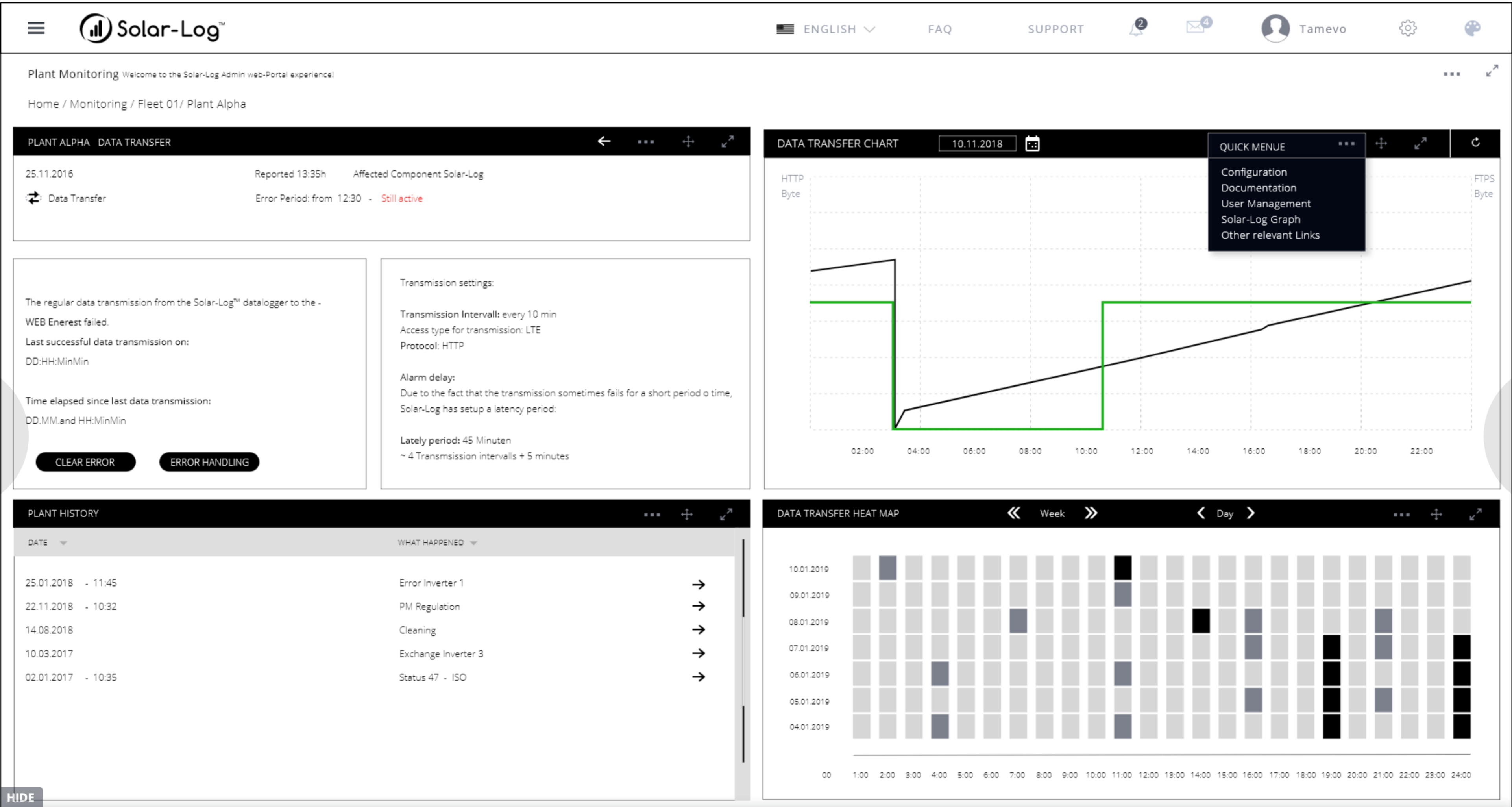
Exploring ideas, building
a prototype, testing

