

CV Dieter Miener

- Team leader Technical Applications Engineers at IBC SOLAR AG's Solutions International department
- Certified Surveyor for Photovoltaic Sytems (TÜV Rheinland)

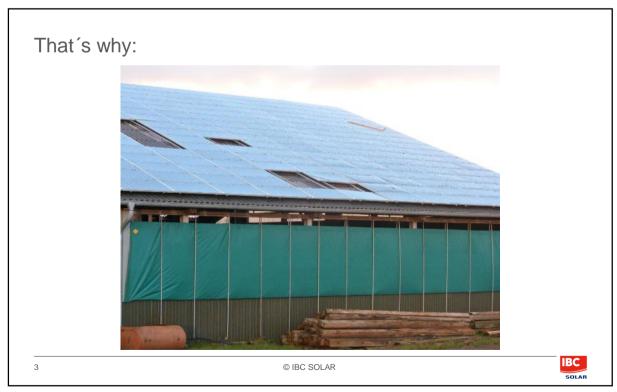
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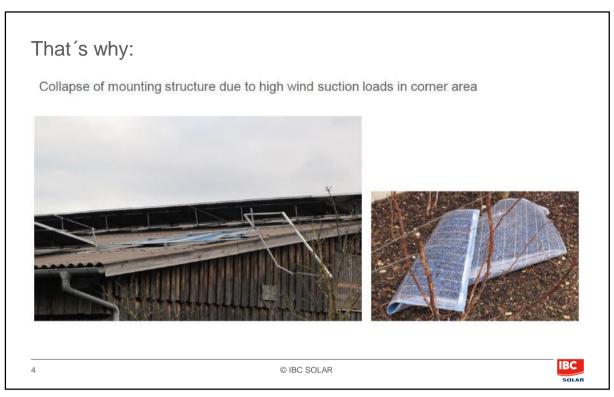
- Energy Efficiency Representive (TÜV Rheinland)
- IBC SOLAR's international technical expertise since 2010
- Background in mechanical as well as electric engineering

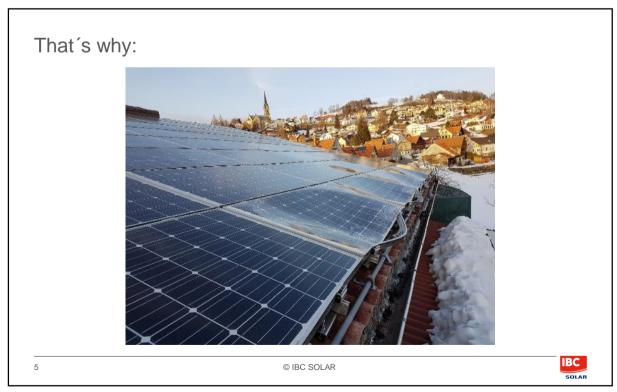


















Requirements from perspective of installer: "Short installation time "Low number of components "Wide operational range "Safety "Longlivety "Low maintenance effort "The installer wants to have low costs

Requirements from perspective of planner:

- #Fast planning and ordering process
- No effort or surcharge for statical calculations
- ## Freedom of module selection and arrangement
- Versatility for all kind of underground / substructure
- Legal backup of his planning results

#The planner wants to have low costs but mainly

SAFETY



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10

10

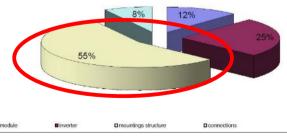
Costs vs. risks

■ Percentage of mounting structure costs in PV system is rising with reduced module prices

- 2010: 7 % - 2014: 15 %

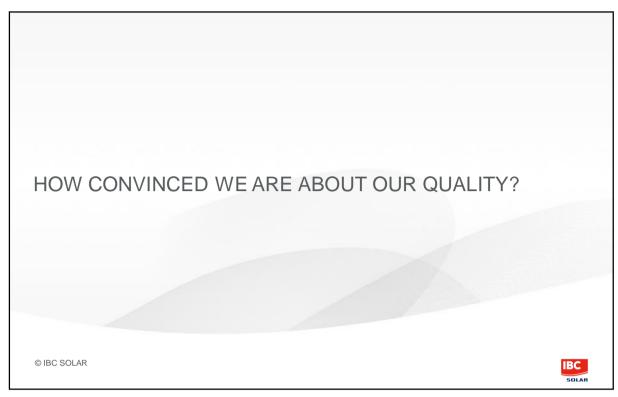
- 2020: up to 30 %

#*But the percentage of failure reasons in PV systems remains:



