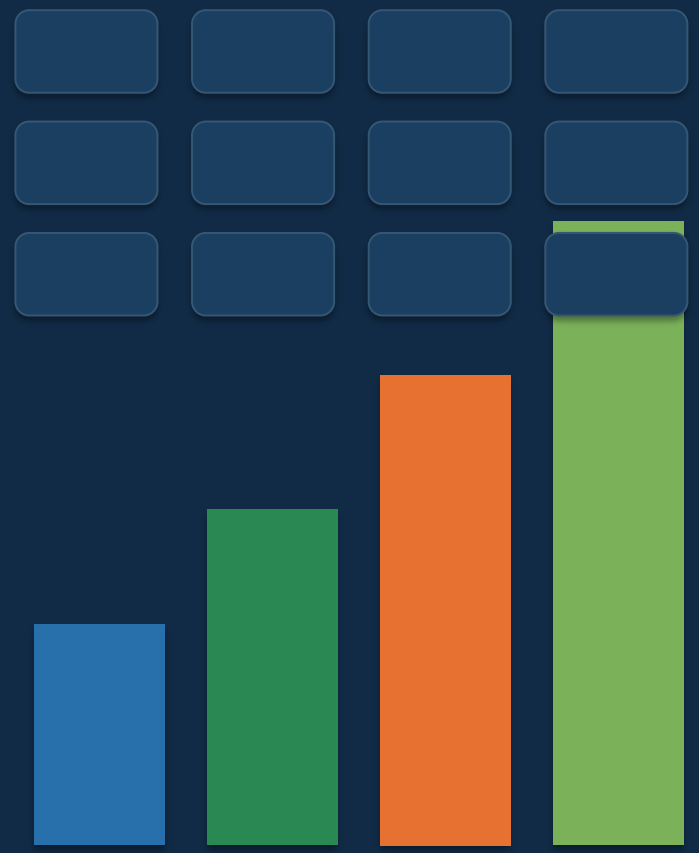
BUILD A LOCAL BUSINESS. POWERED BY A NATIONAL-READY PLATFORM.

SYNERA | Plasmaberry Partner Programme

Your market knowledge. Our products, technology and delivery expertise.
A partnership designed to grow together.



LOCAL PRESENCE • SMARTER SOLAR CARE • SHARED GROWTH

From cleaning specialist to solar asset-care company

Established in 2017, Plasmaberry has expanded from module cleaning into an integrated asset-care proposition.

THE PLASMABERRY JOURNEY

2017 — Cleaning expertise

Residential, commercial and utility-scale assets

Automation

Manual, mechanized, robotic and Jaladhara solutions

Integrated asset care

AMC, monitoring, service evidence and reporting

WE DON'T JUST CLEAN SOLAR MODULES. WE HELP PROVE THE VALUE OF CARE.

CLEAN IT

Manual, robotic and automated cleaning

MAINTAIN IT

AMC, health checks and preventive care

PROVE IT

Digital records, reports and service visibility

A specialist partner with products, field processes and a digital intelligence layer.

A complete bouquet to build your local business

Multiple entry points into the same customer base—from one-time solutions to long-term service relationships.

01

MODULE CLEANING

Manual • mechanized • robotic

02

JALADHARA

Automated sprinkler-based cleaning

03

ANTI-DUST SHIELD

Hydrophobic glass treatment

04

AMC & ASSET CARE

Silver • Gold • Diamond plans

05

HEALTH & MAINTENANCE

Asset checks • preventive maintenance

06

INSTALLATION SUPPORT

Manpower • supervision • T&C

The opportunity: win the first service, then grow the account with more of the portfolio.

Start with a customer need. Expand into asset care.

A flexible service portfolio for rooftops, commercial & industrial sites, and larger solar assets.

CLEANING SOLUTIONS

- Manual and mechanized rooftop cleaning
- Robotic cleaning for suitable ground-mounted plants
- Scheduled cleaning programmes
- Anti-Dust Shield treatment where appropriate

AMC & PREVENTIVE CARE

- Silver, Gold and Diamond AMC structures
- Inverter monitoring and performance reviews
- Asset health checks
- Preventive maintenance and issue escalation

PROJECT & FIELD SUPPORT

- Installation manpower and supervision
- Testing and commissioning support
- Documentation and service reporting
- Specialist technical support for approved scopes

A broader offer helps partners build customer relationships beyond the first transaction.

