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Interview with Steve Donaldson

UK Managing Director



We sat down with Steve Donaldson just after coming out of the Acure training session delivered by the Product Team here at Sunsynk HQ. Steve shares insights into why Sunsynk developed this new range and what makes it special for installers and homeowners alike.

Interviewer: Steve, what prompted Sunsynk to develop this new range alongside your existing successful inverter products?

Steve Donaldson: The Acure really represents our philosophy of "respecting the past whilst designing for the future." Our existing range has been incredibly successful globally and continues to serve our customers brilliantly. But we recognised there was an opportunity to address some specific installation challenges that installers face, particularly around complex cabling and monitoring setup. The Acure builds on everything we've learned from our proven technology whilst introducing innovations like wireless CT coil technology that genuinely solve real-world problems. It's about giving installers choice - they can continue with our established range or opt for Acure when projects would benefit from wireless capabilities.

Interviewer: The wireless CT coil technology is being positioned as a key differentiator. Why is this feature so significant for installers?

Steve Donaldson: Wireless CT technology transforms the installation experience in properties where running cables is challenging or disruptive. Think about Victorian terraces, listed buildings, or homes where customers simply don't want cable runs through finished surfaces. With LoRa technology

providing reliable communication over several hundred metres, installers can position monitoring points optimally without compromising on aesthetics or spending hours planning cable routes. It's particularly valuable in retrofit situations where traditional wired solutions might require significant disruption. The feedback we've had so far is that it opens up opportunities for projects that installers might previously have declined due to cabling complexity.

Interviewer: What specific features of the Acure are you most excited about from a business perspective?

Steve Donaldson: The integration capabilities really excite me. The Acure supports up to 10 wireless smart switches, which means installers can offer comprehensive energy management solutions rather than just solar equipment. This creates ongoing service opportunities - managing water heaters, pool pumps, EV chargers, and air conditioning through intelligent scheduling. It's about positioning installers as energy consultants rather than just equipment suppliers, which naturally leads to higher margins and stronger customer relationships. The wireless nature also means they can add functionality to existing installations without major disruption, creating natural upgrade pathways.

Interviewer: How do you think installers will respond to the Acure, and what feedback have you received during development?

Steve Donaldson: The response from our trials has been overwhelmingly positive. Installers appreciate that we've focused on solving genuine problems rather than adding complexity. The key feedback has been around installation speed and flexibility - being able to complete installations without spending hours planning cable runs is a real game-changer. They're also excited about the business model opportunities that smart switch integration provides. What's particularly encouraging is hearing from installers that they can now confidently quote for projects they might have avoided before due to cabling constraints. The aesthetic options in both black and white configurations also matter enormously, especially in the UK market where visual appeal influences purchasing decisions.

Interviewer: Safety features like arc fault detection and solar panel theft detection are built into the Acure rather than offered as optional extras. What's the thinking behind this approach?

Steve Donaldson: Safety simply cannot be optional. By integrating arc fault detection directly into the inverter, we ensure every installation has this crucial protection without relying on installers to remember additional components or customers to approve extra costs. We've seen too many situations where optional safety devices either weren't installed or failed to operate correctly. Solar panel theft detection addresses a growing concern, particularly as solar installations become more common and therefore more attractive to thieves. When safety features are built-in, there's no question about whether they're present and functioning correctly, which protects both the customer's investment and the installer's reputation.

Interviewer: The Acure launches with 3.6kW and 5kW capacity models. How did you determine this initial sizing strategy?

Steve Donaldson: We're taking a measured approach to the launch. The 3.6kW and 5kW are the two most optimum sizes in the UK market. They capture the core UK residential market, where these sizes align perfectly with typical household consumption patterns and grid connection requirements. This focused approach allows us to perfect the technology at these key sizes before considering expansion. We've learned from experience that it's better to launch with fewer

options that work brilliantly than to overwhelm the market with choices before we've proven the concept. That said, other sizes will follow subject to market demands.

Interviewer: The Acure integrates with Sunsynk's AI technology platform through the Connect App. How does this enhance the overall proposition?

Steve Donaldson: The AI integration represents the evolution of our technology platform. Building on our existing Connect App capabilities, the Acure benefits from enhanced machine learning algorithms that optimise energy management automatically. The system learns from installation patterns and household consumption to improve battery charging cycles and energy flow decisions. Over time, we expect to introduce predictive maintenance capabilities and even more sophisticated integration with smart home ecosystems. The beauty is that this intelligence works in the background - customers benefit from optimised performance without needing to understand the complexity underneath.

Interviewer: Looking at the competitive landscape, how do you see the Acure positioning Sunsynk in the UK market specifically?

