

# Who are you listening to?







#### We are highly specialized in the output and overall quality of **PV modules**







1. Manufacturer of highly

accurate test equipment



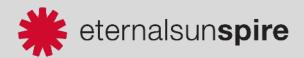


2. <u>In-house inspection of PV-module</u> production facilities



3. Own physical laboratories in strategic locations

In 2016, Eternal Sun acquired Spire (founded 1969) creating a powerhouse of module measurement and quality control services



# Key Challenges for Implementing Solar Projects in Developing Countries

1. Know-How & Expertise

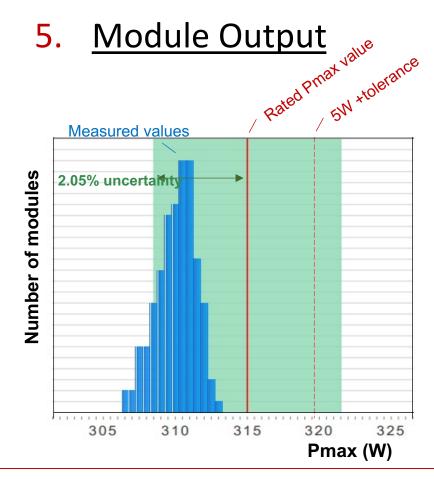
2. Overall Module Quality

3. Module Authenticity

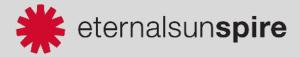
4. Damage







These 5 challenges can negatively impact project lifetime but can also single-handedly determine success.



#### Identifying Solar Quality Issues During Relief/Humanitarian Projects

#### **AUTHENTICITY**

- Label Orientation
- Cell Alignment
- Junction Box Orientation
- Connector Branding
- Glass or Plastic?
- Cell Color
- Packaging
- Module Function

VISUAL INSPECTION IEC 61215 MQT01

# HIDDEN DAMAGE & PRODUCTION DEFECTS

- Cell Cracking
- Soldering Defects
- Delamination
- Grid-Finger Defects
- Busbar Misalignment
- Hotspots
- Cell disconnection

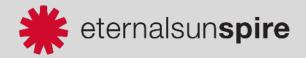
EL TESTING IEC 60904-13

#### PERFORMANCE

- Module Function
- Pmax lower than Pnom

IV TESTING
IEC 61215 MQT 06

Sending a sample to a laboratory is the best way to do these tests, however they can also be done on-site with affordable equipment.



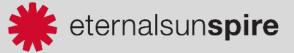
# Affordable & Easy to Use Tools to Validate Performance and Quality







Portable EL Camera + Power Supply



#### Quality Issues Visualized: 1 of 2





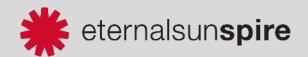


**Installation Issues** 

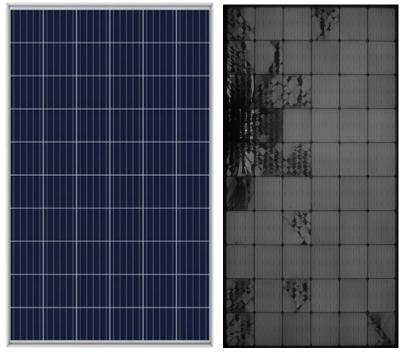
**Transportation Damage** 

Cell Homogeneity

Make sure that there is at least 1 person that can identify quality issues. They are often not hard to spot!



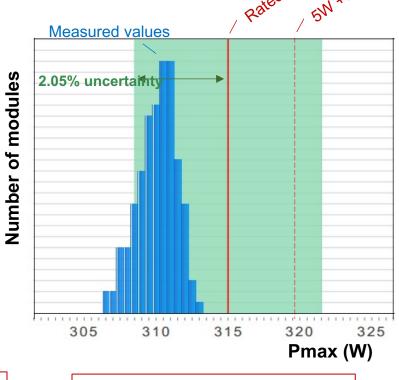
#### Quality Issues Visualized: 2 of 2





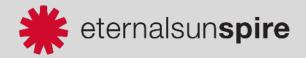


Barcodes not matching Manufacturer



**Underperforming Modules** 

However, some types of quality issues require testing or additional data to be uncovered.



#### 4 Key Tips to Securing PV Module Quality

#### 1. Buy Direct from the Manufacturer

Or reputable wholesaler potentially in a different country

### 2. <u>Define Quality Requirements in Purchase Contract</u>

Specify acceptable quality levels for modules (EL, performance)

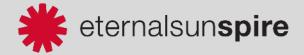
# 3. Validate quality and performance by testing

• During production, before the transfer of ownership and at the moment of delivery

## 4. Appoint at least one person who can identify and monitor quality

Be on-site during key project milestones

Availability of quality control professionals and facilities are limited in developing countries. Research this up front.



#### 4 Specific Tactics to Securing PV Module Quality

### 1. Ask for EL photos and flash data from the manufacturer up front

Supplier can't give the data? Alarm bells!

#### 2. Clearly inform that you will validate authenticity, quality and performance

This can scare off non-reputable sellers or at least give an incentive to ship a product of quality!

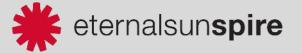
### 3. Validate before the transfer of ownership

• Try before you take! Validate before ownership is transferred.

# 4. Negotiate full payment only after you have inspected the goods

Don't pay in full until quality is verified! Give an incentive to deliver quality.

Securing PV Module quality in developing countries requires out of the box thinking and doing. Thinking is always free! Doing can (sometimes) cost money. Include a budget for this in your project planning.



# How can I get more information / advice?



Eternalsun Spire provides quality control services in all global markets.

Want to know how your next Solar Water project can get a quality boost?

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