



Sunelectrics

Italian distributor of TOLO ENERGIA, that supplies photovoltaic modules produces electric power for private use or sales in the electric power market. TOLO ENERGIA works in China and United Arab Emirates, with a significant presence in Europe, between Italy and Germany. Within a short time, the company would extend its activities in North-African and Australian markets.

The Company

To increase its competitive advantage in a new and quickly growing market, Sunelectrics has adopted the “ global supply ” strategy. *My Sun* is a bundled product that includes the photovoltaic panel and wide additional service: plant design, implementation and equipment setting in motion, consulting for governmental funding, insurance policy, compliance certification. The Company provides after-sale product and guarantees 20-years maintenance.

The Challenge

Sunelectrics intended to increase the value of *My Sun*: adding new functions and improving services were the two possible actions, although keeping the costs unchanged was the big condition.

The Solution

M-Solar makes you receive infos about status, working activities, voltage, statistics, quantity of generated electricity, on/off switching plant. In real time, via Web, by pc or pda.

IN BRIEF

Situation

SunElectrics wishes to add value to its *My Sun* products, an offer including photovoltaic modules plant and services.

Movactive solution

M-Solar, the integrated solution for the remote management of photovoltaic panels

M-Fleet, the solution for the remote management of fleets.

Results

- Customised product
- Brand promotion
- Effective maintenance service
- Resolutive and timely fixing
- Costs reduction of staff costs
- Communication costs cut

Different informative panels provide personalized info to multiple categories of users : manufacturer, final user, technicians.

In case of anomalous working, the photovoltaic panels send alarm calls even if there is no evident breakdown, but simple changes in values. Technicians can easily configure alarm levels.

Integration with M-Feet has added new benefits to Sunelectrics, which can now manage even the logistics of the technicians' vehicles.



Automate service and maintenance

As Movactive open platform enables to manage photovoltaic plants together with technicians vehicles, alarm calls of breakdown or malfunction, automatically schedule the activities of the technical staff. Calls are associated with detailed info, necessary spare parts and tools for repairing. M-Solar identifies the technician to be alerted (the nearest, right skills,...). Via pda, the technician can connect to the inverter and sometimes remotely repair it. If this is not possible, his work planning is updated in a few seconds. The Movactive device, installed on board the vehicle, simultaneously receive the new plan of the day. The on-board device is also a satellite navigator and a communication terminal. It drives the technician on site, according to the optimized route.

Customisation

M-Solar provides a true technological gap with all products on the market and delivers economical and performance benefits.



Final user advantages

In any moment, the final user can check the electricity produced, consumed and sold: simply, entering his dedicated web page or via sms, from his own mobile phone.

Effective service protects profits from the sale of energy and peace-of-mind against risks of electric black-outs.

Automated billing

Data has been integrated into the enterprise systems already in use so that administrative procedures have been automated (invoicing, salaries and more). Unnecessary data entry activities have been removed to abolish errors and cut costs.

Return on Investment

Service costs are drastically reduced: the number of travels decreases since technicians intervene only if necessary and the resolution rate improves; costs for fuel and communication diminish as well. The same happens for the costs of transcription errors. You can also cut the costs of personnel: less people is dedicated to work planning and administrative activities, while skilled (=more expensive) technicians intervene only when their specialization is really required.

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