Efficient Acquisition and Sales of Renewable Energy Systems

Swiss-U.S. Energy Innovation Days
Roger Sutter, Head of Business Development
Eturnity AG, August 2018

Problem

Standard Sales Process

> 5

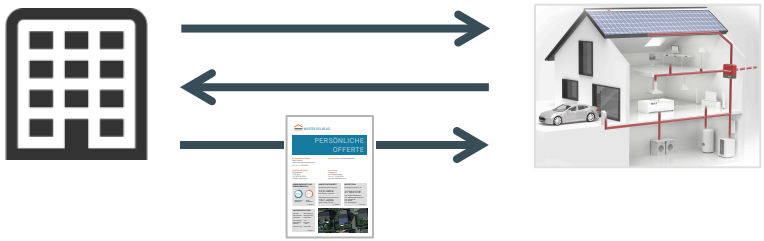
Programs

> 20h

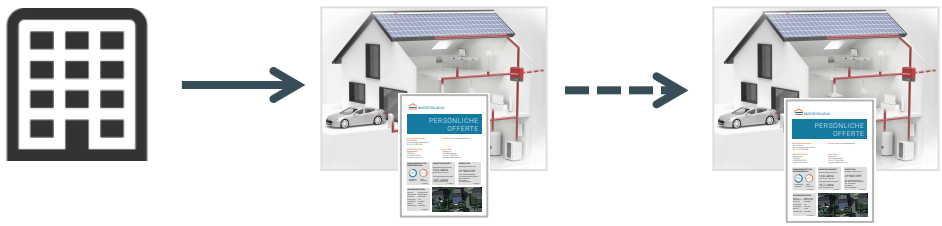
work required for sale

Problem / Solution

Standard Sales Process



Sales Process with Eturnity



> 5

Programs

> 20h

work required for sale

OVER

50%

TIME SAVINGS

All-in-1

Program

< 10h

work required for sale

Intuitive, Individual and Customer Friendly

Our Standard

MUSTER SOLAR AG

PERSÖNLICHE OFFERTE

Ihr persönlicher Kontakt
Marc Reichert
marc.reichert@mustersolar.ch
Tel: +41 74 289 38 89

Variante: Solar mit Batteriespeicher

MUSTER SOLAR AG
Reichsgasse 3
7000 Chur
Tel: 0800 00 00 00
info@mustersolar.ch

Egon Tanner
Feldweg 45
6440 Gelterkirchen
Tel: +41 79 685 5555
egon.tanner@bluewin.ch

UNABHÄNGIGKEIT UND EIGENVERBRAUCH
72% Unabhängigkeitsgrad
37% Eigenverbrauch
>> Seite 2