Monitoring

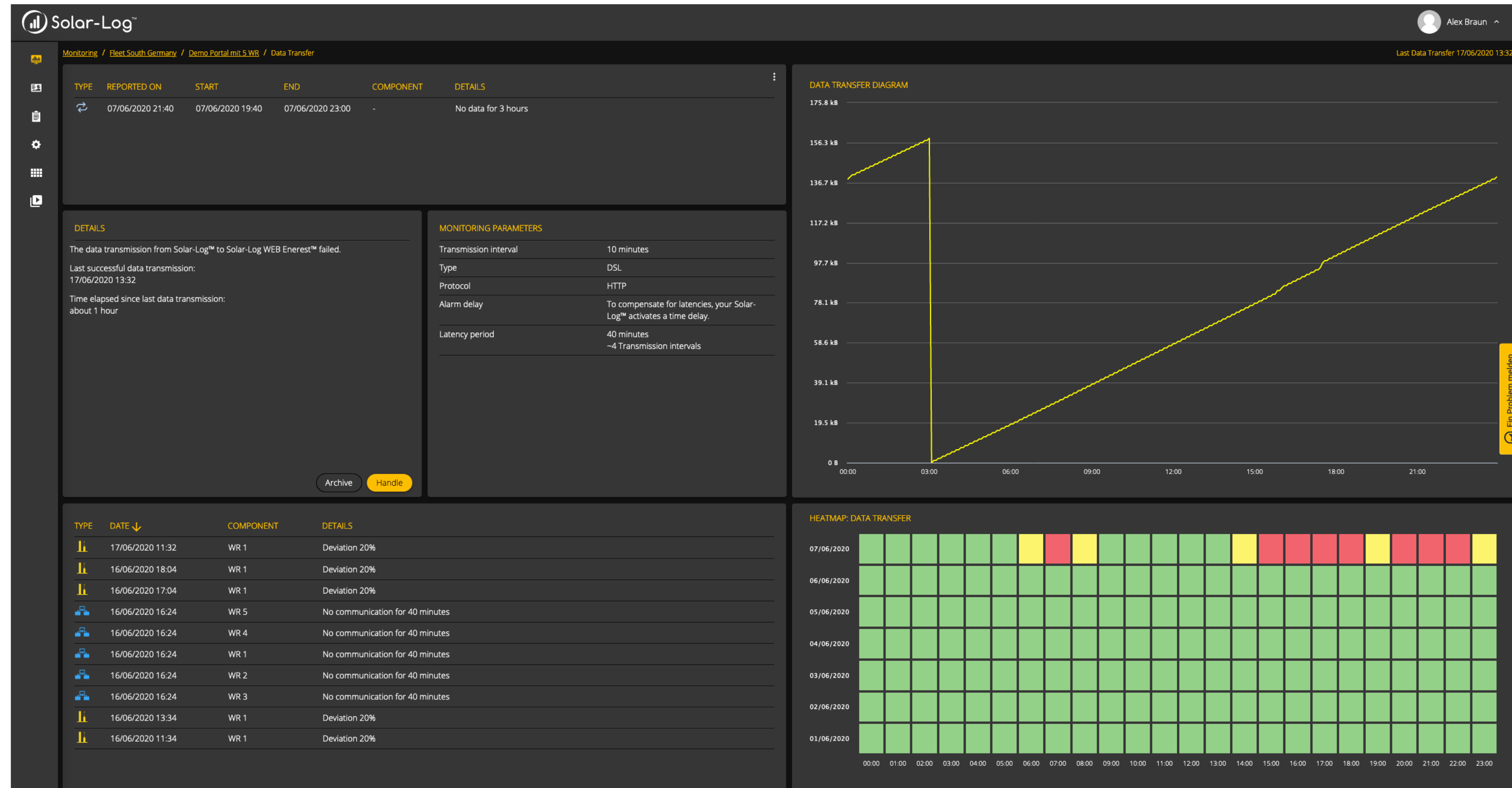
Workshop



Prototype



Released Product






Demo Portal

Demo Portal

www.solar-log.com



SEARCH

SHOP

WORLDWIDE | EN

PRODUCTS & COMPONENTS

SOLUTIONS & SERVICE

SUPPORT

NEWS & MEDIA

COMPANY

CONTACT

Monitoring Software


Monitoring Gateway

Monitoring Solar-Log™

Solar-Log™ Components


Supported Components

The Right Solution for Every Need




Solar-Log WEB Enerest™ 4

Monitoring in a new way




Solar-Log WEB Enerest™

More than just PV-Monitoring




Solar-Log™ Dashboard

