



## Solar Academy Webinar

# SOLERGY – A new international label for high quality solar thermal products



**Marisol Oropeza**  
Solar Heating Initiative



**Sören Scholz**  
DIN CERTCO

A hot shower  
without remorse



Solar water during  
summer and winter



Warm you up,  
but not the planet!



CO<sub>2</sub>-free with solar heating



The **Solar Heating Initiative** consists of companies and organisations that jointly strengthen the perception of solar thermal energy in the public sphere. Voluntary, independent and by conviction.

- **Stefan Abrecht**  
Technical Advice and Lobbying
- **Marisol Oropeza**  
Marketing and Public Relations



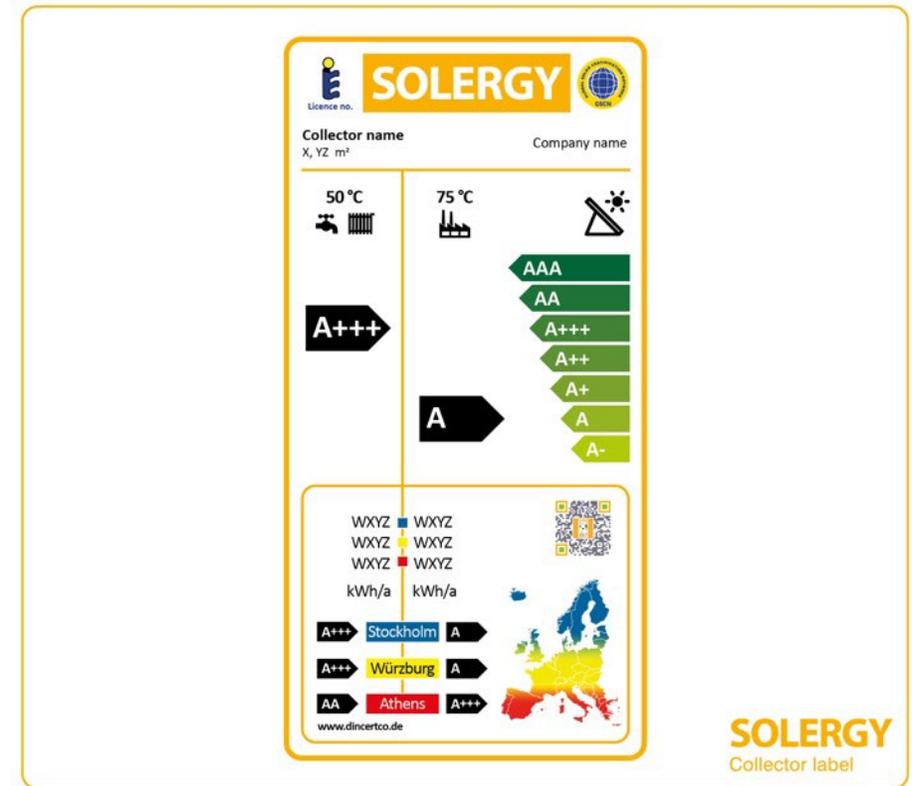
# HeatChangers

*Amplifying our Voice for Solar Heat*

Social media:

@HeatChangers #HeatChangers

[www.heat-changers.com](http://www.heat-changers.com)



Social media:

@WeLoveSolarHeat #SolergyLabel

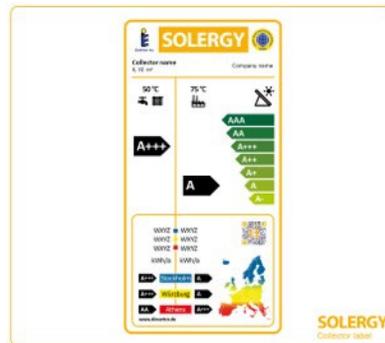
[www.solar-heating-initiative](http://www.solar-heating-initiative)

[www.gscn.solar](http://www.gscn.solar)

[www.dincerto.de/solergy\\_en](http://www.dincerto.de/solergy_en)



It has created the **SOLERGY label** for Europe, North America, Oceania, and Asia together with DIN CERTCO (Germany).