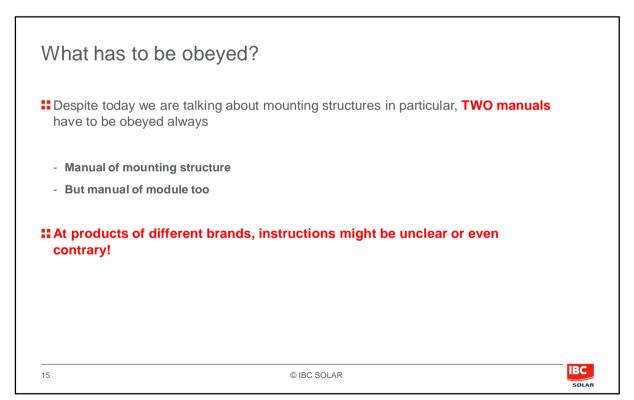
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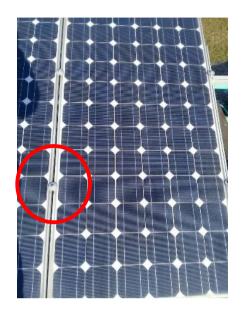




Typical faults

- Not every time the case is that clear:
 - "Warranty" claim by Afghan customer because of module performance drop
 - Clamping done by washers only
 - Warranty lost even for electric faults

**This certain case was especially easy for us, as no IBC SOLAR modules are in use but Suntechs...



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16





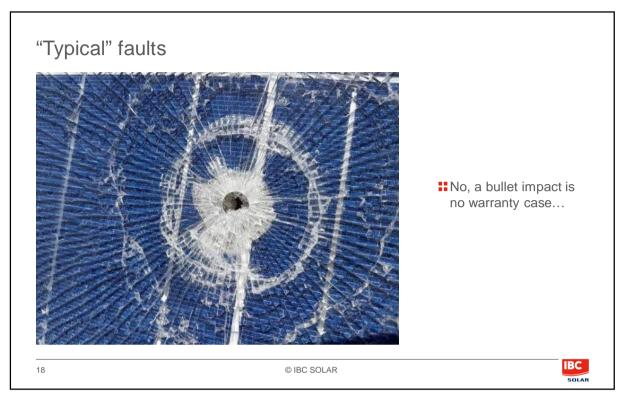


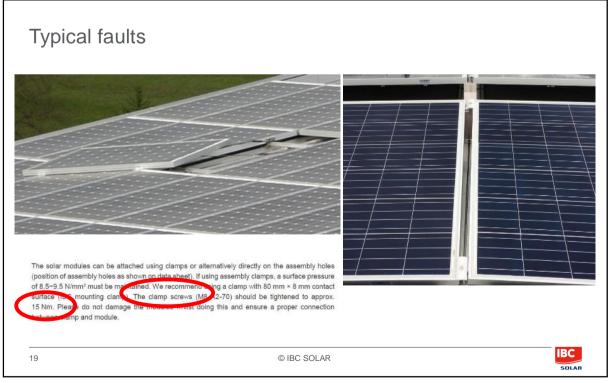
The solar modules can be attached using clamps or alternatively directly on the assembly holes (position of assembly holes as shown on data sheat). If you not show that the state of 8.5–9.5 N/mm² must be maintain. We recommend using a clamp with 80 mm × 8 mm contact surface (IBC mounting clamp). The clamp screws (mo not not not not damage the modules whilst doing this and ensure a proper connection between clamp and module.