Steve Donaldson: In the UK market, the Acure establishes us as the go-to choice for installers who want to differentiate their services through technology. The wireless capabilities address installation challenges that are particularly acute in British housing stock, whilst the aesthetic options and built-in safety features align perfectly with UK customer expectations and electrical safety requirements. I expect installers will use Acure technology as a competitive advantage when bidding against competitors using conventional equipment. The comprehensive smart home integration capabilities also position us perfectly for the UK's growing interest in intelligent energy management and the accelerating adoption of electric vehicles. It's about giving installers the tools to offer premium services that command premium pricing.

Interviewer: Thank you so much for your time Steve.

Steve Donaldson: It has been a pleasure.

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Sunsynk Connect Pro



Delivering Professional Energy Management Solutions to Your Clients

As solar installers, you understand that your role extends far beyond system commissioning. Your clients expect ongoing value from their renewable energy investment, and increasingly sophisticated energy management capabilities have become essential for maximising system performance and customer satisfaction. Sunsynk's Connect Pro app represents a significant opportunity to differentiate your services whilst providing genuine long-term value to your installations.

Addressing Client Expectations in a Complex Energy Market

Today's clients face increasingly complex energy challenges that go well beyond basic solar generation. Variable tariff structures, unpredictable weather patterns, and evolving grid conditions make manual energy management ineffective for most homeowners. Your clients need professional-grade monitoring and optimisation capabilities, but few understand the technical complexity involved in achieving optimal system performance.

Connect Pro enables you to offer enterprise-level energy management capabilities to residential clients without the complexity typically associated with such systems. The platform provides comprehensive monitoring that allows both you and your clients to track system performance, identify potential issues early, and demonstrate the ongoing value of their solar investment.

Comprehensive Remote Monitoring and Diagnostics

For installers, Connect Pro transforms how you manage ongoing client relationships and system maintenance. The platform provides detailed monitoring capabilities that enable proactive system management rather than reactive troubleshooting. You can access comprehensive performance data spanning individual component performance, overall system efficiency, and long-term operational trends.

The equipment monitoring section displays professional-level diagnostics including detailed inverter parameters, panel performance, battery status, and grid interaction data. This level of visibility

enables you to identify potential issues before they impact system performance or client satisfaction.

Remote diagnostic capabilities significantly reduce the need for site visits whilst improving your ability to resolve client concerns quickly. The app provides access to comprehensive inverter settings, allowing remote adjustment of system modes, charging schedules, and operational parameters. This capability alone can substantially reduce your ongoing service costs whilst improving client satisfaction through faster issue resolution.

Enhancing Client Engagement and System Understanding

One of the most valuable aspects of Connect Pro is its ability to engage clients with their energy system in meaningful ways. The intuitive interface presents complex energy data through clear visualisations that help clients understand system operation and value delivery.

The power flow chart provides visibility into energy flows throughout the property, helping clients understand how their solar generation, battery storage, and grid interaction work together to meet their energy needs. This understanding builds confidence in their investment and reduces unnecessary service calls based on normal system operation.

Historical data analysis capabilities enable clients to track their energy independence journey with precision. They can navigate through daily, monthly, and yearly performance data to understand

consumption patterns and identify opportunities for further optimisation. This engagement often leads to more conscious energy usage and higher overall system value.

AI-Powered Optimisation: A Competitive Differentiator

The introduction of our patented AI powered energy management represents a significant competitive advantage for installers offering Connect Pro subscriptions. This technology moves beyond basic time-of-use scheduling to provide truly intelligent energy management that adapts to changing conditions and client requirements.

The patented AI system continuously learns from each property's energy patterns, solar generation characteristics, and consumption habits. By combining this learned behaviour with weather forecasting data, the system predicts future energy needs and optimises battery charging and grid consumption automatically.

This capability addresses one of the most common client challenges: optimising energy management without requiring deep technical knowledge. Rather than relying on static schedules that may become suboptimal as conditions change, the AI makes decisions about energy management based on comprehensive data analysis.

For your clients, this means maximised solar utilisation, minimised grid consumption, and optimal timing for any necessary grid purchases. The system becomes more effective over time as it learns specific property requirements and seasonal patterns.

Supporting Long-term Client Relationships

Connect Pro provides tools that strengthen ongoing client relationships whilst demonstrating continuous value delivery. The environmental impact tracking quantifies CO2 reduction, pollution savings, and renewable energy benefits in terms that clients can easily understand and share with others.

The integrated investment return calculator provides ongoing visibility into financial performance, helping clients understand payback progress and long-term savings potential. This data proves particularly valuable during client interactions, providing concrete evidence of system value and return on investment.