Shows your PV system performance



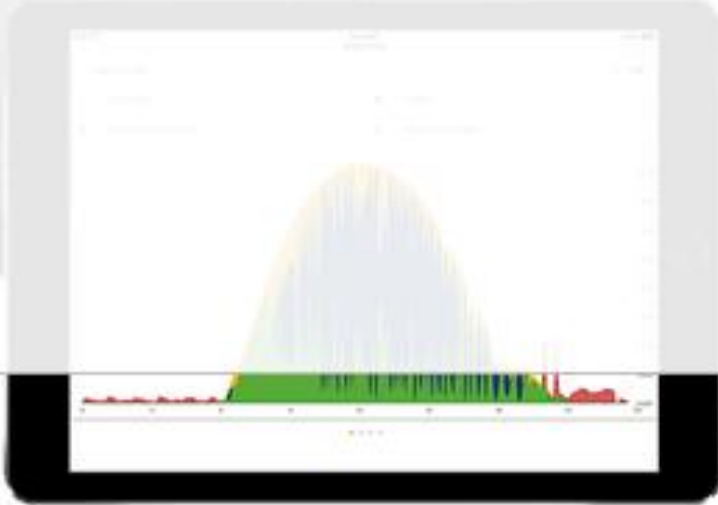
Solar-Log WEB Enerest™ app

The app for our portal




Solar-Log™ Skill

Alexa informs about PV plant data



Monitor your entire residential and commercial pv plants from one online platform. Accurate plant data and reliable reporting to meet the needs of installer, portal operator and plant owners, and help protect the investment of banks and financing companies.

53 www.solar-log.com



Ideas portal

Creating transparency

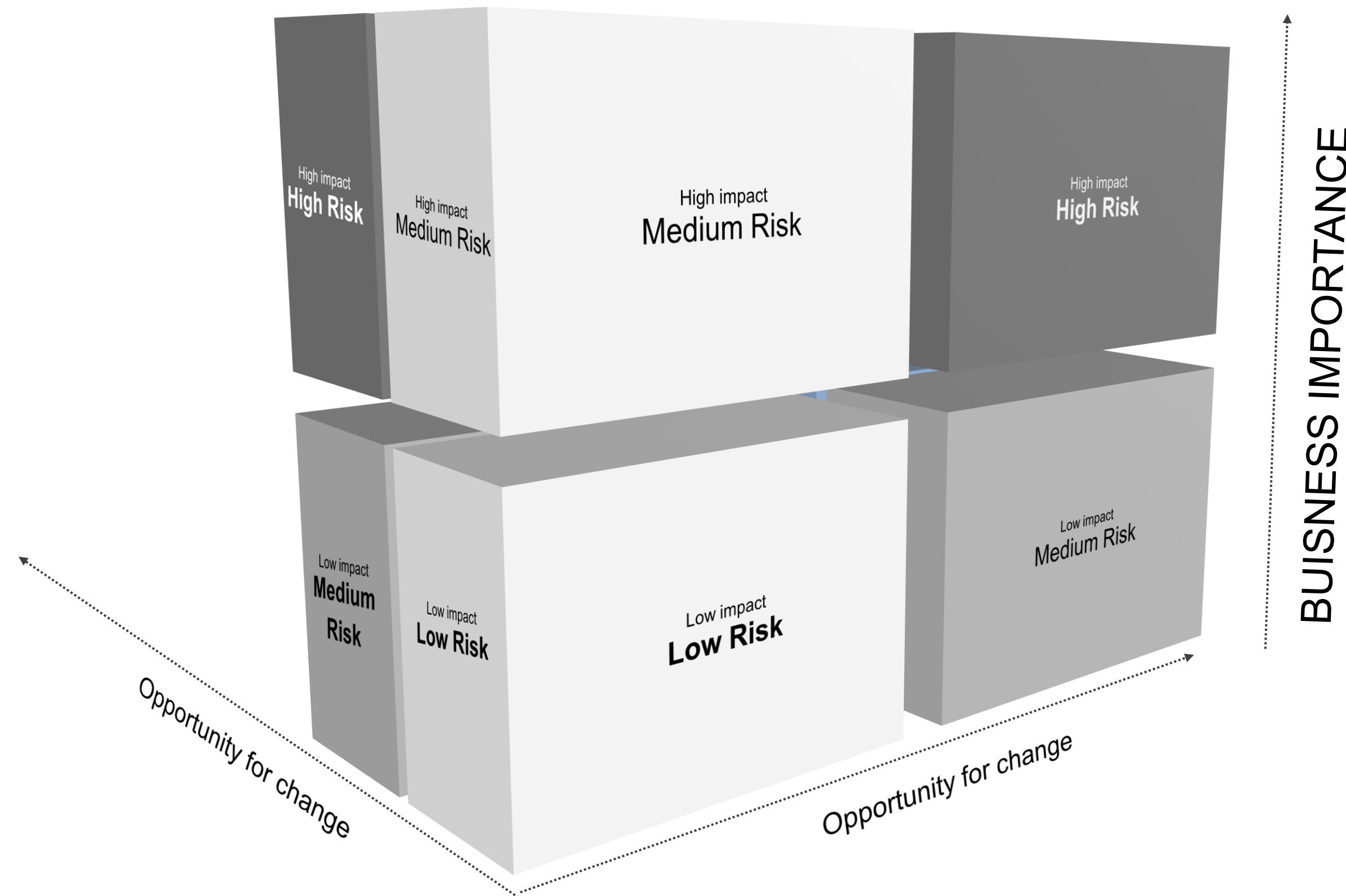
Ideas overview [Add idea](#)



