

Redington launches 'Solar Rooftop Partner Program' to strengthen its Renewable Energy Portfolio

Aims to simplify adoption of solar power by homes and businesses

New Delhi: 29-09-2022: Redington Limited (NSE: REDINGTON), a leading IT technology provider, today launched the '**Solar Rooftop Partner Program**' to accelerate the solar power adoption by homes and businesses. The program will be enabled through the **Redington Digital Platform**, which will seamlessly connect the processes and industry stakeholders – home & business owners, solar installers, service management, financial institutions, remote monitoring of solar plants, solar EPC & SI and Redington Inventory Management. It aims to engage and onboard system integrators as authorized solar rooftop partners of Redington Solar.

As a part of the program, Redington will help its select set of partners to identify and expand their customer base for solar rooftop plants. It will conduct quick and comprehensive assessments to understand the specific customer requirements and help the partners to cater to the same. Further, Redington will provide the Rooftop Solar Kit. The kits are designed to suit different type of customer requirements in terms of quality and price.

Redington has tied up with banks & NBFC's to provide financial assistance to its channel partners and their customers to install rooftop solar plants. It will provide financial assistance to its partners through CUG credit cards and channel finance, and easy EMI based consumer loans to customers. Additionally, Redington will provide the OEM warranty certificates directly to the end customers and assist them for any warranty claims throughout the life of the solar plants. It will also provide insurance to the Rooftop solar plant to cover any potential risk scenarios that are not in the purview of OEM warranties.

Pradeep Srikanthan, SBU Head, Redington Limited said, *"We, at Redington, have a strong focus on driving and democratizing the adoption of renewable energy such as solar, across all key markets in India. With the launch of the 'Solar Rooftop Partner Program', we aim to simplify and streamline the process of sale, purchase, installation and maintenance of solar plants on rooftops of home and businesses. This program will empower our trusted network of partners to strengthen their solar business by engaging and acquiring potential customers in an efficient, sustainable and profitable way."*

Key Features of Redington's Solar Rooftop Partner Program:

- Separate partners for Residential Rooftop and C&I Rooftop Solar projects
- Online CRM & project management tools to manage projects effectively
- ONLY Redington authorized Rooftop partner can offer ****ROOFTOP SOLAR PLANT INSURANCE****
- Redington Rooftop partner will supply (MMS), earthing, (LA), and do the installation
- Authorized Rooftop partner will do the billing to the end customer.
- Consumer loans for your customers to install Rooftop solar plants.
- Authorized partner will get incentives for execution of their leads through Redington portal
- Limited number of partners to be selected per City



With a strong presence in organized distribution, Redington is taking long strides towards the future of renewable energy with its solar business. Riding on the strength of a vast distribution network, it focuses on enabling the availability of high quality solar products from top global brands in the Indian market. It distributes “High Quality and Technologically Advanced Solar Energy Products” to the last mile consumers through a network of Solar System Integrators, Channel Partners and Installers.

About Redington Ltd:

Redington Limited is a leading IT Technology solutions provider for all categories of Information Technology, Mobility, Telecom, Cloud, Lifestyle and Solar products. It has footprints across 38 markets through 60 subsidiary offices. With over 290+ brands associations and 39,500+ channel partners, it is transforming the distribution and supply chain ecosystem through synergy between innovation and technology adoption.

For more details, please visit <https://redingtongroup.com/india/>

Media Contact:

Himani Rautela

rautela.himani@redington.co.in

9711306576