For installers, this ongoing engagement creates opportunities for additional services, system expansions, and referral generation. Satisfied clients who can see measurable benefits from their solar investment become powerful advocates for your business.

Streamlining Installation and Commissioning

From an installation perspective, Connect Pro simplifies system commissioning and client handover processes. The comprehensive monitoring capabilities enable you to verify system performance thoroughly before client handover, ensuring optimal operation from day one.

The platform's detailed parameter visibility makes system configuration verification straightforward, whilst the remote access capabilities enable post-installation adjustments without requiring return visits. This efficiency can significantly reduce your commissioning costs whilst improving first-time installation success rates.

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Service Differentiation and Value Proposition

In an increasingly competitive solar installation market, Connect Pro enables you to differentiate your services through genuine ongoing value delivery. Rather than simply installing hardware and hoping for client satisfaction, you can offer professional-grade energy management services that continue delivering value throughout the system's operational life.

The subscription model aligns installer and client interests by ensuring ongoing platform development and capability enhancement. As patented AI algorithms become more sophisticated and new optimisation features are developed, your clients receive these improvements automatically without requiring hardware upgrades or additional service calls.

Managing Client Expectations and Support

Connect Pro's comprehensive monitoring capabilities enable proactive client communication about system performance and optimisation opportunities. Rather than waiting for clients to report issues or concerns, you can identify potential problems early and address them before they impact client satisfaction.

The platform's detailed reports make warranty claims and performance guarantees easier by providing clear records of system operation. This data is invaluable for resolving disputes and proving compliance with installation warranties.

Economic Benefits for Installation Businesses

Beyond the direct value delivered to clients, Connect Pro provides economic benefits for installation businesses. Reduced service call requirements through remote diagnostics and configuration capabilities can substantially lower ongoing support costs.

The enhanced client satisfaction resulting from professional-grade monitoring and optimisation often translates into additional business through referrals and positive reviews. Satisfied clients

become advocates for your business, contributing to organic growth and reduced marketing costs

Professional Development and Technical Leadership

Offering Connect Pro puts your business ahead in residential energy management, boosting your reputation and giving you valuable experience with systems that are likely to become the standard in the future.

The platform also provides learning opportunities for your team, exposing them to professional-grade energy management concepts and capabilities that enhance their technical expertise and value to your business.

Sunsynk Connect Pro represents more than just a monitoring app; it's a comprehensive energy management solution that enables installers to deliver professional-grade services to residential clients. The platform addresses the evolving needs of modern energy management whilst providing tools that strengthen client relationships and differentiate your business in a competitive market.

For installers focused on delivering maximum value, Connect Pro offers the monitoring, optimisation, and client engagement tools to exceed expectations and build lasting relationships. With AI optimisation, detailed monitoring, and professional support, it enables true service differentiation and ongoing value.

To find out more about the Sunsynk Connect Pro App and Software please see the QR codes below:



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Reflecting on last month's Solar and Storage Live exhibition at Birmingham's NEC (23rd-25th September), it's clear that this year's event marked a significant milestone for both the renewable energy industry and Sunsynk's continued evolution as a market leader. The three-day showcase proved to be an exceptional platform for innovation, networking, and demonstrating the future of intelligent energy management.

The Acure Takes Centre Stage

Without question, the star of our exhibition was the newly launched Sunsynk Acure Series. The response from visitors was nothing short of extraordinary, with installers, distributors, and industry professionals consistently impressed by the system's revolutionary wireless technology and intuitive design. The Acure's wireless CT coil technology generated particular excitement, with many attendees immediately recognising how this innovation would transform their installation processes.

Throughout the three days, our demonstration area was consistently busy as we showcased the Acure's wireless smart switch capabilities and comprehensive energy management features. The integrated LED status bar proved especially popular with visitors, who appreciated the immediate visual feedback it provides to end users. Many installers commented on how this feature alone would significantly reduce their post-installation support calls.

The scalability of the Acure range, from 3.6kW residential units to 20kW commercial installations, resonated strongly with the diverse visitor base. It was particularly gratifying to see the positive reception from both established solar professionals and newcomers to the industry, demonstrating the Acure's broad appeal across all market segments.

Reconnecting and Building New Relationships

One of the most rewarding aspects of Solar and Storage Live was the opportunity to reconnect with long-standing industry partners and friends. The renewable energy sector has always been characterised by strong relationships and collaborative spirit, and this year's event reinforced those bonds. Conversations with familiar faces from across the UK and Europe highlighted how the industry has matured and grown stronger despite recent challenges.