How will Solar-Log™
continue?

Opportunities and their importance

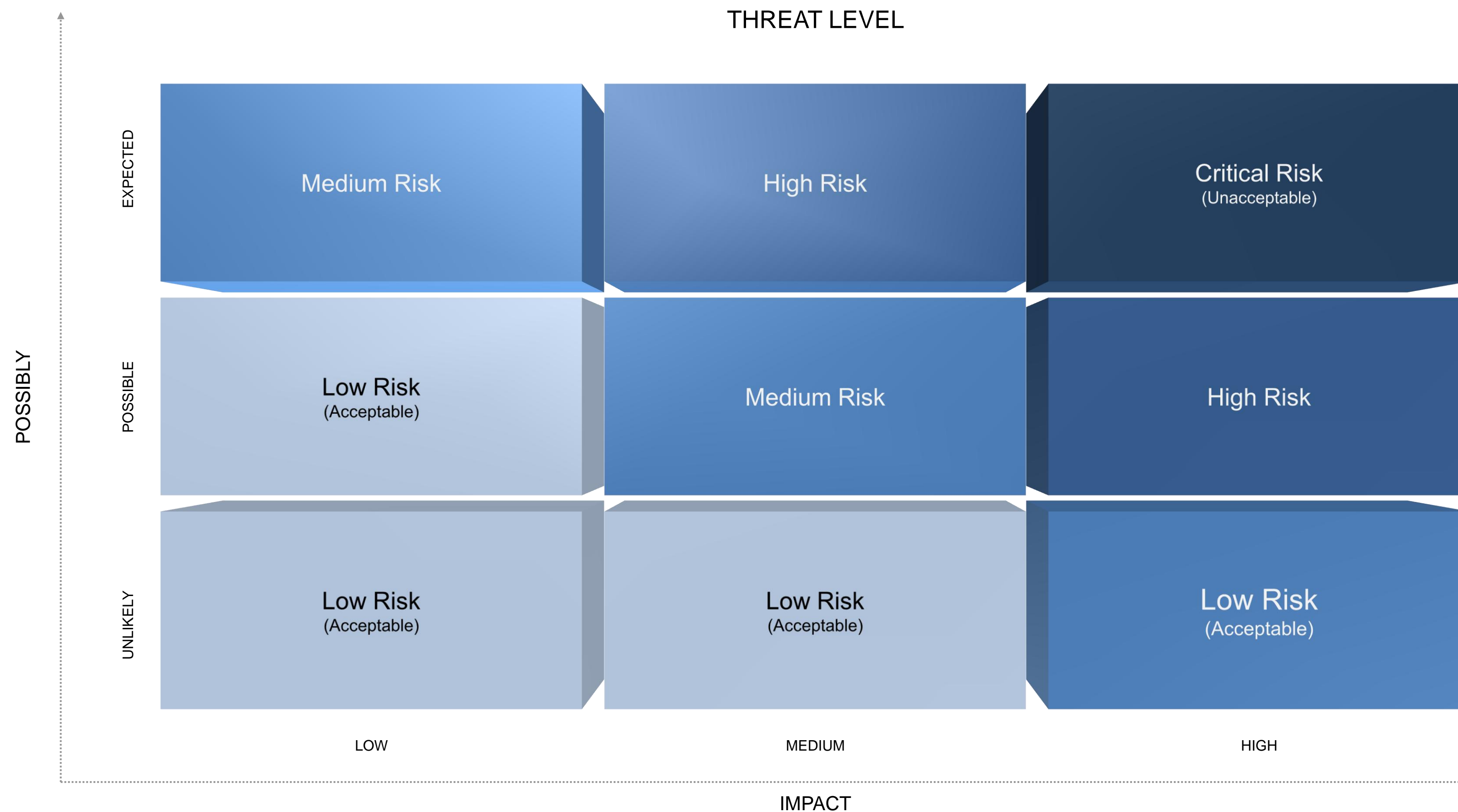
Which opportunities must we take? Will our abilities reach this? Are we still creating benefits for the customer?