It gathers the most relevant solar heat certification schemes worldwide.





GSCN Global Solar Certification Network

ABOUT US +

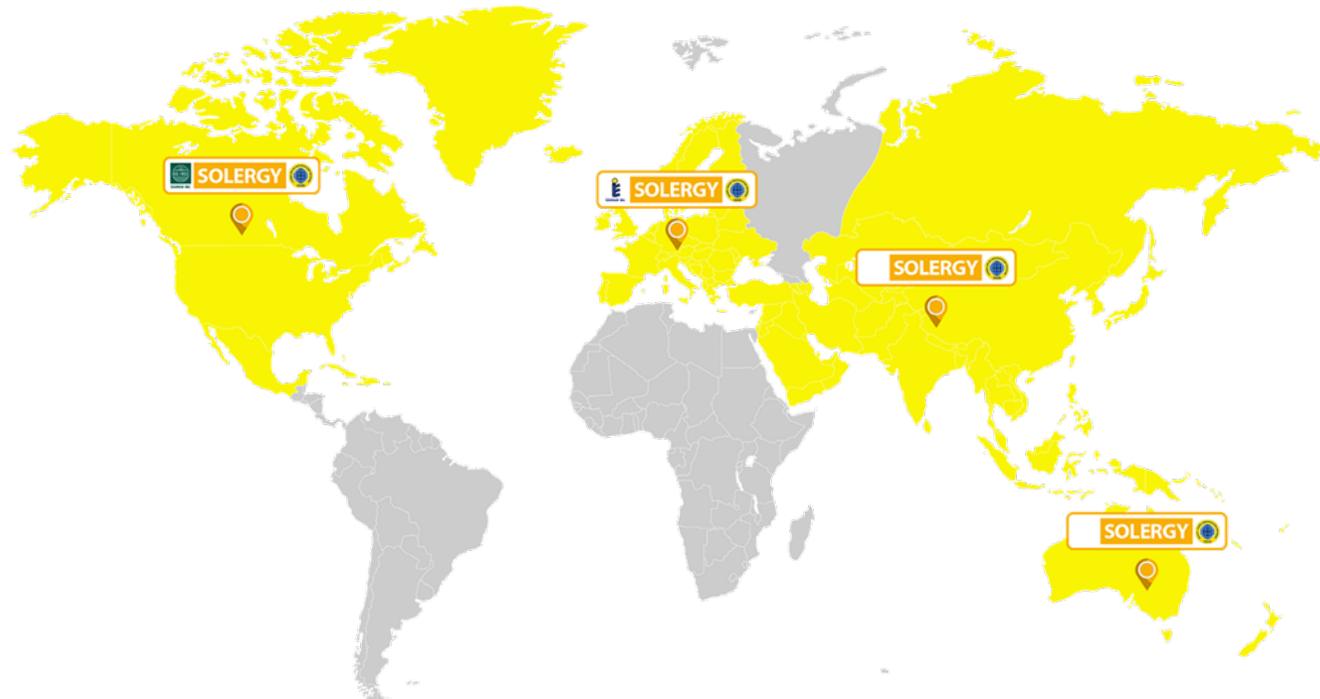
SOLERGY

SERVICES +

MEMBERSHIP +

CONTACT

## HIGH QUALITY SOLAR THERMAL COLLECTORS ARE A KEY FACTOR FOR INCREASING THE SHARE OF SOLAR HEAT WORLDWIDE.



- GSCN: brings together collector certification schemes, certification bodies, test labs and collector manufacturers from all over the world.

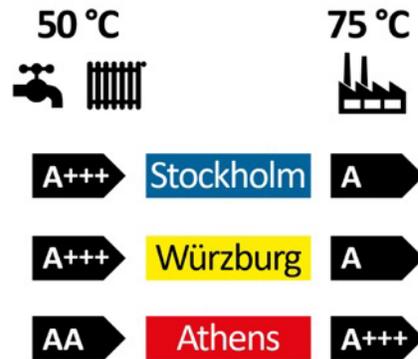


- SHI: develops the international marketing strategy for the SOLERGY Label.