Jaladhara: Automatic Sprinkler System

Automated micro-sprinkler cleaning for suitable commercial rooftops.



SYSTEM IN ACTION · COMMERCIAL ROOFTOP INSTALLATION

SPRINKLER NOZZLE

Precision-moulded micro-sprinkler head on a rigid riser, fed by the smart controller.

180° UMBRELLA THROW

1.8 m radial reach per nozzle; even panel-face coverage with minimal water and no overlap gaps.

SMART CONTROLLER

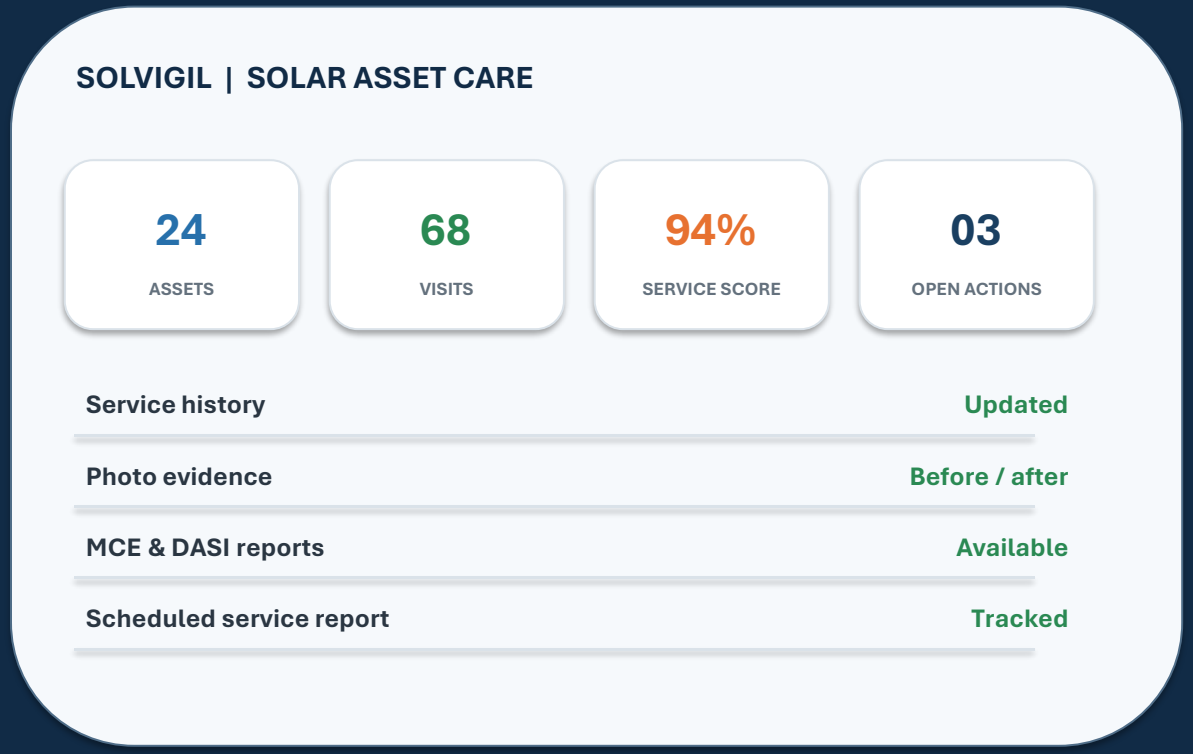
Custom cleaning programmes and sequential management of multiple zones.

KEY BENEFITS

1. Fully automatic — no human intervention.
2. Power generation uplift claim: at least 5%–10%.
3. Water requirement stated in the source: 1.75 litres per module.

Solvigil: the intelligence layer competitors may not bring

A branded digital service experience—backed by Plasmaberry's field processes and asset-care expertise.



WHAT MAKES IT DIFFERENT

- Every visit can be supported by technician data and photo evidence.
- Service activity becomes structured history—not a report lost in email.
- MCE / DASI and other reporting help make service outcomes more visible.
- Partner-facing or white-labelled portal experience can strengthen the customer's view of your service.

You build the relationship. Solvigil helps prove the care.

Platform features and partner-facing access are subject to the agreed product configuration.

Local entrepreneurship. Plasmaberry's platform.

A clear division of roles gives the partner room to build while protecting service quality and customer continuity.