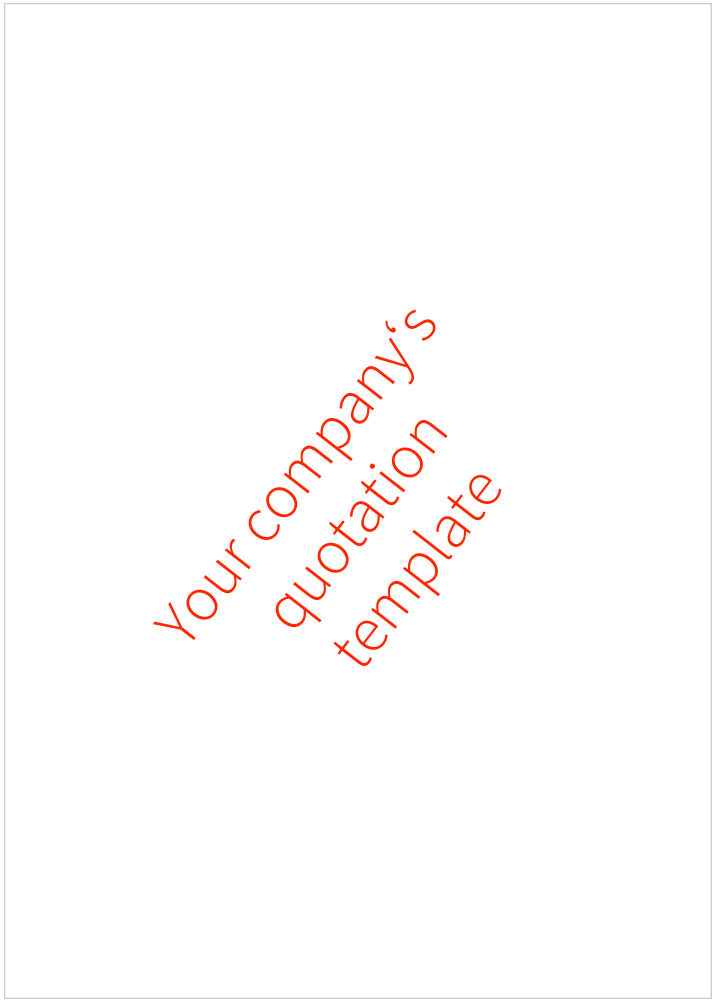
AMORTISATIONSZEIT
Mit Batteriespeichersystem
12,4 Jahre
jährl. Ertrag: 1'383 CHF
Ohne Batteriespeichersystem
14,7 Jahre
jährl. Ertrag: 903 CHF
>> Seite 3

INVESTITION
Einmalige Investition von
21'960 CHF
inkl. Photovoltaikanlage
inkl. Batteriespeichersystem
inkl. Installation
inkl. MWST
inkl. Fördergelder
>> Seite 3

IHR ENERGIESYSTEM
Heizung: Wärmepumpe
Warmwasser: Wärmepumpe
Verbrauch: 9'600 kWh
Ausrichtung: 175°
Solaranlage: 8,12 kWp
Batterie: 7 kWh
Jahresertrag: 7'955 kWh
>> Seite 5