# Together, we want to

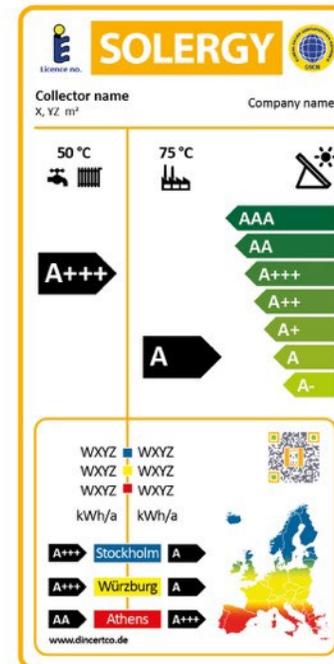


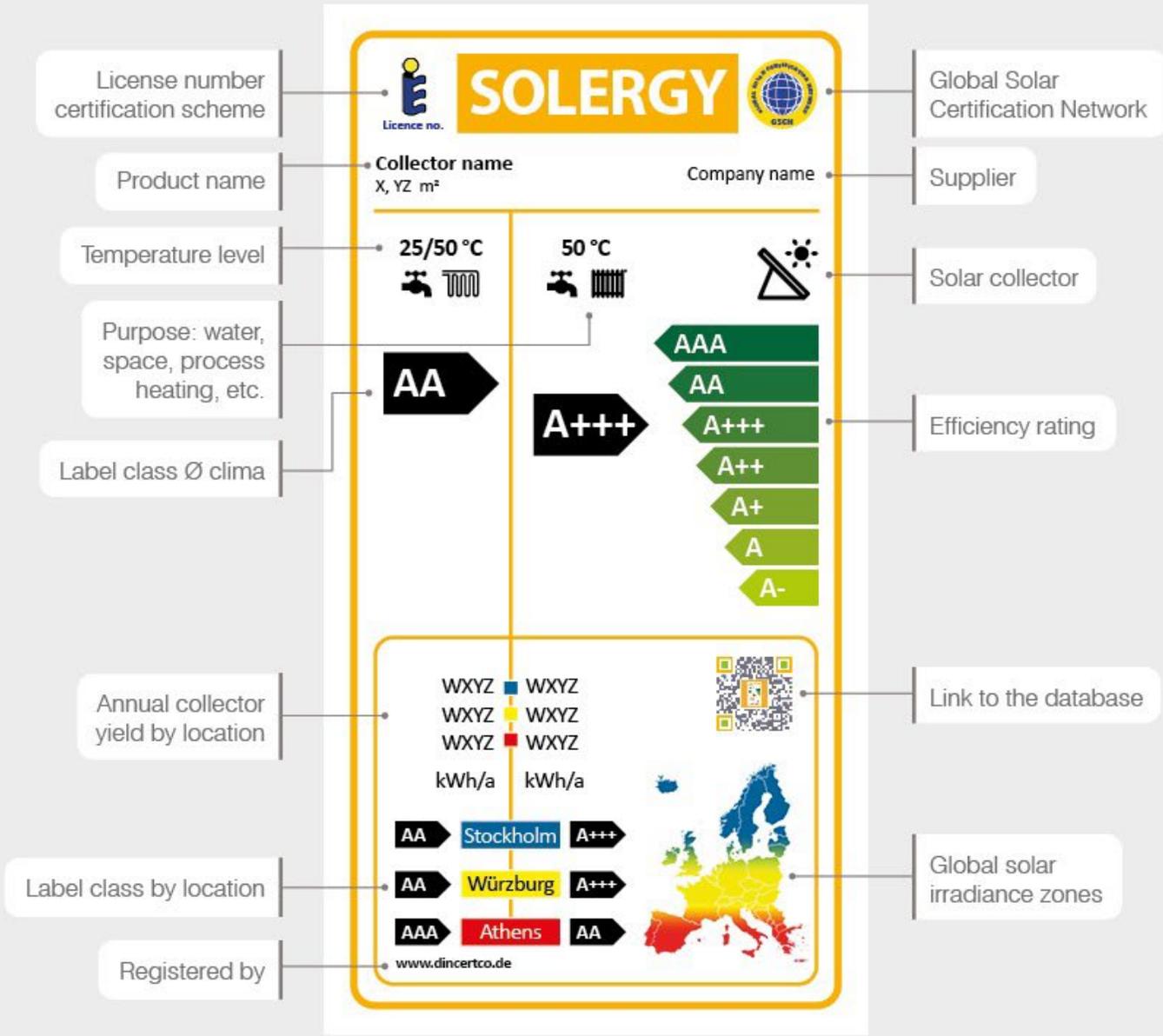
- show how much solar collectors can contribute to a CO<sub>2</sub>-free heat supply in different locations and at different temperature levels.
- do that taking existing collector certification schemes acknowledged by the GSCN as basis.