17

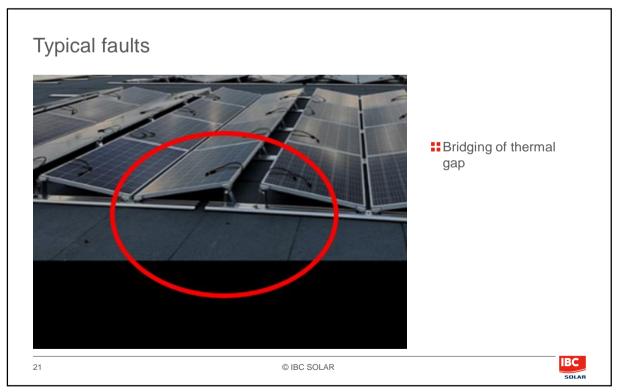
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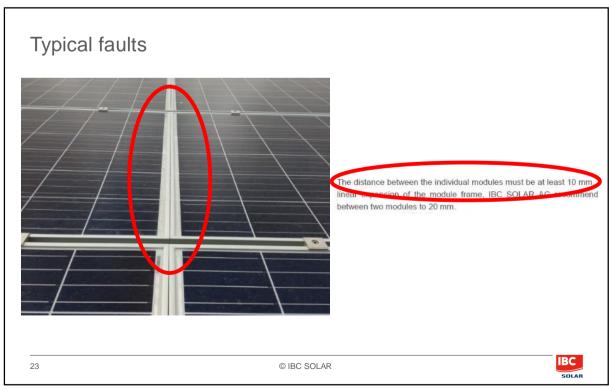