Equally exciting was meeting new faces emerging installers, innovative distributors, and forward-thinking commercial clients who are driving the next wave of solar adoption. These fresh perspectives and enthusiastic approaches to renewable energy reminded us why we're passionate about this industry and reinforced our commitment to delivering cutting-edge solutions.

Digital Innovation Captures Imagination

Beyond the hardware demonstrations, visitors showed tremendous enthusiasm for our integrated technology ecosystem. The Sunsynk Connect Pro App garnered significant attention, with many attendees impressed by its comprehensive monitoring capabilities and user-friendly interface. The app's ability to provide real-time system performance data, historical analysis, and predictive maintenance alerts clearly struck a chord with professionals seeking to differentiate their service offerings.

Our AI-integrated technology platform generated particularly animated discussions. Installers were fascinated by the potential for artificial intelligence to optimise energy usage patterns automatically, potentially delivering up to 95% energy savings for clients with solar installations. The platform's ability to learn from user behaviour and adapt accordingly represents a genuine step-change in how we approach energy management.

Looking Forward

As we reflect on September's successful exhibition, it's clear that Solar and Storage Live 2025 represented more than just a trade show it was a celebration of innovation, collaboration, and the bright future of renewable energy. The overwhelmingly positive response to the Acure Series and our integrated technology platform validates our continued investment in research and development.



SOLAR & STORAGE LIVE Cape Town

Join Sunsynk
this October

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This October, Sunsynk is showcasing our latest innovations at Cape Town's influential industry exhibition in Africa's dynamic energy landscape, this event offers the perfect opportunity to experience our cutting-edge technology and connect with our technical experts.

Solar & Storage Live Cape Town (15-16 October)

Africa's largest renewable energy exhibition captures the remarkable energy evolution across South Africa, celebrating technologies driving the transition towards a greener, smarter, and more decentralised energy system. The event's focus on transformative solar technologies and advanced battery storage solutions aligns perfectly with Sunsynk's comprehensive approach to energy management.

With South Africa's abundant solar resources and growing demand for reliable energy solutions, Cape Town's renewable energy community will experience first-hand how our wireless technology and smart integration capabilities can transform residential and commercial installations.

Experience Innovation

Across all our winter exhibitions, visitors will access comprehensive demonstrations of Sunsynk's revolutionary technology. Our technical team will showcase wireless solutions transforming installation processes, demonstrate intuitive interfaces enhancing user experiences, and explain how integrated smart capabilities create new opportunities for energy professionals.

Whether you're established in mature markets or exploring Africa's rapidly expanding renewable energy sector, these exhibitions offer invaluable insights into how Sunsynk technology supports your business objectives.

Visit us this October experience the future of energy technology with Sunsynk.

The Sunsynk Acure

A Game-Changer for Solar Installers

As an installer, you know that the difference between a profitable job and a problematic one often comes down to the equipment you choose. The Sunsynk Acure Series has been engineered specifically with your challenges in mind, delivering a hybrid inverter solution that not only impresses clients but dramatically simplifies your installation process whilst opening new revenue opportunities.

Why the Acure Will Transform Your Business

The Sunsynk Acure Series represents the latest evolution in Sunsynk’s proven smart hybrid inverter range, available as either a 3.6kW or a 5kW unit across both single-phase and three-phase configurations. Building upon Sunsynk’s established reputation for reliable solar innovation globally, the Acure Series sets a new benchmark that will differentiate your installations from the competition.

Designed with three core principles that matter to your bottom line – smart operation, scalable functionality, and seamless integration – the Acure delivers the reliability your reputation depends on whilst offering features that clients will pay premium prices for.

Slash Installation Time with Wireless Technology

The stand out feature that will revolutionise your installation process is the wireless CT (Current Transformer) coil technology. No more running cables through walls, under floors, or across ceilings to connect current transformers. The wireless CT system utilises robust LoRa technology with impressive range, allowing you to position monitoring points wherever needed without the constraints of cabling.

This innovation translates directly to your profitability: dramatically reduced installation time, cleaner job sites, and the flexibility to offer monitoring solutions that would have been prohibitively complex with traditional wired systems. Whether you’re retrofitting an existing property or working on new construction, the wireless approach ensures fast commissioning and leaves clients impressed with the clean, professional installation.

Smart Switch Integration That Sells Itself

The Acure’s compatibility with up to 10 wireless smart

switches opens an entirely new revenue stream for your business. Each system includes a programmable 40A smart switch as standard, but the real opportunity lies in expanding the installation to control water heaters, pool pumps, EV chargers, and air conditioning systems.