Labelklasse nach Standort  
Label class by location

SOLERGY  
Collector label





# What does the label tell me?



## Three questions, three answers.

### What is the label for?

It is a decision-making tool for the selection of a Solar Thermal or PV-Thermal collector in different locations.

### What does the label tell me?

How well the solar irradiation is used. The higher the rating of the collector, the higher the yield per area. This also means that the available area is used much more efficiently.

### Why a collector label?

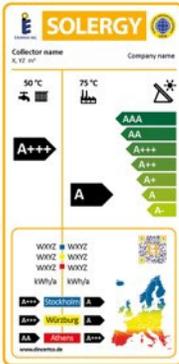
Because it makes the contribution of solar collectors to a cleaner and independent heat supply more visible.

# How does SOLERGY work?



## SOLERGY label of the collector

Displays information relevant for marketing purposes



## SOLERGY registration

Collector output data sheet (one per collector certificate)

Information publicly available to increase transparency

		Reg.-Nr. / Registration No.	EL SKM 10039
<b>Kollektoretrags-Datenblatt</b> <small>Collector output data sheet</small>		Ausstellungsdatum / Date of issue: 17.12.19	
Labelinhaber / Label holder: PAPAEMMANOUEL SA Reg.-Nr. Solar KEYMARK Zertifikat / Registration No. Solar KEYMARK certificate: SKM 10039			
<b>Typbezeichnung</b> Type designation: FMAX TOP_272 <b>Bruttokollektorfläche</b> Gross area: 2,73 m²			
<b>50 °C</b> Ertragsklasse des Kollektors / Output class of collector: A+++ Bruttowärmeerträge des Kollektormoduls [kWh] / Annual collector output per module [kWh]: 1407 Bruttowärmeerträge pro m² [kWh] / Annual collector output per m² [kWh]: 515 Jahreswirkungsgrad des Kollektors / Annual efficiency of collector: 44%	<b>Stockholm</b> A+++ 1407 515 44%	<b>Würzburg</b> AA 1524 558 45%	<b>Athens</b> AAA 2661 975 55%
<b>75 °C</b> Ertragsklasse des Kollektors / Output class of collector: A++ Bruttowärmeerträge des Kollektormoduls [kWh] / Annual collector output per module [kWh]: 869 Bruttowärmeerträge pro m² [kWh] / Annual collector output per m² [kWh]: 318 Jahreswirkungsgrad des Kollektors / Annual efficiency of collector: 27%	<b>Stockholm</b> A++ 869 318 27%	<b>Würzburg</b> A++ 926 339 27%	<b>Athens</b> AA 1812 664 38%

