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GROEP **T**

EE4 Project

SSV-2



Question 1.2

Company – Suntrap

(<http://www.suntrappv.pro/company>)

Suntrap is first and foremost a professional supplier for solar panels. But their product range and services goes beyond. They have much more closer ties with top solar power products manufacturers in China. And also acting as the Marketing & Sales Company of Prime Chinese Manufacturers of Solar Power, they have stronger business relations with top solar manufacturers in China as well as with electronics manufacturers. They can supply certified brands Solar Modules/ solar panels, Amorphous Silicon thin-film PV module, CIGS PV module, large-area BIPV material and the application system, solar cells, solar wafer etc., and guarantee lowest price and fast delivery and big / steady quantity stock.

Also Suntrap is a global distributor representing a lot of world-famous Top Solar manufacturers and other different Chinese manufacturers. Nobody can beat our lower price, since we cooperate directly with manufacturers in China. The solar industry is growing rapidly, US, Europe & Japan is leading markets.



They are global distributor of solar power products and we sell solar products to prime solar power buyers all over the world.

Suntrap PV is a premier global wholesale distributor of solar products for electric power applications in the residential, commercial, industrial, and public utility sectors. All of the distributed solar products are UL, CE, IEC, and/or TUV certified with long-term warranties. The price of products are from 100\$~2000\$. They offer direct shipments from local warehouses or manufacturers, as well as volume discounts.

Question 1.2

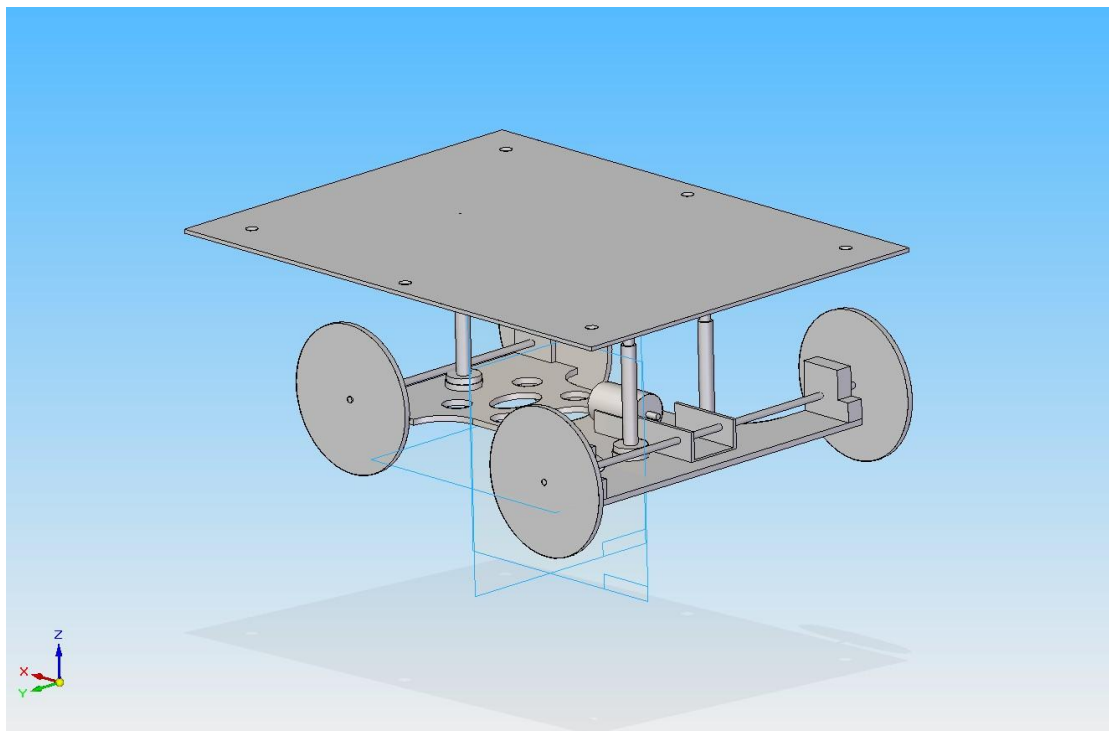
Business Plan

Company name - Illumination

1. Product

Our product is all designed by ourselves. We use almost one month to finish our car. The total weight of our car is 756 g. And the advantage of car is that it is light and runs very fast. Following this point, we choose the materials of frame and wheels of our car are synthetic wood and made the car in fablab. So the price of our car will not be too high and the quality of our car is good, because it can run fast. There is another characteristic of our car. That is because the direction of the sunlight is always changing in the daylight, so in order to get the maximum power from sunlight, we use 3 steels to change the direction. So if you want an energy-saving and fast car, you can choose our car. If you have children, it will be a best choice for you when you want to choose a toy for your children.

Here is the 3D picture in our car



2. Place

Because our target groups are children and young people, so we want to choose supermarket (like carrefour) and toy shop to sell the cars.

3. Price

We want to make a modest price and high quality solar car. And it can suit for every customer. So we choose 180 Euro.

4. Promotion

We will use our website and distribute leaflets to publicize our car. During holiday we will give a suitable discounting for our car. And we will choose every 3 month to hold a competition of solar cars and go through this activity to show our cars to customers.

Question 1.4

<http://www.yola.com/>

Question 1.5



Question 2

Place	Product	Price/€	Transmission price/€	People	Date
Fablab	Wood x1.5	3	By bus	Huang zhengyuan Tang yihan	2011/4/15
			Free bus card		
Aetic	CD	8.5	By bus	Reda Yared Sun haowen	2011/4/18
	Steel x 1.5	3	Free bus card		
Acco	Glue	5.5	By walk	Qian hongzhu	
Shop	Screw and	14	By bus	Bleumers Jan	2011/4/26
	other things		Free bus card		
Total		34	≈ 0		