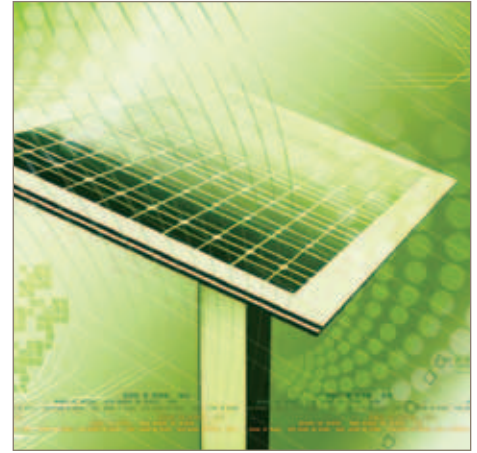


# The Parker Approach

Lowers Technology Risk in the Solar Market

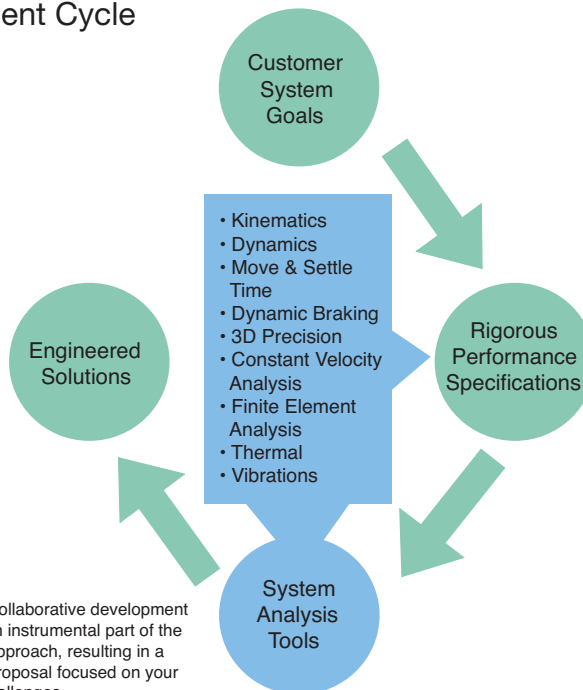


## Parker and Solar

The global market for solar energy has grown substantially in the past several years, and Parker Hannifin, a leading supplier of motion control technology, is keeping in step with demand.

Parker recognizes the critical value of bringing technologies to market quickly, and our systematic approach allows our engineering team to maintain a strict timeline to develop and execute projects, while mitigating risks.

### Development Cycle



Parker's collaborative development cycle is an instrumental part of the six-step approach, resulting in a solution proposal focused on your unique challenges.

## Contact Information:

Parker Hannifin Corporation

### Electromechanical Automation, NA

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Rohnert Park, CA 94928  
phone 800 358-9070

### Pneumatic Division, NA

8676 East M-89  
Richland, MI 49083  
phone 877-321-4736

[www.parkermotion.com/solar](http://www.parkermotion.com/solar)



## This Six-Step Approach Includes:

- **Understanding Your Needs.** Based on a review of your goals, we help develop a rigorous definition of system requirements.
- **System Analysis.** Proprietary software analyzes the proposed system value and optimal component sizing.
- **Solution Proposal.** We document the system requirements, cost effectiveness of options, proposed system design and analysis, price quotation and delivery schedule.
- **Project Management.** A project manager assigned to your project uses a secure, 24/7 Web-based tool to manage progress and keep both the engineering teams informed and current.
- **Acceptance Test Procedure.** This mutually agreed upon document outlines the procedures, tools and methods used to verify that all project performances meet desired specifications.
- **After-Sales Support.** Includes an engineer on site during delivery, machine inspection, training, maintenance and 24/7 support.

ENGINEERING YOUR SUCCESS.

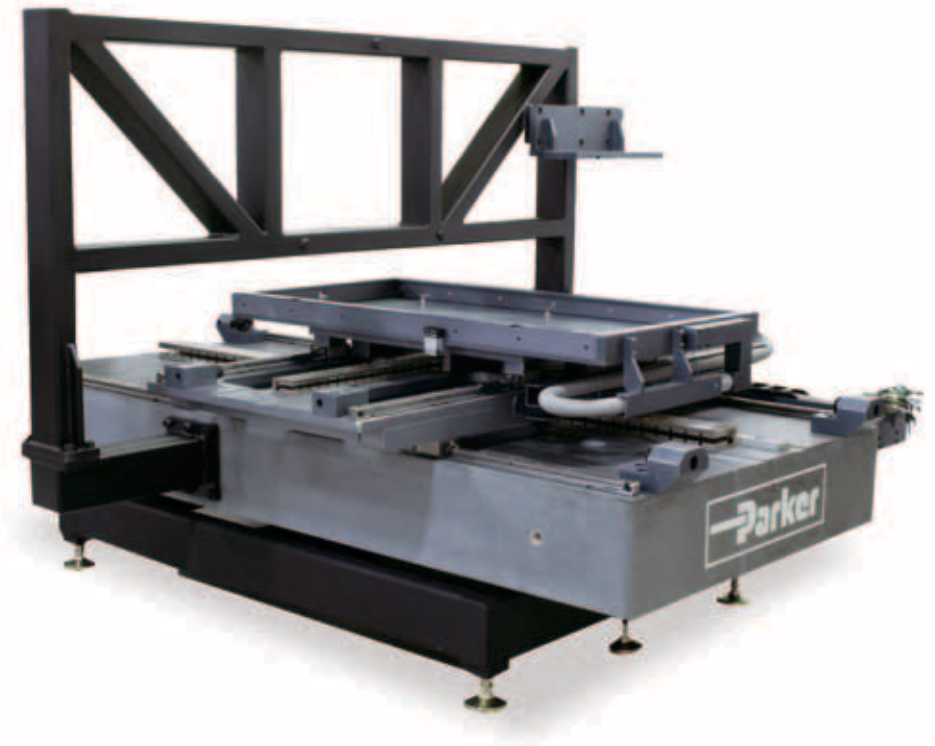
# Lower Cost, Reduced Risk and Faster Time to Market

The collaborative development cycle and our six-step approach to solving application challenges, combined with Parker's highly experienced engineering team, give customers confidence as we bring their solar project to market. Moreover, Parker is a single resource offering a wide range of solar-related capabilities and complete motion solutions.

## **Parker Experience:**

- **Solar panel manufacturing**
- **Laser scribing for thin film PV**
- **Integrated automated glass buffers with conveyors**
- **Solar array positioning**
- **Large glass (2.2m x 2.8m) handling gantry**
- **Flat panel manufacturing**
- **Wafer metrology**

Discover how Parker — the world's leading diversified manufacturer of motion and control technologies and systems — helps OEMs and machine builders lower the cost of motion control technology, reduce risk and speed time to market.



Parker's Instrumentation, Seals, Connectors, Climate and Control, Energy Systems Business Unit, and SSD Grid Tie Inverters are also capable of providing you additional solutions in this alternative energy field.

**For more information, please visit us online at  
[parkermotion.com/solar](http://parkermotion.com/solar) or call us at 800-358-9070  
to speak with an applications engineer.**