## Valid collector certificate

Only certification schemes acknowledged by the GSCN

Requirement to apply for the SOLERGY label registration

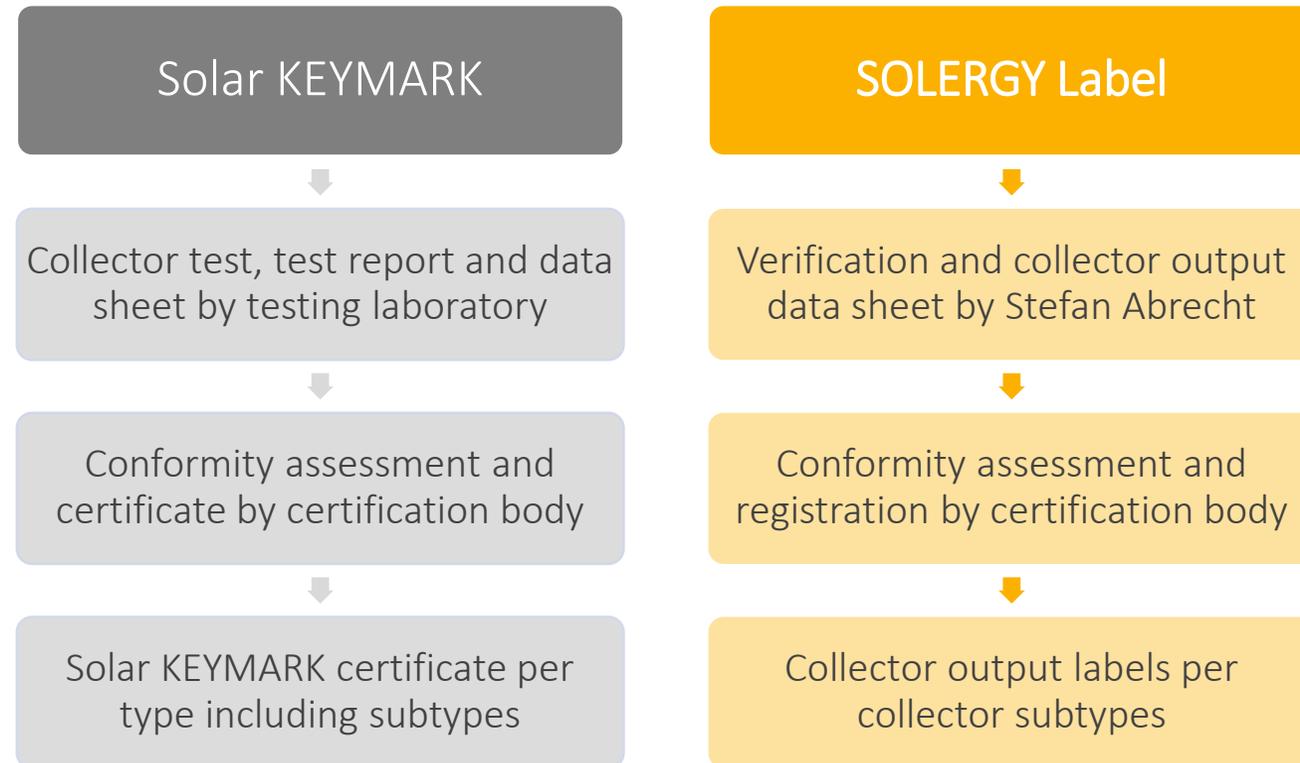


# Similar approach to classical product certification

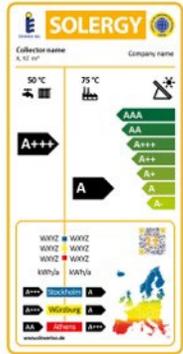


Classical product certifications such as Solar KEYMARK, RSCC, Watermark, etc.

Example: Solar KEYMARK for Europe



# SOLERGY label - Status



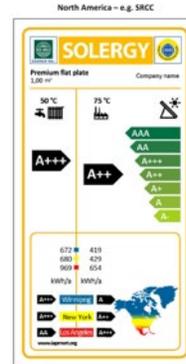
## Europe

In the market since September 2016

- Collector certification scheme: **Solar KEYMARK**
- Certification body: **DIN CERTCO**

Facts:

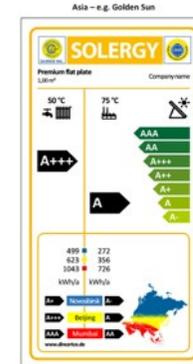
- 24 companies have applied for the label
- 53 registrations have been processed
- 170 labels have been issued



## North and Central America

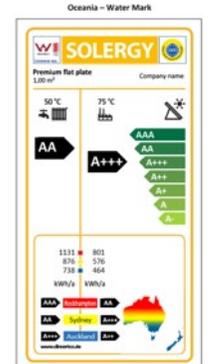
To be launched in 2022

- Collector certification scheme: **SRCC**
- Certification body: **SRCC**



## Asia and Oceania

Coming soon



# Who can apply for SOLERGY?

## Manufacturers with own brand

Collector manufacturing companies that sell the collectors with their own brand.

