Become a Regilo installation partner

A good energy system deserves a good installation.

Regilo EMS makes battery storage, generation and consumption work together. We are building a network of qualified installation partners who can handle installation, configuration and commissioning independently. In the Netherlands and beyond.

Your expertise and Regilo EMS

You help customers and suppliers put Regilo EMS to work. You assess the installation, connect supported devices and check that the system works as agreed. Regilo provides the EMS platform and associated support within the agreed scope of service.

What the partnership offers you

You learn to work with Regilo EMS and Re.Connect, gain access to the agreed technical information and may be introduced to customers and suppliers for suitable projects. This allows you to expand your services and build a customer base around energy systems using Regilo EMS.

How you can earn revenue

Installation and handover Site surveys, preparation, installation, configuration, testing and commissioning.

Supply and expansion Margin on hardware and materials you purchase and sell, plus work on system expansions.

Service and maintenance Support, maintenance and site visits that you agree directly with your client.

You set your own installation and service rates. We agree purchasing terms and any fees in advance, based on your role. The partnership does not guarantee projects.

How we work together

Clear roles, direct contact and a carefully commissioned system.

Making agreements directly

A battery supplier might offer the battery and Regilo EMS while you carry out the installation. The supplier, customer and installation partner agree who places the order and who supplies and invoices each part. You also agree planning, costs, handover and service directly.

Preparation and commissioning

You check installation requirements, supported devices and the required communication. This includes a suitable energy meter, a power supply for Re.Base, stable internet and accessible communication ports. Available functions depend on the connected equipment, versions and configuration.

Re.Connect helps you prepare the project and work through installation and commissioning. For an installation using Victron VRM, you check the available measurements and operation there. You test the agreed functions and record the configuration and results.

Helping the customer get started

At handover, you explain the system and agree who the customer can contact. The EMS subscription starts after successful commissioning in Re.Connect and the first successful connection to the platform. Hardware, installation and any additional services are agreed separately.

Who does what

Installation partner Assesses and carries out the installation, configures and tests the system, and handles the handover.

Supplier Supplies the agreed equipment and makes arrangements for its support.

Regilo Solutions Provides the EMS platform and helps with EMS questions within the agreed scope of service.

Maintenance, fault call-outs, additional engineering and custom integrations are agreed separately where needed. This makes clear what is included and who to contact for each issue.

Getting off to a good start

You do not need to know Regilo EMS inside out yet. A sound professional foundation and a willingness to learn our way of working are the starting point.

What we expect from you

You have experience with electrical installations and relevant knowledge of battery storage and energy management. You can assess installation and communication requirements, work carefully and hold the qualifications and authorisations required for your work. You document operation and agree clear arrangements for availability and follow-up.

1 Getting to know you

We discuss your experience, service area, project types and the role you want to fulfil. Would you mainly like to install systems, also sell them, or provide ongoing service?

2 Learning and putting it into practice

We agree on the instruction and guidance needed. Using an initial installation, we jointly review the preparation, configuration, tests and handover.

3 Recording partner agreements

We record which work and applications you can cover, the region you serve and how support and follow-up are organised. We also agree commercial terms in advance.

Beyond the Netherlands

We build the partnership carefully in each country and service area. A local partner knows the language and installation practices and can help on site. Regilo provides the agreed remote support.

Discuss the partnership

Tell us about your company, experience and service area. Feel free to include an example project and indicate the role you would like to fulfil. We will discuss whether the partnership is a good fit and what is needed to get started together.

Get in touch with your Regilo contact or visit
regilosolutions.com/en/become-an-installation-partner/

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