- In the past many changes were demanded of us and not fully planned
- Today and in the future, we are confronted with more and fast changing conditions
- This also involves our customers (z.B. COVID-19; changes in subsidy programs)

Markets and their players continue to develop

In the past, there were clearly separated areas in which each player found himself, but these are no longer there today



- Player with a higher compatibility of components appears on the market.
- Component manufacturers continue to expand their product-specific solutions.
- More competitors with a similar solution become more active in the market.
- Complex energy management is gaining more importance.
- Due to changed data protection regulations, no more site data can be created and stored.
- Changes in the legal framework require a much higher level of data protection as today.

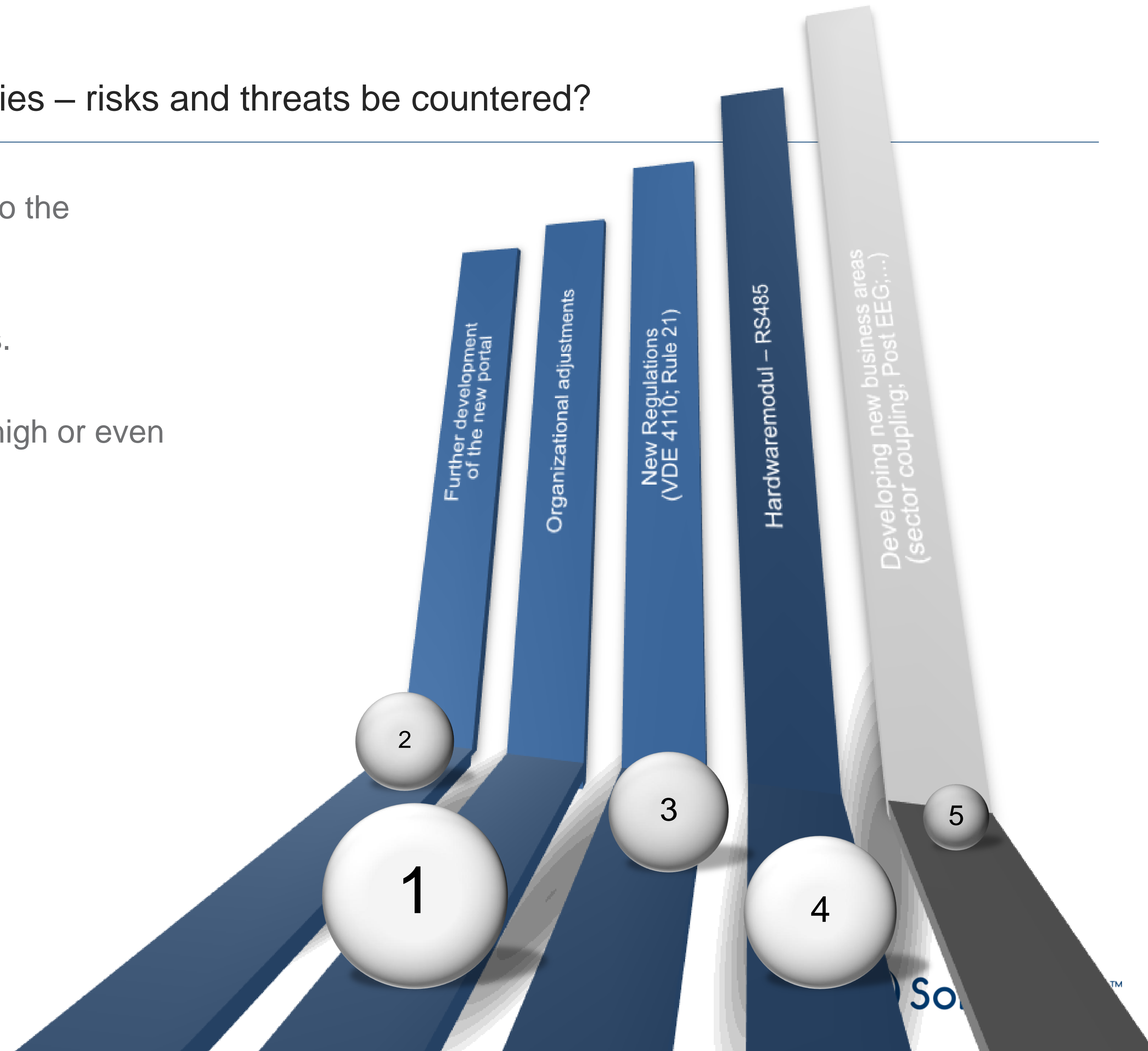
Looking ahead

How can the complex network of opportunities – risks and threats be countered?

In the future there will no longer be one solution to the problem.

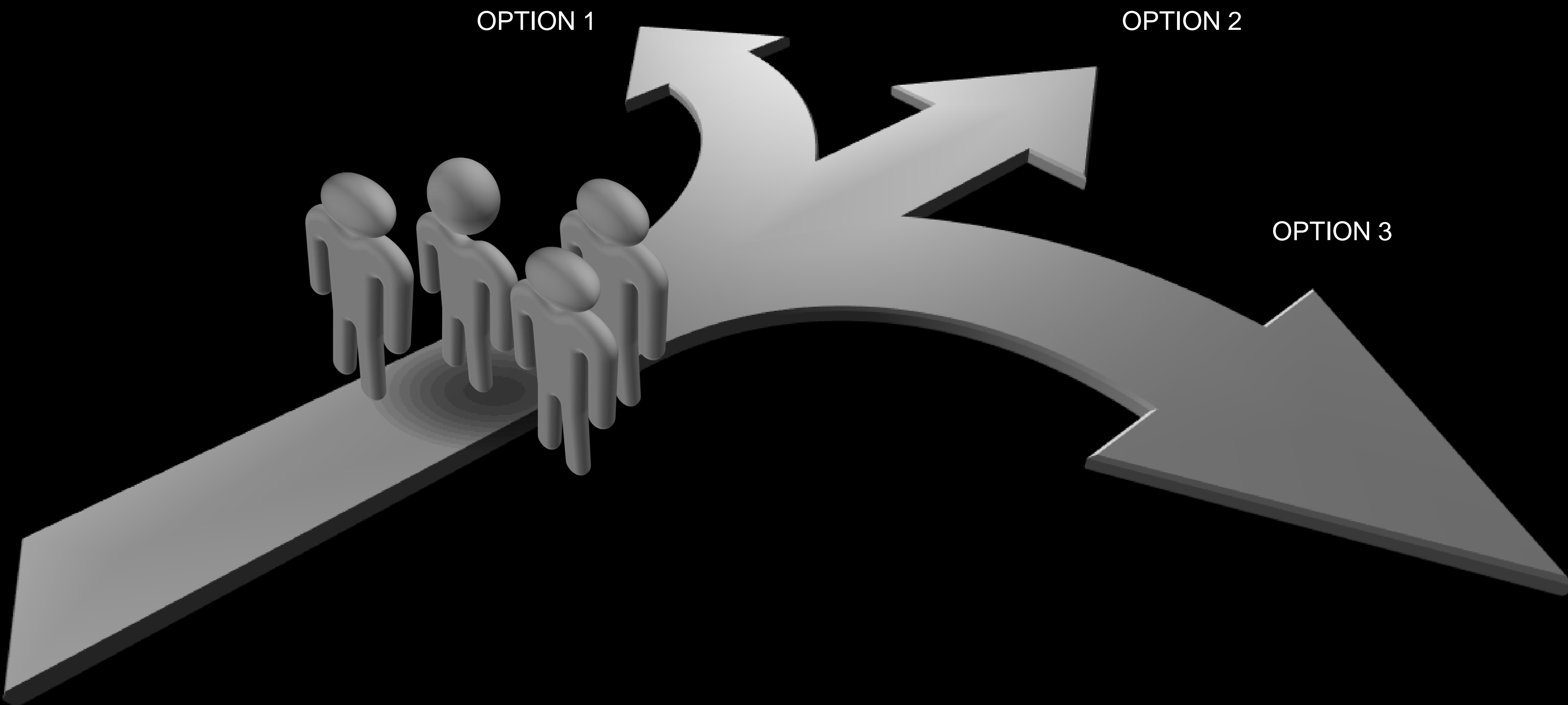
Systems will be interconnected across all sectors.