These aren’t just add-on sales – they’re value propositions that clients understand immediately. When you can demonstrate how the system will automatically heat their pool with excess solar energy or charge their electric vehicle during off-peak periods, you’re not just selling equipment, you’re selling lifestyle improvements and guaranteed savings.

User Interface That Reduces Call-Backs

The completely redesigned user interface addresses one of your biggest post-installation challenges: confused clients calling for support. The intuitive navigation and crystal-clear displays mean homeowners can actually understand their system’s operation. Real-time information including solar production, battery status, grid connection, and system loads are presented in a format that makes sense to non-technical users.

The integrated LED status bar provides instant visual confirmation of system performance through intelligent colour coding. When clients can see at a glance that their system is operating correctly, your phone stops ringing with unnecessary support calls.

Built-in Safety Features That Protect Your Reputation

The Acure Series incorporates built-in arc fault detection technology, providing protection against dangerous electrical arcs that could potentially cause fires. The integrated solar panel theft detection circuit offers additional security for valuable solar installations,

alerting clients immediately to any unauthorised interference.

These safety features aren’t just selling points – they’re protection for your professional reputation. When you install systems with comprehensive safety monitoring, you’re demonstrating the professional standard that sets you apart from less experienced competitors.

Connectivity That Simplifies Commissioning

Built-in Bluetooth, Wi-Fi, and LAN capabilities mean you can commission, configure, and troubleshoot systems without the frustration of connectivity issues. Whether you’re setting up monitoring on-site or providing remote support after installation, the comprehensive connectivity options ensure you can work efficiently.

This robust connectivity also enables you to offer premium ongoing monitoring and maintenance services, creating recurring revenue opportunities beyond the initial installation.

Aesthetic Options That Close Sales

A modern design available in both black and white configurations, the Acure Series allows you to match any client’s aesthetic preferences. This seemingly simple feature often makes the difference in competitive situations where clients are comparing multiple quotes. For many clients aesthetics are more important than technical specifications.

Scalable Solutions for Any Project

With sizes including 3.6kW and 5kW units, you can standardise on Acure technology across your entire project portfolio. This reduces your inventory complexity whilst ensuring consistent, high-quality results regardless of project size.

The system’s compatibility with Sunsynk’s expanding ecosystem – including smart switches, batteries, and the established inverter range – means you can offer clients genuine expandability. When clients know they can add features and capacity later using the same platform, they’re more likely to commit to the initial installation.

Competitive Advantages That Win Jobs

When competing for installations, the Acure Series provides talking points that matter to clients: wireless

installation for cleaner aesthetics, comprehensive smart home integration for lifestyle benefits, and built-in safety features for peace of mind. These aren’t just technical specifications – they’re compelling reasons for clients to choose your proposal over competitors using conventional equipment.

The wireless CT technology alone often impresses clients who’ve had previous quotes requiring extensive cabling work. When you can demonstrate monitoring capabilities without disrupting their home’s appearance, you’re addressing a major client concern before they even raise it.

Future-Proof Technology That Protects Client Investment

By choosing Acure technology, you’re offering clients a future-proof solution that adapts as energy technologies evolve. This long-term value proposition helps justify premium pricing whilst reducing the likelihood of clients feeling their system has become obsolete.

The Professional Choice

For installers serious about building a reputation for quality installations and satisfied clients, the Sunsynk Acure Series represents more than just another product option – it’s a competitive advantage that simplifies installation, reduces callbacks, and creates new revenue opportunities.

The future of professional solar installation has arrived, and it’s powered by Acure technology.



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The Sunsynk Busbar

Revolutionising DC Electrical Distribution for Solar Systems

As Britain continues its march towards renewable energy independence, the importance of efficient electrical distribution systems cannot be overstated. Sunsynk, a UK company and global leader in smart solar storage solutions, has now made their innovative Busbar available for purchase, offering UK homeowners and installers a sophisticated solution for managing DC electrical connections in solar and battery storage systems.

What is the Sunsynk Busbar?

The Sunsynk Busbar (model SUNSYNK-BB-300) is a modular electrical distribution system designed specifically for DC applications in solar energy installations. At its core, this ingenious device serves as a central hub for electrical distribution, featuring both positive and negative Busbar's with four dedicated connections for batteries, loads, or chargers, plus an essential ground connection.

Think of the Sunsynk Busbar as the electrical equivalent of a roundabout junction for your solar system's DC power. Rather than having multiple cables meeting at various connection points throughout your installation, the Busbar provides a centralised, organised, and safe method of distributing electrical power between different components such as batteries, inverters, and charging systems.

Key Selling Points: Why Choose the Sunsynk Busbar?

