



Press Release

SMA America and SMA Canada

SMA Expands Service Portfolio with Plant-Wide Operations and Maintenance Plans

New Services Increase Performance Ratios, Protect Power Production and Simplify Long-Term Planning

ROCKLIN, Calif., Oct. 10, 2013—SMA—already the world's largest servicer of solar inverters—now offers plant-wide operations and maintenance (O&M) as part of its top-ranked [service](#) portfolio in North America. Available in three plans—Preventative, Proactive and Performance—SMA provides world-class [O&M services](#) that increase performance ratios, optimize power production and simplify long-term planning.



SMA Now Offers O&M Services

Photo courtesy of SMA America and SMA Canada

"Executing a successful O&M strategy is paramount to the long-term viability and profitability of a PV plant," said Henry Dziuba, president and general manager of [SMA America](#) and president of [SMA Canada](#). "SMA's service team of electrical engineers, solar professionals and critical support staff ensures that the plant remains in peak shape and produces reliable power during its operational life, thereby stabilizing cash flow."

SMA's Solar Asset Management portfolio of services provides developers, EPCs, utilities, and investors with the PV industry's best financial backstop and long-term plan to maximize system performance. SMA's three levels of O&M support—Preventative, Proactive and Performance—provide essential to comprehensive services with the ultimate goal of ensuring long-term plant performance. In addition to these plans, SMA offers individual services that can be integrated in a flexible fashion, resulting in a highly customized O&M solution.

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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