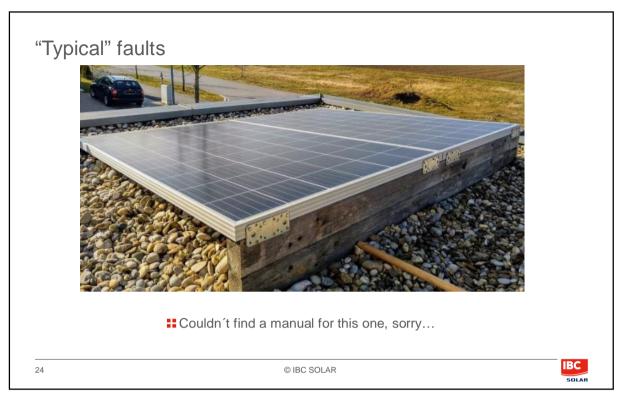


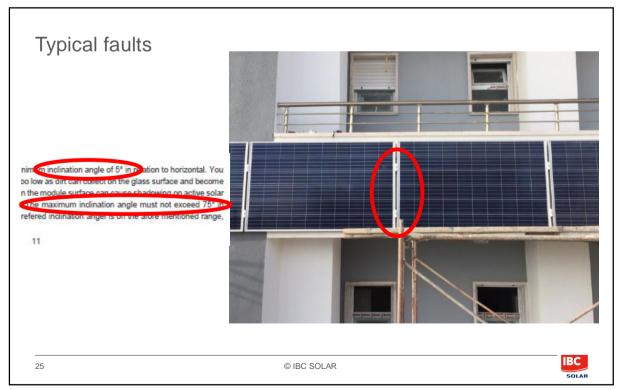


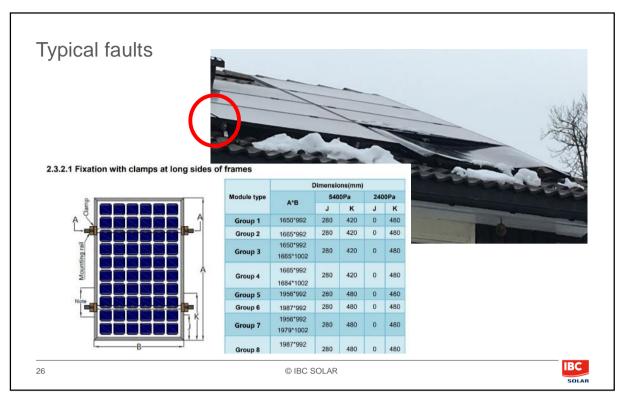






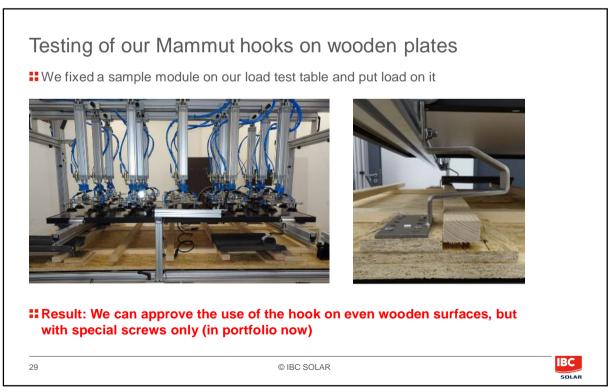


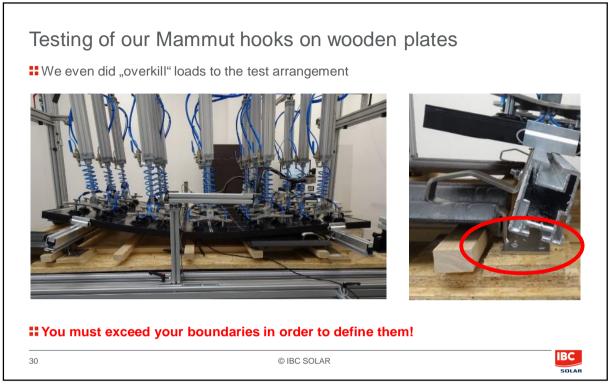


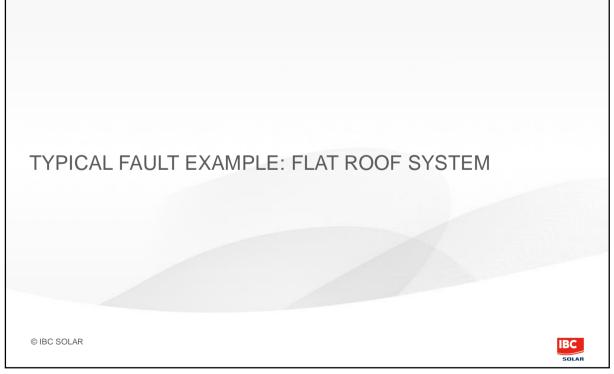


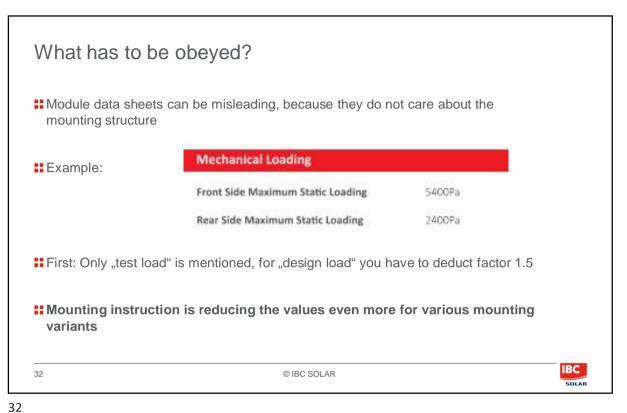




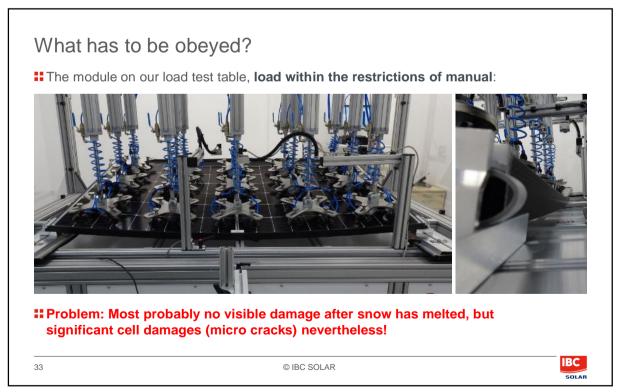


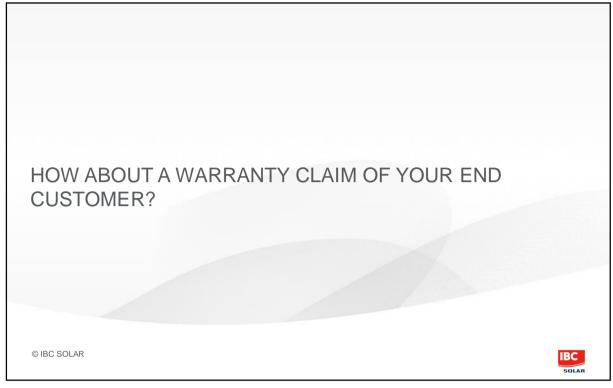






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How about a warranty claim?

