FIMER and Wattwatchers combine on special offer to optimise data-driven solutions for new solar households

Partnership prioritises recent 'Smarter Homes' solar export control regulations in South Australia with a 'life of device' bonus subscription opportunity to mark the launch. Register for an introductory technology webinar - hosted by FIMER with Wattwatchers as co-presenters - to be held on Thursday, December 10th at 4 PM Adelaide-time (ACDT) / 4.30 PM Syd/Melb-time (AEDT) / 3.30PM Brisbane-time (AEST). **REGISTER HERE**

Technology flexibility, data-driven consumer empowerment and cost-effectiveness are the core themes in a new commercial collaboration between global solar and e-mobility solutions supplier FIMER, and Australian cleantech Wattwatchers Digital Energy.

Prompted by the recent introduction of strict export control requirements for new solar system installations in South Australia, Wattwatchers and FIMER are launching their newly-forged partnership Australia-wide with a 'life of device' bonus subscription offer for solar installers to share with their householder customers.

FIMER, which acquired the ABB solar business in March 2020, offers a large solar inverter portfolio across the residential, commercial and utility-scale markets within Australia.

Wattwatchers offers an agile pathway for managing distributed energy resources (DERs) in real-time, incorporating both remote monitoring and load control, with robust cellular communications (augmented by a WiFi option for the ultra cost-conscious), and fleet capabilities underpinned by the Wattwatchers ADEPT IoT integration platform.

As well as its mainstream applications, Wattwatchers supports significant niche use cases including sites with sub-boards, where solutions based on utility smart meters aren't an option; and also sites without broadband internet.

While the South Australian market is the first priority for distribution, given the immediate requirements of the state's urgently-introduced 'Smarter Homes' regulations, FIMER is mobilising to enable the Wattwatchers technology relationship for its entire Australian distribution network.

The launch 'special offer' opportunity is available until March 31st 2021, or until stocks of the specially-subsidised solutions are exhausted, whichever is reached first. It is underwritten by subsidies from the Australian Renewable Energy Agency (ARENA) through the Wattwatchers-led My Energy Marketplace (MEM) project.

It will be available via FIMER and its distribution network for solar installers to offer to their residential customers, who will need to register for the MEM mobile app, mydata.energy, and accept its terms and conditions.

Each eligible household that registers for the MEM will receive bonus data subscriptions free-of-additional-charge for the life of their Wattwatchers device, including cellular communications (SIM and data plan), access to data and the mydata.energy app itself. (The mydata.energy app also allows its users to compare their energy profiles with a wide selection of other retailers, and to switch suppliers using the app if they choose to.)

For installers, mainly in South Australia during the early stages of the FIMER-Wattwatchers collaboration, this can eliminate ongoing subscription costs to maintain solar export control requirements - in line with the 'Smarter Homes' regulations - for the operating life of the solutions they install.

This means a saving of $70 +GST a year on subscriptions in South Australia where solar export control is required, or $60 +GST a year in other parts of Australia, with a minimum of 3 years of operation. (The hardware warranty period is being upgraded from the standard 2 years to 3 years from the time a MEM-registered device installed with a FIMER inverter goes 'live' on the system.)

Wattwatchers CEO Gavin Dietz said the collaboration between Wattwatchers and FIMER was an innovative opportunity for both companies.

'Flexibility and independence are key benefits of this new relationship,' said Dietz. 'By using Wattwatchers solutions in tandem with FIMER solar inverters, installers can cost-effectively deliver a prosumer experience for their customers that empowers them with energy data independently of power companies and their billing meters.

'In the case of South Australia and its new solar export limiting requirements, Wattwatchers was in the first round of "compatible technologies" named by state-wide network distribution business SA Power Networks in its role as a "Relevant Agent" for the Smarter Homes program.

'This allows FIMER installers to meet the new requirements easily by having their customers nominate SA Power Networks as their agent of choice, with Wattwatchers as the enabling technology for solar export control.'

FIMER Australia Country Manager, Jason Venning said, 'FIMER is happy to be collaborating with Wattwatchers to contribute to the reliability and stability of the South Australian power grid and help to maximise the uptake of renewable energy generation in the state.'

About FIMER: FIMER is the fourth largest solar inverter supplier in the world. Specialising in solar inverters and mobility systems, it has over 1,100 employees worldwide and offers a comprehensive solar solutions portfolio across all applications. FIMER's skills are further strengthened by its bold and agile approach that sees it consistently invest in R&D. With a presence in 26 countries together with local training centres and manufacturing hubs, FIMER remains close to its customers and the ever-evolving dynamics of the energy industry. Following the acquisition and integration of ABB's solar inverter business in the first quarter of 2020, and under the umbrella of the renewed FIMER brand, the newly acquired solar inverter portfolio continues to carry the ABB brand under the trademark license agreement. www.FIMER.com

About Wattwatchers: Wattwatchers Digital Energy is a technology company focused on intelligent, open and non-proprietary, consumer-friendly solutions for an electricity-powered 21st century. Our solutions suite spans devices, datasets, analytics, software and Internet of Things (IoT) connectivity, for energy and non-energy applications across home, community, commercial and industrial, and utility use cases. Our horizontal Energy Data Hub model promotes technology collaborations, with dozens of third-party partner integrations with our RESTful API - in Australia, and internationally. Product brands include Wattwatchers (hardware and data to the cloud), mydata.energy (native app) and ADEPT (agile IoT platform for managing multi-technology fleets in real-time). Multi-year projects include My Energy Marketplace, backed by $2.7 million in grant funding from the Australian Renewable Energy Agency (ARENA); and MyTown Microgrid, supported by a $1.75 million grant from the Australian Government. www.wattwatchers.com.au

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