1. Superior Safety and Professional Installation

The advantages of using a Busbar system become immediately apparent when compared to conventional cable-to-cable connections. Traditional installations often result in a confusing "spaghetti" of cables meeting at



makeshift junction points, creating numerous potential failure points and safety hazards. The Sunsynk Busbar eliminates this complexity by providing one central connection hub, dramatically reducing the number of individual connections required.

From a safety perspective, Busbar's offer superior protection compared to exposed cable joints or improvised junction boxes. All connections are contained within a proper enclosure with appropriate IP22 protection ratings, reducing the risk of accidental contact with live conductors and providing better environmental protection. This professional approach is increasingly preferred by insurance companies and electrical inspectors, who view proper distribution equipment as evidence of a quality installation.

2.Enhanced Electrical Performance

The electrical performance benefits are equally compelling. Busbar's offer significantly lower electrical resistance compared to multiple cable joints, resulting in reduced voltage drop and heat generation. The construction of the Sunsynk Busbar provides excellent conductivity, ensuring more efficient power distribution and potentially better overall system performance. This efficiency improvement can translate directly into enhanced return on investment for solar installations.

One of the most significant advantages for battery systems is the Busbar's ability to ensure even current distribution. Without a Busbar, the first battery in a string often carries more current than those further down the line, leading to unbalanced charging and reduced battery life. The Sunsynk Busbar eliminates this problem by providing equal resistance pathways to all connected batteries, promoting balanced charging and extending battery lifespan.

Professional Appearance and Organisation

The professional appearance achieved with a Busbar installation cannot be understated. Instead of multiple cable joints wrapped in tape or housed in various junction boxes, the Sunsynk Busbar creates a clean, organised, and professional-looking installation that reflects the quality of the overall system.

Engineering Excellence in Design

The engineering behind the Sunsynk Busbar demonstrates the company's commitment to both functionality and safety. The system is rated for an impressive 800 amperes across 12V, 24V, or 48V system

voltages, translating to power handling capabilities of 12kW, 24kW, and 48kW respectively. This substantial capacity ensures the Busbar can accommodate everything from modest residential installations to more demanding commercial applications.

The modular design is particularly clever, allowing multiple Sunsynk Busbar's to be interconnected using the provided M8 bolts and links. This scalability means that as your energy needs grow, your electrical distribution system can expand accordingly without requiring a complete overhaul – you simply connect additional batteries or loads to available terminals.

Installation and Maintenance Advantages

One of the most compelling reasons to invest in a Sunsynk Busbar is the installation efficiency it provides. For installers, the busbar significantly streamlines the installation process, reducing labour time and complexity. The provided drill template and mounting hardware ensure precise placement, whilst the modular nature allows for efficient planning and implementation of large-volume roll-outs, whether for new builds or retrofit applications.

The system's flexibility extends to mounting options as well. Whilst IP22 protection suggests optimal mounting orientation, the Busbar can actually be installed in any position to suit your installation requirements. This adaptability proves invaluable when dealing with space constraints or unusual installation environments.

Maintenance and troubleshooting become remarkably straightforward with a Busbar system. All connections are organised in one accessible location, making it much easier to inspect, test, and maintain your system. If there's an issue, technicians know exactly where to look rather than tracing cables throughout the installation. This organised approach not only saves time during routine maintenance but also reduces diagnostic time when problems arise.

Safety and Compliance

Safety considerations are paramount in any electrical installation, and the Sunsynk Busbar excels in this regard. The unit features proper insulation and is designed to IP22 standards, providing protection against ingress of solid objects and water. However, it's crucial to note that the Busbar doesn't include

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internal fusing – all connected loads, chargers, and batteries require external fusing for optimal safety. The installation process emphasises safety protocols, requiring all positive battery poles to be disconnected before any work begins on the Busbar. This approach, combined with the requirement for qualified personnel to handle battery-related work, ensures installations meet the highest safety standards. The elimination of improvised connection methods significantly reduces the risk of electrical faults and potential fire hazards.

Economic Benefits and Future-Proofing

Whilst the initial investment in a Sunsynk Busbar might seem substantial, the economic benefits become apparent when considering the total cost of ownership. The organised electrical distribution reduces installation time, potentially lowering labour costs significantly. More importantly, the robust construction and five-year warranty provide long-term reliability, reducing maintenance costs and system downtime.

The Busbar's ability to handle high currents efficiently with low resistance pathways also translates to improved system performance. In solar applications, where every percentage point of efficiency matters for return on investment, this improved electrical distribution can contribute to measurably better overall system performance.

