

**O Echipă, O Platformă:**

**Conectează și împuternicește instalatorii în toate scenariile.**

# Dedicated Full-Journey Support For Installers Business Success





# Smart PV Installer Community

# Huawei installer strategy





# Huawei FusionSolar installer loyalty program



Preferred Installer      Elite Installer      Certified Installer

Registered Installers

## What will you gain?

- Gain opportunity for your company, standing out from the crowd of installers
- Demonstrating expertise and service excellence
- Join incentive programs for multiple benefits

## Optimizing Customer Journey

1. Simplify the registration process
2. Decouple registration from rights and interests
3. Reduce mandatory fields and complete registration in **1** minutes
4. Level Update: registered, certified, preferred, and elite

\* Note: This certification standards vary by region and country, the data in the figure is only a baseline reference.



# Huawei's One-stop Digital Platform for Installer

## Smart PV Installer Platform



### Certification

- junior engineer and advanced engineer
- Company: Certified, Preferred, Elite installer



### Incentive

- Bonus point mall
- Device incentives
- Other incentives



### Knowledge

- Courses and Exams
- Product Documents
- Installation Video



### MKT support

- Marketing materials
- Installer Map
- SmartDesign2.0



### Operation management

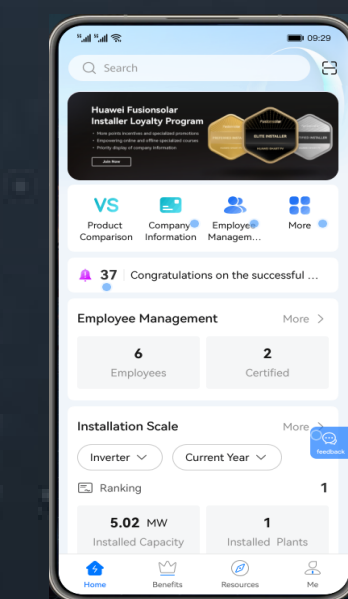
- Company Management
- Incentive Redemption
- Installation tools
- Service O&M



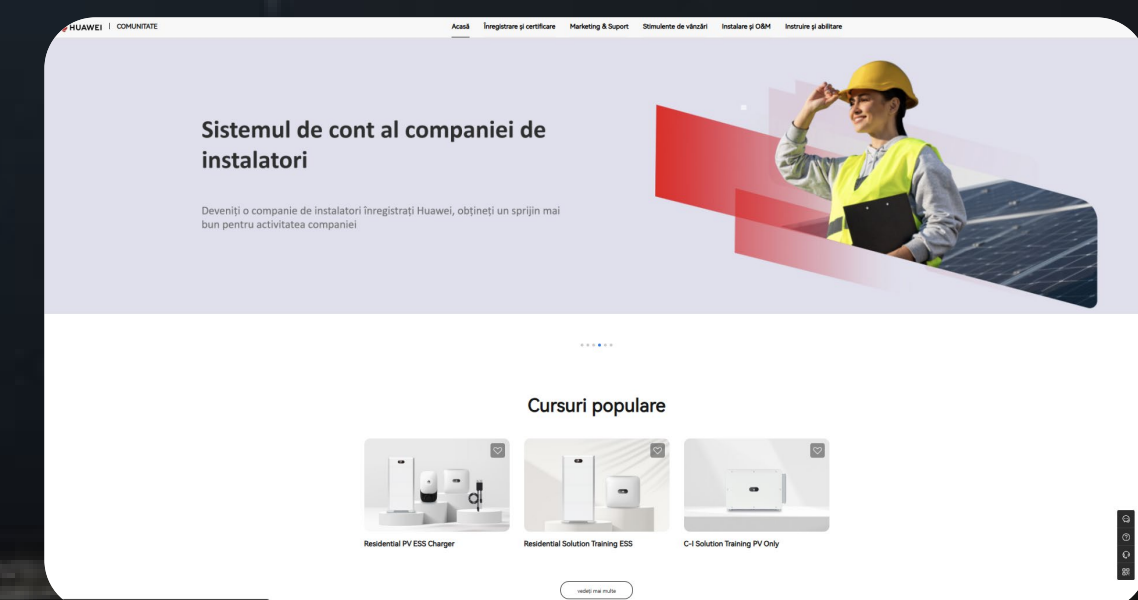
### Feedback & Response

- My feedback
- Feedback by Field Force
- Progress

Available on both  
mobile and desktop



Scan the QR code to  
download the App





# Huawei's One-stop Digital Platform for Installer



# Smarter, Easier Points Redemption and Program Engagement

## Automatic Points Updates

- System updates points automatically 1 day after device connects to FusionSolar.
- No manual SN entry needed!

### Redeemable Points

991378

Available

0

Expiring in 30 Days

8971

Redeemed

View more

Redeem Now

## Intelligent Incentives Calculation

- When applying for incentive programs, the system automatically displays all eligible devices and their incentives.
- Again, no manual SN entry needed anymore!