175°

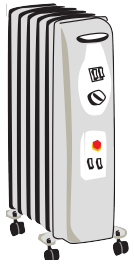
Individualized for Our Customers

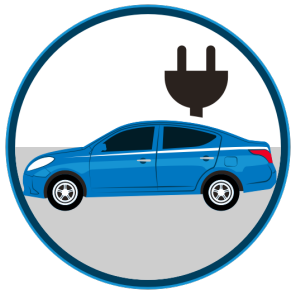


Products

System / Technology Extension

Process Integration





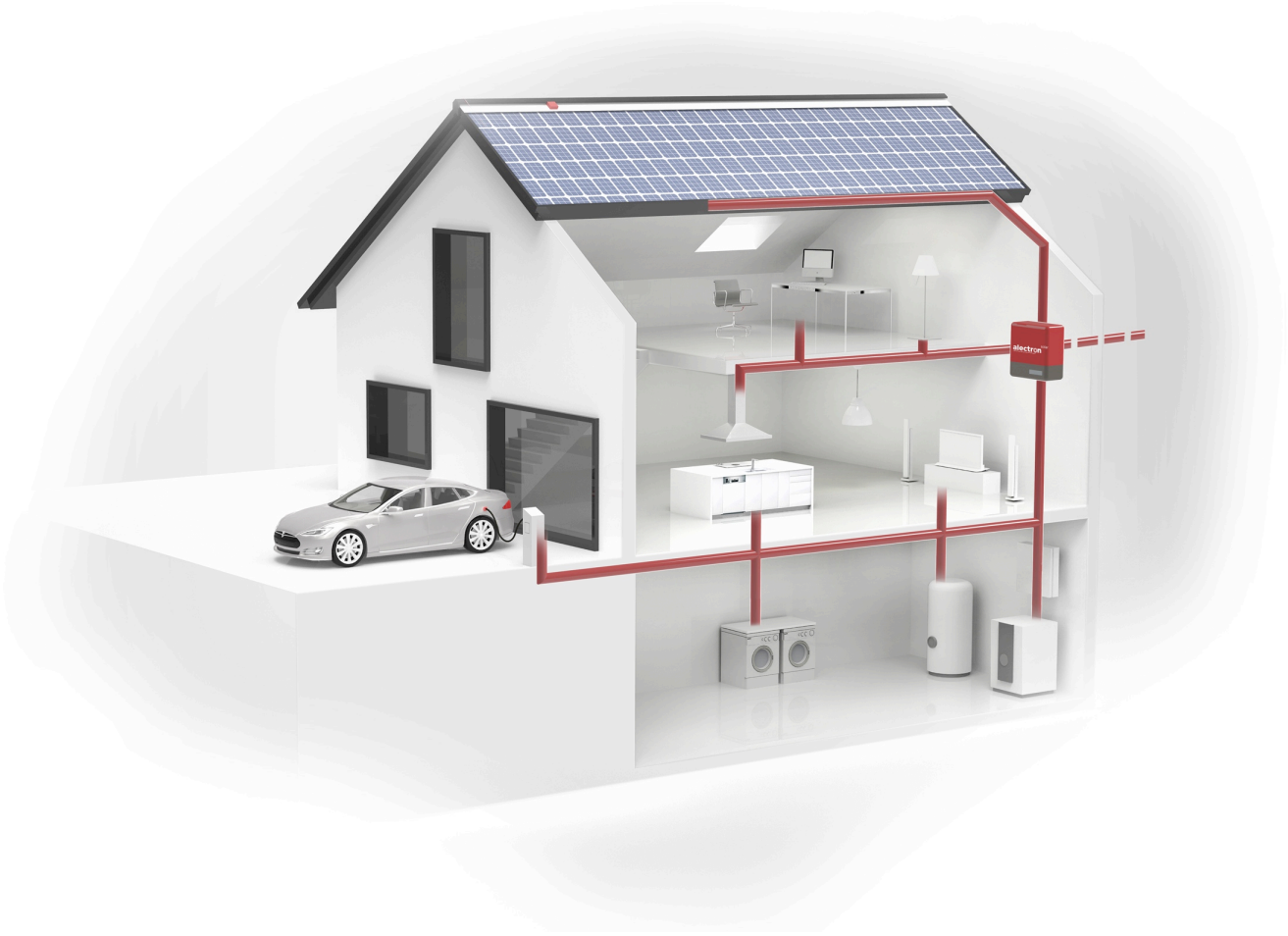
Automated Online Consultation

Individual Consultation

Admin & Maintenance

One platform to consult them all

One-stop-shop for customer friendly evaluation:
PV&Battery | Heat | E-Mobility | Energy Efficiency



Source: Alectron Solar AG

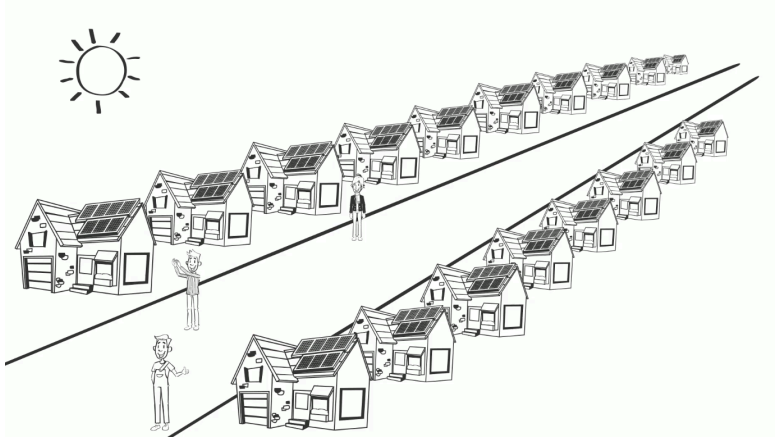
Take Home Message

What we are doing now:

Fully integrated digital platform for Photovoltaic System, Heating System & E-Mobility.

What we will do in the future:

Automated bulk consultation for complete building efficiency analysis.



Thank you!

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