



Press Release

SMA America and SMA Canada

New SMA Distribution Program to Maximize Customer Benefits, Increase Service and Support

Solar Professionals Will See Wider Product Availability, Resources and Training

ROCKLIN, Calif., May 8, 2013—SMA America has launched a new distribution program through which it will partner with leading distributors across the U.S., providing enhanced benefits to solar professionals and offering greater product availability. SMA will partner with full-service distributors in the residential, commercial and off-grid segments.



SMA America has launched a New Distribution Program

Photo Courtesy of SMA America and SMA Canada

“This is an important step forward for SMA and its new partners,” said Henry Dziuba, president and general manager of [SMA America](#) and president of [SMA Canada](#). “We are pleased to partner with these first-class organizations to set a positive precedent for the industry. Each partner shows commitment to quality and excellence, strength as a company, and comprehensive professional training and support offerings.”

The company intends to begin shipping several new products in the coming weeks and the new distribution model will ensure prompt product and service availability through a qualified network of national distribution partners. Solar professionals will benefit in a variety of ways including faster delivery, as distributors will carry increased warehouse stock. They will also see improved service and support such as greater access to valuable technical resources.

To locate an authorized SMA distributor, solar professionals can visit SMA America’s website and click [“Where to Buy”](#) to learn more about each distribution partner. A specially branded Authorized Distributor logo will help solar professionals identify SMA’s partners.

Partners in this new distribution program include:

- AEE Solar
- aleo solar North America
- Allied Building Products
- CED Greentech
- CentroSolar
- Conergy
- SolarWorld
- Soligent
- Sonepar USA Energy Solutions; Cooper Electric Supply Co., Independent Electric Supply, & Essco Wholesale Electric
- SunWize
- The Powerstore

Additional distributors will be added to the network as they meet the program requirements. Installers should visit www.SMA-America.com for the most up-to-date listing.

About SMA

The SMA Group generated sales of €1.5 billion in 2012 and is the global market leader for solar inverters, a key component of all PV plants and, as an energy management group, offers innovative key technologies for future power supply structures. It is headquartered in Niestetal, near Kassel, Germany, and is represented internationally in 21 countries. The Group employs more than 5,000 people worldwide. SMA's broad product portfolio includes a compatible inverter for every type of module on the market and for all plant sizes. The product range includes both inverters for photovoltaic plants connected to the grid as well as inverters for off-grid systems. SMA is therefore able to provide ideal technical inverter solutions for all plant sizes and types. Since 2008, the Group's parent company, SMA Solar Technology AG, has been listed on the Prime Standard of the Frankfurt Stock Exchange (S92) and also in the TecDAX index. In recent years, SMA has received numerous awards for excellence as an employer and achieved first place in the nationwide "Great Place to Work®" competition in 2011 and 2012. www.SMA-America.com/www.SMA-Canada.ca

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