



Power and Communication Solutions

Brian Winji

RE & EE Retail In Vanuatu

Power System Designs

- ▶ Find out what the Customer WANTS!
- ▶ Provide a System Design and pricing to the customer
- ▶ Explain to the Customer What it does
- ▶ AND What it does not do.



Power System Design - Part 2

- ▶ Find Out What the Customer NEEDS
- ▶ Learn future expansion plans of Customer
- ▶ Provide System Design and Cost to Customer
- ▶ Explain what the system DOES
- ▶ Advise what the system does NOT do.
- ▶ Discuss future expansion plans with the Customer and if this was included in the design.
- ▶ Explain System maintenance, installation and safety procedures.
- ▶ Ensure they have our contact number of any advice - or to refer their friends.



Retail, Product Range and Installation

- ▶ Determine a Business Brand and Quality Requirements of your business.
- ▶ At PCS we offer a range of Renewable Energy Products
 - ▶ That are High Quality
 - ▶ Purchased from a reputable Manufacturer / Supplier
 - ▶ Have a Good Warranty (that is honoured)
- ▶ System Installation - Provide a good system
- ▶ Advice the customer how to use / install and maintain their system
- ▶ Make sure their system is Safe - (i.e. Breakers / Fuses etc)



Internet and Social Media

- ▶ Use the Internet to advertise your business
- ▶ Create a Website
- ▶ And advertise products, systems and services.



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THANK YOU