## OEM manufacturers

Collector manufacturing companies that don't sell with their own brand to end-customer market but sell the collectors to third companies only (B2B).

## OEM customers

Companies that don't have an in-house collector production, buy from OEM manufacturers and sell the collectors with their own brand.

### Requirements:

- Valid collector certificate Solar KEYMARK, SRCC, Watermark, etc.
- Collector test report (e.g. ISO 9806) and data sheet
- GSCN Membership

# Example

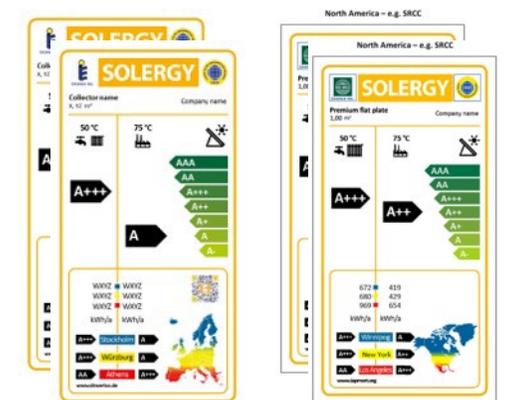
- 1 collector with 2 subtypes certified in Europe (Solar KEYMARK)
- This collector shall be certified additionally in the **USA**
- The manufacturer has a quality management system

2 collector certificates

2 SOLERGY registrations for Europe and North America

4 SOLERGY labels for Europe and North America (2 collectors and 2 subtypes)

Temperatur	Stochhöhe	Wirbelung	Affekt
50 °C	A+++	AA	AAA
75 °C	A++	A+	AA
100 °C	A+	A	A+
125 °C	A	A-	A
150 °C	A-	A-	A-



# Join and enjoy!



## Year 1

### Registration fee

Includes:

- SOLERGY collector output data sheet
  - SOLERGY labels for each collector subtype (optional for OEM manufacturers)
- Valid during validity of the collector certificate

## Year 2, 3, 4,....

### Annual licence fee:

Includes:

- Right to use the labels
- Membership of GSCN and SHI

1. Manufacturer with own brand

2. OEM Manufacturer

3. OEM Customer

All of the above

✓ **Launch discount for the first registration**

✓ **OEM customer first registration discount**  
(if the supplier has a SOLERGY label registration)

✓ **Continental discount**  
The more continents, the higher the discount!

✓ **Welcome deal:**

- GSCN welcomes SOLERGY: free GSCN membership for one year for registered SOLERGY companies
- SOLERGY joins GSCN: supporter status of the Solar Heating Initiative (company logo and link to website)

• Per continent with labels

• Per continent without labels (optional for OEM Manufacturers)

