

SOLAR'S MOST TRUSTED



REC PARTNER PROGRAM

HELPING YOU TAKE YOUR
BUSINESS TO THE NEXT LEVEL



JOIN THE REC PARTNER PROGRAM

At REC, we understand that you need high-quality products from a reliable partner. That's why we have created the REC Partner Program, designed to make it easy for solar distributors and system integrators to work with us and maximize the potential of their businesses.

The REC Partner Program is our platform of support and reward that will help you achieve your business objectives. Our aim is to build a long-term mutually-beneficial relationship, based on trust and loyalty, with access to the information you need to market and sell REC products.

There are two levels of partnership. Each level recognizes individual Partner excellence, specific expertise and business success. As you increase your commitment to REC, we increase our commitment to you with additional program benefits. The levels of partnership are determined primarily by quantitative criteria. At the beginning of a calendar year, the previous year's business will be reviewed and the appropriate Partner level assigned.



PARTNERSHIP LEVELS



PLATINUM LEVEL

Platinum-level partnership is for solar distributors who make a demonstrated commitment to REC through a combination of quantifiable criteria. These Partners actively collaborate with REC in developing a mutually strong relationship to achieve success. REC, in turn, provides the highest level of marketing, sales, and technical support.



AUTHORIZED LEVEL

Joining the REC Partner Program gives solar distributors the resources to begin marketing and selling REC products. Authorized Distributors are recognized as credible sellers of REC panels into their markets and have access to some of the Program benefits to help them kickstart their business and partnership with REC.

BECOME AN REC PARTNER!

Contact your local REC sales office to find out how you can become a member of the elite REC Partner Program and enjoy its benefits:
www.recgroup.com/contact

BENEFITS & REQUIREMENTS

REQUIREMENTS	PLATINUM PARTNER (4 of 6)	AUTHORIZED DISTRIBUTOR (2 of 6)
Signing REC Partner Program Terms and Conditions (mandatory)	✓	✓
Promotion of REC at all partner touchpoints*		
Minimum volume of >2 MW (based on orders in previous year)		
Loyalty (REC customer for >5 years)		
>25% of solar panels ordered are REC		
First distributor that sells REC in the country		

BENEFITS	PLATINUM PARTNER	AUTHORIZED DISTRIBUTOR
REC Partner Portal	✓	✓
Track and trace of deliveries	✓	✓
Online access to commercial documents and flash data	✓	✓
Marketing support and materials	✓	✓
Inclusion in REC Partner Locator	✓	✓
Quarterly e-newsletter	✓	✓
Marketing development funds (MDF)	✓	
Sneak preview of REC press releases	✓	

REC PARTNER PORTAL

Access information and support easily

This dedicated and secure online resource will provide you with comprehensive training material and access to exclusive tools.

TRACK AND TRACE OF DELIVERIES

Giving you visibility of orders and deliveries every step of the way

Our password-protected online tool provides detailed status and shipment information on your orders. This will allow you to deliver on commitments made to your customers.

ONLINE ACCESS TO COMMERCIAL DOCUMENTS AND FLASH DATA

Get immediate access to your documentation

You will be able to download your order confirmations, purchase orders, invoices, delivery notes and flash data.

MARKETING SUPPORT AND MATERIALS

Helping you with what you need to sell more

Stay equipped with free product data sheets, technical whitepapers, company fact sheets, and REC-branded merchandise and use them for events, customer meetings, or to keep your own customers stocked.

INCLUSION IN REC PARTNER LOCATOR

Giving you added visibility

Your listing in the Partner Locator on the REC website ensures installers can find and contact you quickly and easily.

QUARTERLY E-NEWSLETTER

Stay informed with tailored and customized news

Get REC news and information that matters most to your business directly in your email inbox; quarterly so you're not being spammed.

MARKETING DEVELOPMENT FUNDS

Shared costs for an even greater impact

Select marketing activities initiated by Platinum Partners may have up to 50% of the costs paid for by REC (MDF on a case by case basis).

SNEAK PREVIEW OF REC PRESS RELEASES

Be on the inside of new REC product announcements

Get truly exclusive insights by receiving REC press releases before they are distributed to the media, industry experts, and customers.

*Display REC products and logo on Partner website, catalogue, exhibition stand and showroom.

AWARDS & RECOGNITION



PV MODULE
RELIABILITY SCORECARD



PV MODULE
RELIABILITY SCORECARD

Solar+Power 2017
award winner



PV MODULE
RELIABILITY SCORECARD



PV MODULE
RELIABILITY SCORECARD



GLOBAL PRESENCE

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(EMEA regional hub)

- Group headquarters
- Regional hub/sales office
- Production site

INDIA

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Founded in Norway in 1996, REC is a leading vertically integrated solar energy company. Through integrated manufacturing from silicon to wafers, cells, high-quality panels and extending to solar solutions, REC provides the world with a reliable source of clean energy. REC's renowned product quality is supported by the lowest warranty claims rate in the industry. REC is a Bluestar Elkem company with headquarters in Norway and operational headquarters in Singapore. REC employs around 2,000 employees worldwide, producing 1.5 GW of solar panels annually.



www.recgroup.com