The modular nature of the Sunsynk Busbar system provides excellent future-proofing capabilities. As battery technology evolves and energy storage requirements change, the system can be easily expanded or reconfigured without major infrastructure changes. Adding new components is as simple as

connecting to available terminals rather than creating new junction points or splicing into existing cables.

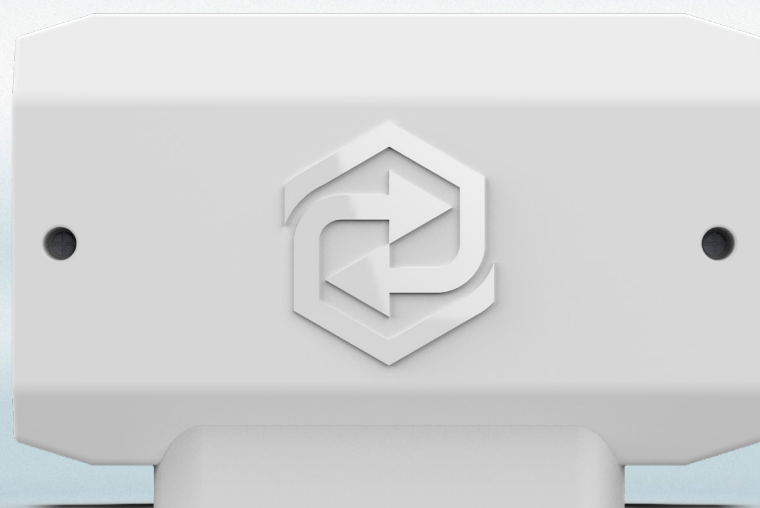
The Busbar's compatibility with various system voltages (12V, 24V, and 48V) ensures it can accommodate different equipment specifications and future upgrades, protecting your investment in electrical infrastructure for years to come.

Professional Installation and Support

Sunsynk's commitment to quality extends beyond the product itself to comprehensive support services. The detailed installation manual, complete with torque specifications (14Nm for all connections) and clear diagrams, ensures proper installation. The company's UK-based support team provides additional assurance for installers and end users alike.

The Sunsynk Busbar represents a sophisticated solution to the challenges of DC electrical distribution in solar energy systems. Its combination of high current handling capacity, modular expandability, robust safety features, and superior electrical performance makes it an excellent investment for anyone serious about optimising their solar installation.

By replacing the chaos of multiple cable connections with an organised, professional distribution system, the Sunsynk Busbar doesn't just improve safety and performance – it transforms the entire approach to DC electrical distribution. With the product now available for purchase, UK installers and homeowners have access to professional-grade electrical distribution technology that was previously only available in large commercial installations.



Smartlynk

Smarter, simpler, wireless energy management that saves money, reduces waste. Keeping you powered when it matters most.



Backup Confidence

Supports critical loads during outages or grid interruptions.



Wireless Freedom

Easy to install and control, no additional wiring required.



Smart Monitoring

Manage, track, and optimise energy in real time.



Universal Compatibility

Fully compatible with all single-phase Acure systems.



Seamless Integration

Designed to work perfectly within the Sunsynk ecosystem.



Efficient Energy Use

Redirect surplus power automatically once batteries are full.



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Smartlynk – Your Smart Energy Switch

Smartlynk is the intelligent hub that gives you wireless control over your energy system. Acting as a smart switch, it lets you remotely turn Sunsynk products and connected devices on or off. With Smartlynk, you're not just monitoring you're actively controlling when and how your system runs.

Case Study

Station Farm - Maximising Commercial Opportunities Through Roof-Mounted Solar Systems in the Agricultural Sector

The agricultural sector presents substantial opportunities for commercial solar installers, particularly as farmers face mounting pressure from rising energy costs and seasonal demand spikes. A recent installation at Station Farm in Authorpe, Lincolnshire, demonstrates how strategic system design can transform both installer business prospects and client operations.

Understanding the Agricultural Energy Challenge

Station Farm operates as a grain storage and drying facility, representing a sector with intensive electricity requirements during critical harvest periods. For installers, such operations present compelling commercial opportunities due to their substantial energy consumption patterns and available roof space. The seasonal nature of agricultural energy demand means these clients often experience significant cost spikes precisely when they need reliable power most.

The farm's decision to pursue rooftop solar rather than ground-mounted arrays reflects a growing awareness among agricultural clients about preserving productive land whilst maximising existing infrastructure. This shift creates opportunities for installers who understand how to present roof-mounted solutions as both financially and environmentally superior alternatives.