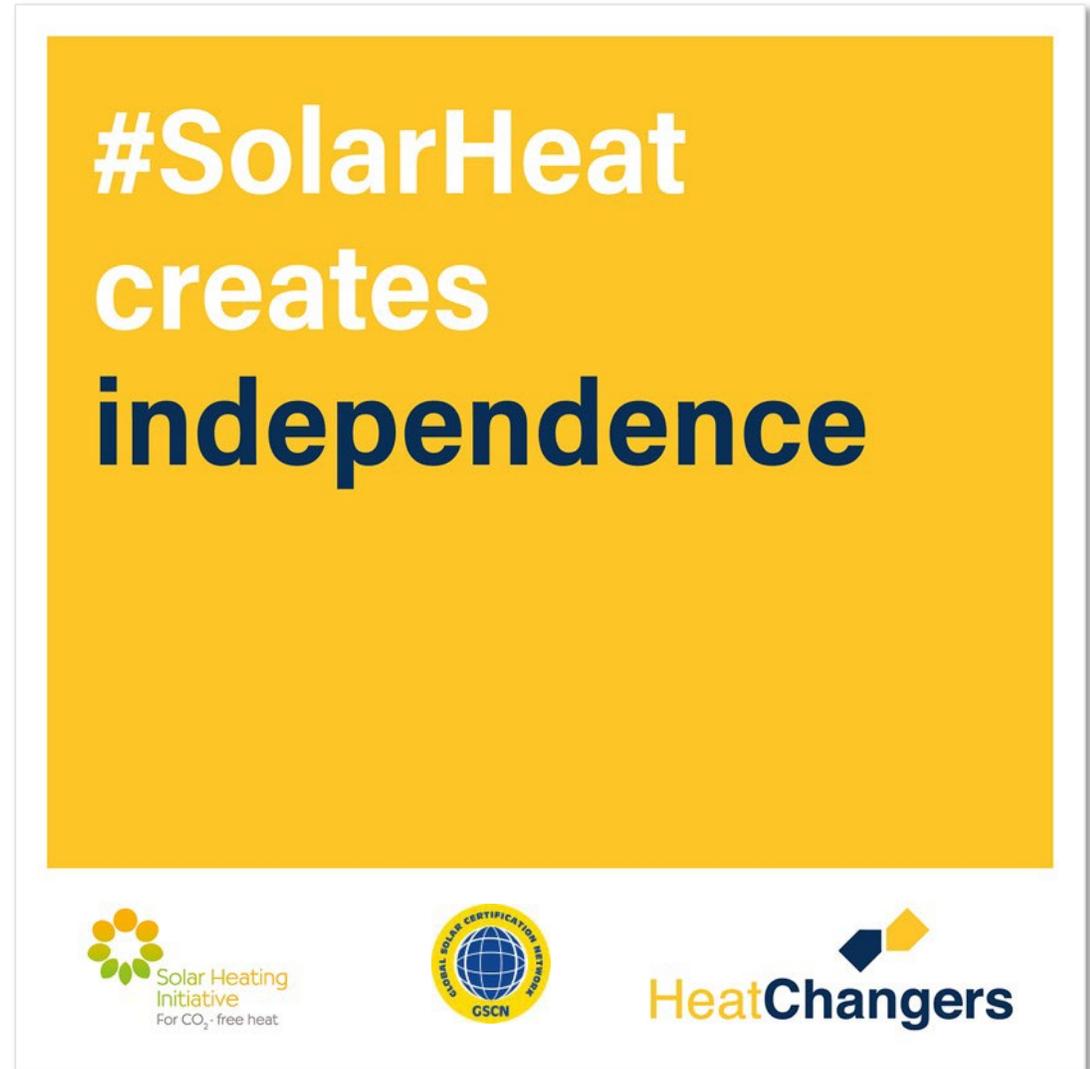
• Per continent with label

# GSCN and SOLERGY bridge the gap!

- Companies from countries with **no** established national or regional **collector certification** that have a collector certificate from a foreign country or region can apply for the **SOLERGY** label of its continent and use it in its country.
  - e.g. a Mexican manufacturer with a **Solar KEYMARK** or **SRCC certificate** can get the **SOLERGY** label for **North America** and use it in **Mexico**.
- Potentially, **SOLERGY** can be seen as a uniform basis for subsidies.
- Additionally, it can be acknowledged as part of the eligibility criteria of solar obligation programs.

# Be part of ...

- the global **community** for **solar heat**
- the alliance that stands for **quality, confidence and transparency**
- the movement for a higher share of solar heat in the **global heating market**



**#SolarHeat**  
**creates**  
**independence**

 Solar Heating Initiative  
For CO<sub>2</sub>-free heat

 GLOBAL SOLAR CERTIFICATION NETWORK  
GSCN

 HeatChangers