Home / Company Management / View Current Activity / Activity Information / Create New Applications

### Create New Applications

1

2

3

Select Gifts

Confirm Information

Completed

▼ Select Gifts Quantity

Gifts Quantity : 10 Pieces

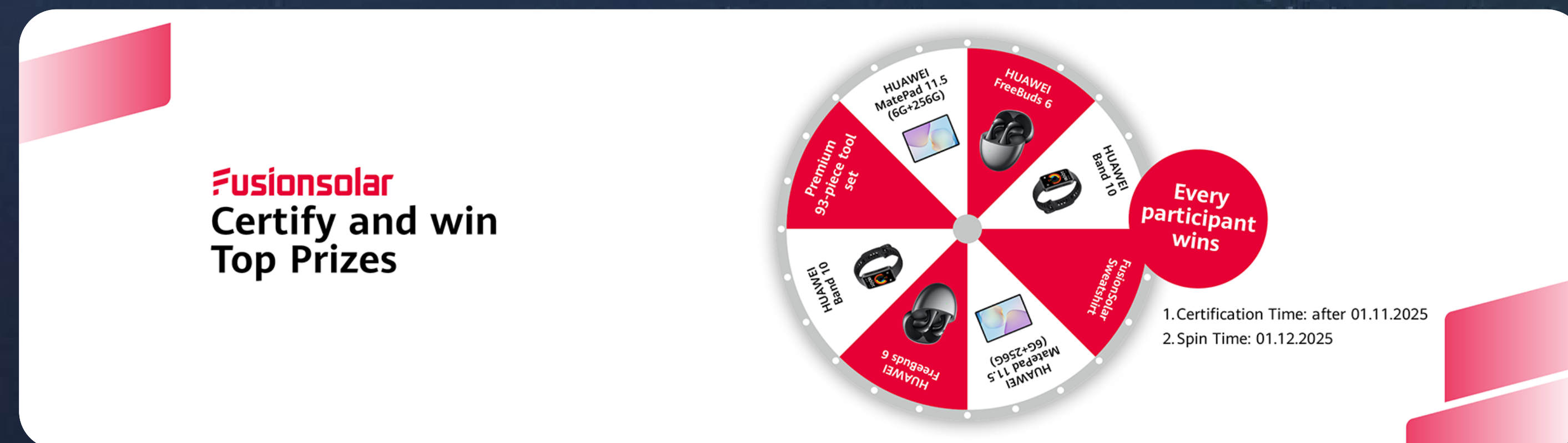
Gifts Device Model	Number of Applied Devices
SUN2000-3KT-L1	<div>10</div>
SUN2000-5KT-L1	<div>0</div>
SUN2000-12KT-L0	<div>0</div>



# Join us now and unlock your potential on our Installer Community!

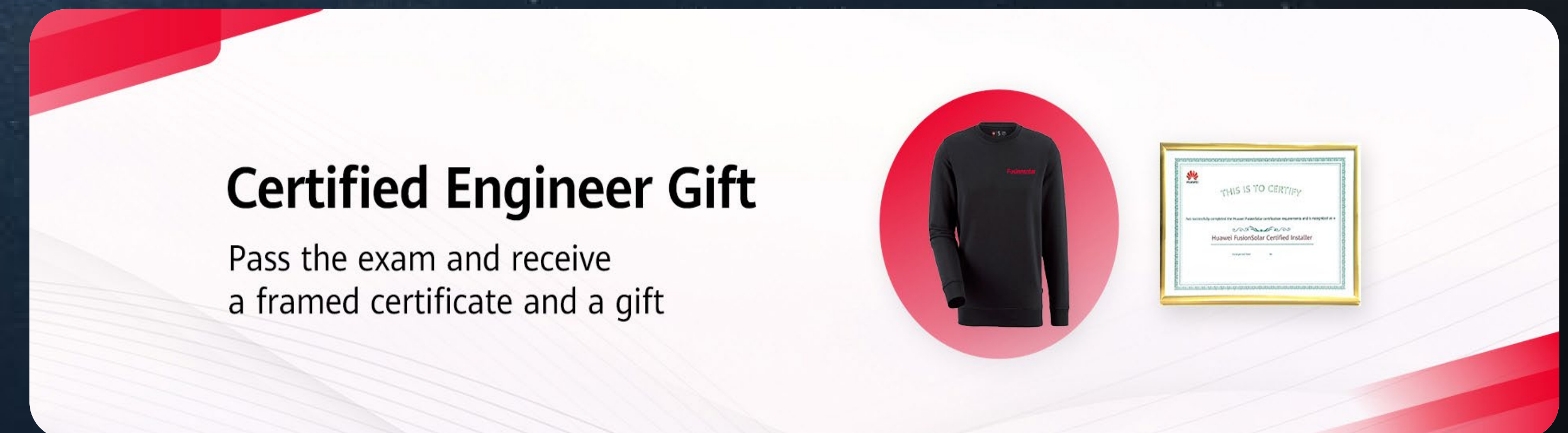
## Certify Your Company and Spin to Win!

- From today until 31 Dec 2025, **newly registered and verified installers** can join a spin-the-wheel activity
- Featuring gifts ranging from professional toolkits to Huawei devices and souvenirs, with a 100% win rate.



## Automatic Incentives Calculation

- Engineers from installer companies can join the Huawei certification program and, upon passing the exam, receive a framed certificate and a FusionSolar T-shirt.



\* Terms and conditions apply. Please refer to the activity page for full details.

# Field Force Team



# Connecting and Empowering Installers

## Installers

Key Influencer  
Customer touchpoint  
Last-mile Value Creator



## Field Force

Pro Team  
On-site Support  
Real-Time Connection

## Business Success





