Q.PARTNER.
MORE SERVICE.
MORE SUCCESS.

BENEFITS FOR Q CELLS INSTALLERS
Hanwha Q CELLS are your partner for a bright future. As a subsidiary of the Hanwha Group (Korean top ten and FORTUNE Global 500 company), our customers can count on a strong financial base. Hanwha Q CELLS are among the manufacturers who can offer you the entire photovoltaic spectrum, from development and planning to execution and maintenance, in one package - from quality solar modules for you and your customers through to complete solutions.

Our widely renowned solar modules are some of the most efficient in the industry, and occupy top positions in independent test results (such as the 2014 photon yield test). Because of this, they fulfill the highest demands with regards to technology, reliability, quality and maximum yields - `engineered in Germany`.

We have optimised our solar modules for real conditions. Q CELLS solar modules generate maximum yields under the predominantly weak light conditions in Germany, and also work in a highly efficient manner on hot summer days. Q CELLS solar modules are among the most efficient and reliable solar modules on the market, as proven by independent quality programmes such as VDE Quality Tested, one of the strictest quality assurance programmes in the photovoltaic sector, along with continuous inspection of the production process. The Q CELLS yield protection has been in place as a warranty for the reliability of our products since 2011. It combines guaranteed PID resistance, anti-LID technology, protection from hotspots and counterfeited protection for our company’s products.

Photovoltaics are more than just a product for us. It is the key technology for a reliable, efficient and sustainable energy supply - today and for future generations. In us, you will have a strong, sustainable partner, for a long-term stable collaboration on your part. We focus all our strength into actively supporting our partners and reinforcing this support with comprehensive services, so that the photovoltaics market can continue to grow.

TOP PV MANUFACTURER

Further proof of our outstanding quality is the Q CELLS product brand being awarded with the ‘Top Brand PV Europe 2017’ seal by the Bonn-based market research institute EuPD Research. Only a few manufacturers receive this seal every year, and Hanwha Q CELLS have received it for the fourth time in a row for the entire European market. This is proof of the positive assessments we have received from installers, compared to the competition. Our customers can also differentiate themselves with this seal, as they offer Q CELLS as an outstanding quality brand.
Q.CELLS partners will benefit from the entire spectrum of our complete integrated energy solutions - from polysilicon manufacturing, plus manufacturing solar cells and modules, through to developing and installing systems and plants. We always try to create a positive impulse for this purpose.

25-YEAR GUARANTEE
Hanwha Q CELLS offer first-class quality solar modules and equip them with a linear service warranty, valid for 25 years. Hanwha Q CELLS also offer a twelve-year product warranty.

NO.1 LARGEST MANUFACTURER OF SOLAR CELLS IN THE WORLD
Hanwha Q CELLS possess a cell production capacity and a manufacturing capacity for solar modules of 5.7 GW each, making the company one of the world’s biggest manufacturers of solar cells, and one of the key producers of solar modules.

BLOOMBERG TIER 1 RATING
Hanwha Q CELLS possess a Bloomberg Tier 1 rating. This makes us an ideal partner for investors.

+2.5 GW Q.ANTUM TRACK RECORD
Highest performance in series: In 2011, the Q.ANTUM cell technology set a world record in efficiency for crystalline solar cells with 19.5%. Since 2012, Q CELLS have produced Q.ANTUM in series, meaning that we are able to offer solar modules of the highest performance class. By the end of 2016, Hanwha Q CELLS had produced over 2.5 GW polycrystalline solar cells in series (i.e. 550 million solar cells), using the Q.ANTUM technology.

SET STANDARDS AND OFFER EXTRA VALUE – FOR YOURSELF AND YOUR CUSTOMERS

BECAUSE IT’S ALL ABOUT THE 'HOW' – ACHIEVE MORE TOGETHER
As a partner of Hanwha Q CELLS, you will benefit from a strong global brand, excellent products, outstanding components, extensive marketing support, professional training programmes, and attractive services. Regardless of whether you exclusively purchase our quality modules, individually combine components and modules, or buy complete solar systems – you will always benefit from all the services Hanwha Q CELLS offer their partners.

LEAD GENERATION
Profit from the quality and reputation of the Q CELLS brand. Gain potential new customers. For example, you can profit from our solar calculator or projects from the Hanwha Q CELLS network, and earn a reputation as a strong Q PARTNER for advice and installation.

Q.SHOP
As a registered Q PARTNER, you can get a direct overview of our product portfolio. You can put your solar package together in just a few clicks, and request it from us without liability - simple and direct.

SPEEDY DELIVERY
You will receive your goods on time and in your warehouse or directly to the factory floor, upon consultation. As a Hanwha Q CELLS partner, you will also benefit from the opportunity for smaller delivery units – always individually tailored to meet your requirements.

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THE MOTOR OF PHOTOVOLTAICS – BECAUSE IT'S ALL ABOUT 'YOU'

TOGETHER, WE WILL TAKE ONE GIANT LEAP FORWARD – OUR BENEFITS FOR PARTNERS AT A GLANCE

Do you want to benefit from the Q CELLS network? Are you a believer in our products, and want to show it? Would you like to have marketing support? Then choose a partnership with Q CELLS and become our Q.PARTNER.

ALL BENEFITS AT A GLANCE

- Professional sales documents
- Individual marketing and sales support
- Lead Generation
- Speedy and direct product requests
- Special delivery conditions
- Minimum quantity delivery
- Attractive pricing
- Bonus compensation
- Individual contacts
- Local technical service support
- Product training
- Individual sales training

BECOME A Q.PARTNER

1. INTERESTED?
   Contact us.

YOU CAN GET IN TOUCH WITH US VIA:
TEL +49 (0)3494 66 99 - 23222
PARTNER@Q-CELLS.COM

2. WE CAN VISIT YOU!
   Our sales representative will visit you and complete a partnership agreement with you.

3. BENEFIT AS A Q.PARTNER!
   - Access to the Q.PARTNER portal and marketing materials
   - Benefit from attractive purchasing and delivery conditions
   - Take part in training days and other events
   - Make requests from our network

PERSONAL SUPPORT

Your direct contact partner at Hanwha Q CELLS will be there to help you deal with all matters. Our qualified employees will be happy to answer any questions you may have about technical details, your orders and current deliveries.

- Individual contacts
- Local technical service support

TRAINING FOR PROFESSIONALS

Take part in our professional training sessions for installers. You will learn everything you need to know about application-specific installations, and the advantages of Hanwha Q CELLS’ high-quality products. Enjoy the benefits of our no-compromise quality assurance. Our extensive training programme also includes general sales training, in order to make sure you are thoroughly prepared for all the demands of the market.

- Product training
- Individual sales training