

What we buy

- Used PV modules from DE/EU (repowering, surplus, insurance cases)
- Mono / poly, framed modules; typical range 250–600 Wp
- Pallets and container lots (20ft / 40ft); mixed lots possible
- Preference: tested & documented; cosmetic defects acceptable
- Target markets: Africa (B2B off-grid, C&I, EPCs, traders)

Supplier checklist (please provide)

- Brand / model / wattage, production year (if known)
- MOQ / total quantity available + location (ZIP / city)
- Condition: A/B/C grade, known defects, % broken glass
- Test data: flash list / IV curve / EL images (if available)
- Price indication (EXW/FCA) + availability timeline
- Clear photos of pallets + close-ups of labels & defects

Logistics & commercial terms

- Incoterms: EXW / FCA preferred (EU pickup); FOB on request
- Quantity: full pallets → container loads; recurring supply preferred
- Packaging: stackable pallets, corner protection, strap + shrinkwrap
- Documentation: packing list, photos, serial list (if available)
- Payment: agreed per deal (standard: bank transfer; escrow for new relationships)

Process

- 1 Send offer details
- 2 Fast evaluation (24–48h)
- 3 NDA / data exchange (optional)
- 4 Testing / sample (if needed)
- 5 Agreement: price + Incoterms
- 6 Pickup / loading + payment