The speed and pressure to innovate will remain high or even increase.

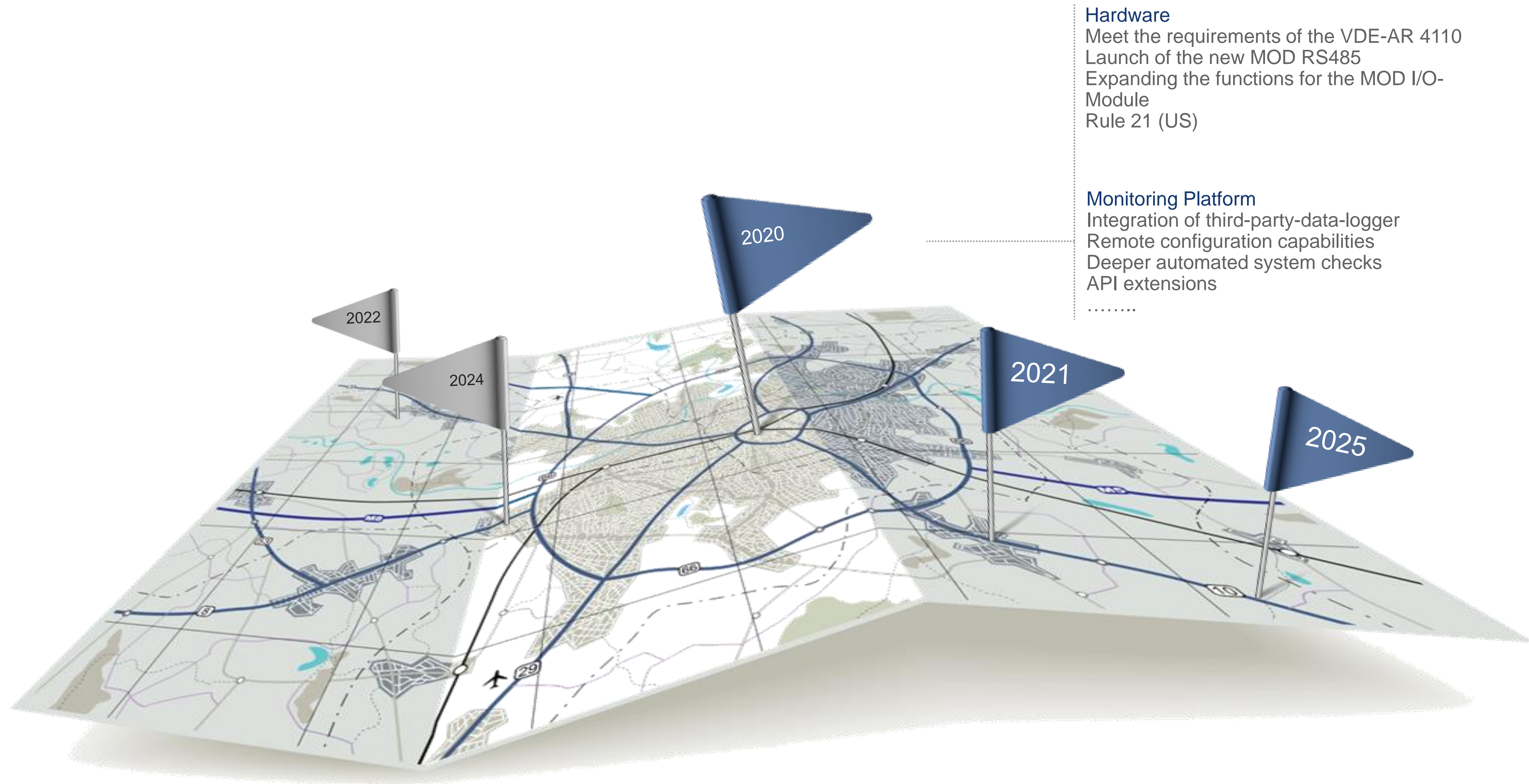


Customer as part of the strategy

How we develop our products and services in the future will continue to be actively shaped by our customers!



We will continue to be the partner for PV system monitoring in the future



Your success is
what drives us!