System Specification and Commercial Considerations

The 65kW installation utilised a balanced east-west orientation across existing roof structures, paired with a SUNSYNK-50K-SG01HP3-EU-BM4 inverter and SUN-HV-61.44 battery rack system. The choice of JA 430W bi-facial all black panels addressed both performance requirements and aesthetic concerns - a factor increasingly important to commercial clients.

For installers evaluating similar opportunities, the hybrid inverter's capabilities prove particularly relevant. The three-phase 50kW unit's flexibility supports on-grid, off-grid, and UPS configurations, essential for agricultural operations requiring uninterrupted power during critical periods. The

64kWh battery capacity provides substantial overnight coverage, addressing the client's specific requirement for continuous operation beyond daylight hours.

The system's scalability through DC and AC coupling offers installers additional revenue opportunities through future expansion projects. Agricultural clients often have phased development plans, making retrofit compatibility a valuable selling point for securing long-term client relationships.

Installation Challenges and Solutions

Weather conditions during the installation presented significant challenges, with engineers working through intense heat and strong winds. For installers pursuing agricultural projects, these conditions are commonplace and require careful project planning and experienced teams. The seasonal urgency - completing installation before harvest - adds pressure but also creates opportunities for premium pricing when clients have critical deadlines.

The successful completion ahead of harvest season demonstrates the importance of reliable project delivery in building agricultural sector reputation. Agricultural clients operate within tight seasonal windows, making contractor reliability a key differentiator in securing repeat business and referrals within farming communities.

Business Development Insights

Hallgate Lincs Limited's evolution from leisure industry electrical contractors to renewable energy specialists reflects broader market opportunities. Their 25-year electrical

background provided the technical foundation for solar expansion, whilst rising energy costs created client demand. This transition model offers insights for established electrical contractors seeking diversification.

The company's installation of over 30 Sunsynk systems over three years demonstrates how product familiarity can streamline operations and improve profit margins. For installers, developing expertise with specific inverter and battery systems reduces installation time, minimises technical issues, and improves customer confidence.

Market Positioning and Client Education

The client's emphasis on utilising roof space before considering agricultural land for solar installations reflects a sophisticated understanding of resource optimisation. For installers, this presents an opportunity to position themselves as advisors on sustainable development rather than merely equipment suppliers. Agricultural clients increasingly value contractors who understand land use priorities and can articulate environmental benefits alongside financial returns.

The project's early performance indicators, whilst limited, already show positive grid usage reduction. This immediate feedback capability through monitoring systems provides installers with powerful tools for client satisfaction and future sales opportunities. Real-time performance data helps justify system costs and supports referral generation.

Sector Implications and Growth Opportunities

Agricultural solar installations offer several advantages for commercial installers. Farm operations typically have substantial roof areas without shading issues, excellent grid connections to handle large systems, and clients motivated by both cost reduction and environmental considerations. The sector's seasonal cash flow patterns often align well with solar investment timing.

The growing emphasis on agricultural sustainability creates additional opportunities for installers who understand environmental certification requirements and can position solar installations within broader sustainability strategies. Many agricultural businesses require environmental credentials for supply chain compliance, making solar installations strategic investments rather than purely financial decisions.



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For installers pursuing agricultural opportunities, understanding the specific energy patterns, seasonal requirements, and land use sensitivities proves crucial for successful project development. The Station Farm installation demonstrates how technical expertise combined with sector understanding can create substantial commercial opportunities whilst supporting agricultural sustainability objectives.

The agricultural sector's substantial energy requirements, available roof space, and growing environmental awareness position it as a significant growth market for experienced commercial solar installers willing to understand and address its unique operational requirements.



Fact

The first solar panels that were only capable of capturing about 1% of the energy hitting them. Today panels are 25 times more efficient, and developments to improve efficiency are still underway.

Industry Events During Q3 2025

This Winter Sunsyrk will be exhibiting in Europe and Africa. The demand for Sunsyrk products is exploding around the world and new markets are opening up every quarter. See the links below to keep up to date with the latest product releases and innovations.



Solar & Storage Live Cape Town

Dates: 15-16 Oct 2025

Location: Cape Town International Convention Centre

<https://www.terrapinn.com/exhibition/solar-storage-live-cape-town/index.stm>

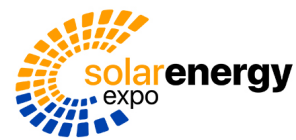


Powerlec Expo Kenya

Dates: 11-13 Nov 2025

Location: Sarit Expo Centre, Nairobi, Kenya

<https://powerleckenya.com>



Solar Energy Expo

Dates: 13-15 Jan 2026

Location: Ptak Warsaw

<https://solarenergyexpo.com>



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Link to find out more



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For beginners or if you want to find out more about our inverters and what they can do for you.

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