#End customer is blaming you about poor yield of system, maybe after first winter

- You are driving out and look for the fault 500 € gone easily
- Your customer is pissed (excuse my language), his insurance might look for recourse
- You will have to change the modules

:: You try to claim warranty at module producer

- Have fun with Chinese hotline
- You have the obligation to proove the snow load value
- Producer will blame the way of corner mounting and direct you to mounting structure supplier

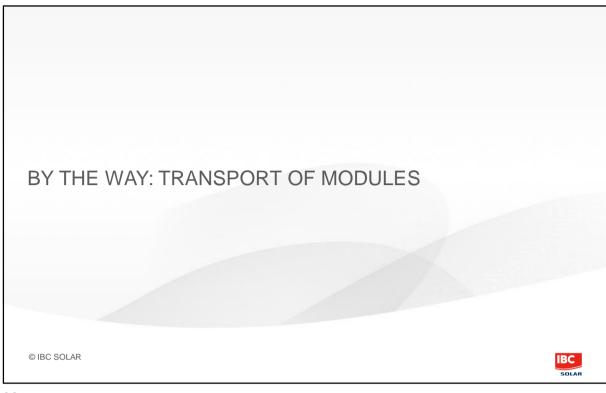
- He will tell you that he is not responsible for the module at all
- Maybe he will send you replacement for a few broken clamps

Worst issue: You will have to provide a solution for the future!

35

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Transport of modules

- Everything typically is fine as long as modules are in pallet box
- Problems start at single module or small batches, unpacked from pallet box
 - Transport in or on top of cars
 - Transport at non-suspended trailers



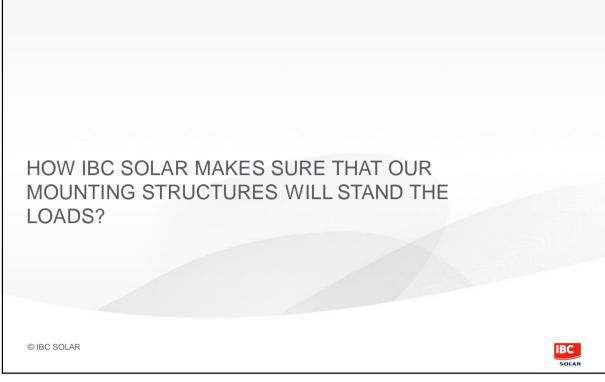




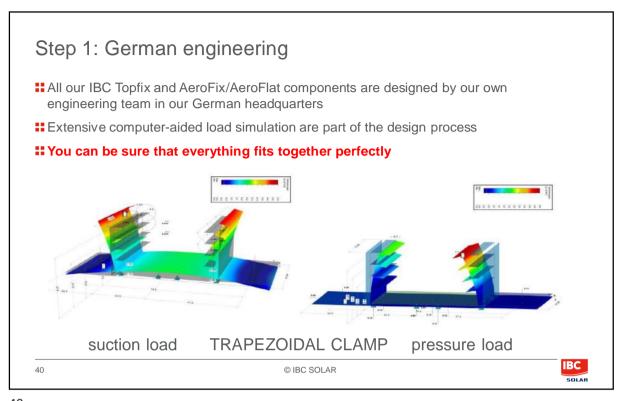
IIIn difference, manual handing faults are usually visible!

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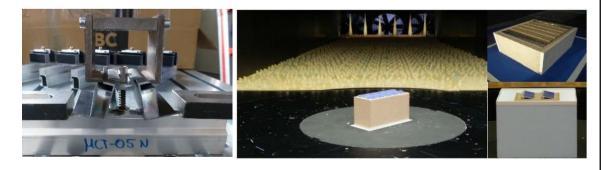






Step 2: Extensive prototype testing and certification

- All components are tested, both by us and independent institutes, including even destructional testing and wind channel tests
- #All components have got German building certification (exceeds EU law by far)
- #You can be sure that you can rely on the strength of the products



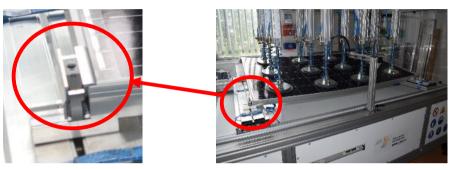
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41

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Step 3: Testing in combination with PV modules

- On our own load test bench in our test lab, we have the possibility to check the interaction between mounting structure and PV modules
- Such testing is NOT mandatory for mounting structure producers, no law for it at all
- #That's what you need: In the end you have to install modules, not structures



How will this clamp behave when load is bending the module?

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42

Step 4: Permanent quality control and improvement

- Incoming goods controls according to automotive standards
- Feedback of more than 1000 worldwide partners is used for design improvements
- **¥** You get always the proper structure for all applications





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