THE LOCAL PARTNER

- Develop the assigned market and customer relationships
- Identify and register qualified opportunities
- Coordinate site visits, proposals and follow-up
- Represent Plasmaberry within agreed authorization
- Support customer retention and local insight

+

PLASMABERRY

- Provide product and technical training
- Supply approved sales tools and commercial frameworks
- Support solution design and specialist proposals
- Deliver or enable agreed services
- Provide Solvigil/Helios reporting and operating methods

The partner is not left to invent everything. Plasmaberry is not left to grow without local ownership.

A partnership with clear rules—and room to grow

Trust is supported by transparent opportunity allocation, commercial terms and performance reviews.

REGISTERED OPPORTUNITIES

Qualified leads are logged and assigned through an agreed process.

EARNED TERRITORY RIGHTS

Territory privileges are linked to activity and agreed performance.

TRANSPARENT COMMERCIALS

Product/service schedules define eligible earnings and payment conditions.

CONTINUITY BY DESIGN

Shared records and documented handover protect active customer service.

The aim is not to lock partners in. It is to make building together the better long-term choice.

One local customer can open multiple revenue doors

Hypothetical example to show the business-building logic—not a forecast, margin promise or guaranteed earning.

1 WIN

Jaladhara or cleaning solution

Start with one clear customer need.

2 SERVE

AMC / preventive care

Build a planned service relationship.

3 PROVE

Solvigil reporting

Make activity visible and professional.

4 EXPAND

Renewals + additional services

Grow the account over time.

A MATURE TERRITORY MAY COMBINE

- PRODUCT / AUTOMATION SALES
- RECURRING SERVICE CONTRACTS
- RENEWALS & ADD-ON SERVICES

Partner earnings depend on the agreed role, actual collected revenue, delivery responsibilities and approved commercial schedule.

Build with capability—not from scratch

For entrepreneurs and local businesses ready to develop the solar asset-care opportunity in their market.

A differentiated offer

Jaladhara and a wider asset-care portfolio help move beyond price-only cleaning.

Digital credibility

Solvigil-backed records and reporting can strengthen customer confidence.

A path to recurring business

AMC, preventive care, renewals and add-on services extend the customer journey.

Technical backing

Training, approved methods and specialist support help close the capability gap.

A local growth platform

Build market presence with defined territory plans and opportunity rules.

Room to scale

Successful partners can pursue broader territories and deeper customer relationships.

YOUR LOCAL MARKET. OUR TECHNOLOGY. SHARED BUSINESS GROWTH.

Let's build your city's solar asset-care business

A structured launch—starting with your market, not a one-size-fits-all franchise promise.

01

MAP

Define target cities, customer segments and installed-base opportunities.

02

PLAN

Agree a territory plan, pipeline goals and capability needs.

03

AGREE

Finalize commercial schedules, roles and opportunity rules.

04

ENABLE

Complete training, tools, certification and joint customer planning.

BECOME A SYNERA MEMBER

Plasmaberry Solar Pvt. Ltd. | Cleaning • Automation • AMC • Asset Care • Digital Service Intelligence

Who can become a SYNERA Partner?

We are looking for credible local entrepreneurs and businesses who can build customer trust and develop a service-led solar business.

LOCAL MARKET ACCESS

Established presence, business network or strong access to commercial rooftops, industries, EPCs or solar owners.

BUSINESS DEVELOPMENT

Ability to identify prospects, conduct customer meetings, follow up systematically and build a qualified pipeline.

COMMERCIAL READINESS

A registered business or willingness to complete the required business, tax and contractual formalities before appointment.

SERVICE & TRUST MINDSET

Commitment to ethical representation, customer care, safety, accurate reporting and Plasmaberry's standards.

Prior solar experience is an advantage—not the only route. Market credibility, commitment and execution discipline matter.

Take the first step into SYNERA Family.

A simple, transparent process to explore the opportunity in your city or region.

01

DOWNLOAD

Get the Partner Evaluation Form from our website.

02

COMPLETE

Tell us about your business, market access and growth plan.

03

EMAIL

Send the completed form to sales@plasmaberry.com.

04

DISCUSS

Our team reviews fit, territory potential and next steps.

PARTNER EVALUATION FORM **https://www.plasmaberry.com/partner-evaluation-form**

(DUMMY LINK — replace with live page URL before publishing)

Questions? Write to sales@plasmaberry.com

Plasmaberry Solar Pvt. Ltd. | Build your local business with our technology, products and expertise.