

Five reasons to become a Workbench distributor



1. Solar Workbench

Boxbrite Technologies offers a best-in-class solar monitoring and data analytics platform called Solar Workbench. Currently, our platform actively monitors 300+ solar PV systems using the latest tech advances in big data, artificial intelligence and machine learning.

- We design and implement solutions capable of ingesting, processing, analyzing and visualizing interval data from hundreds of thousands of data points. Daily.
- We integrate with technologies that are widely used in the energy industry, and with vendors such as SolarEdge, Enphase, ABB, Fronius, Tigo, Huawei and SolarLog.
- We also combine data from cameras and sensors, and kickstart tracking operation and maintenance activities by supporting solutions providers such as FieldAware and PowerHub.



2. Your customers

Our focus is to provide your customers with accurate professional, unbiased information on how their systems are performing. Like an auditor would with financial statements.

You still own the customer relationship, so your customers benefit from your focused attention to their system, and from our ability to pinpoint problems with their systems before they arise. They get more immediate and accurate support from you because we fully integrate with your processes.

3. Your time

Because we can fully support and integrate with your processes, you only need to get involved when there is an actual problem; it takes less time for you to support your customers. You can be more precise and efficient, which leads to higher customer satisfaction.

Our standardized platform ingests from many of the existing inverter manufacturers so you and your technicians can more easily support a wide variety of technology.

Our advanced analytics and reporting help you focus on providing professional guidance rather than having to spend your time extracting, analyzing and presenting the data. Your customers are happier because they are paying for that guidance and not the repeated effort of getting the data.

4. Our pricing model

Our pricing is based on single system price, with discounts as the number of systems increases. If you already have 10 customers, we offer you a volume discount, which allows you to sell it to a customer at the same price we would and keep the difference, AND you can use our platform to access customers' data. So, you use our platform for free, receive a commission and you tailor your service for your customers by adding more services when it is appropriate.

5. Trust

Trusted relationships are at the core of our business. Our business rises and falls on the state of our relationships, so integrity is crucial. We live by it and we expect it. The lines of communication are always open. We deliver what we promise, but we never promise more than we can deliver.