

ZNX Energy GmbH

Manufacturer-independent advisor and turnkey partner for commercial battery storage in Germany.

THE ROLE RULE

On every project we take one of two roles, never both. As independent advisor we are paid a fee, earn nothing on hardware and take no commission from manufacturers or installers. As turnkey partner we deliver the system through vetted installation partners under one contract. If we wrote the specification or evaluate the bids, we do not bid.

INDEPENDENCE

ZNX sells no own hardware brand, develops no own control software and owns no energy assets.

SYSTEM RANGE

ZNX advises on and delivers battery storage systems from 50 kWh to the low MWh range.

THE ADVISORY PATH: SEVEN SERVICES, EACH ONE OPTIONAL

- 1 Load-profile analysis.** We find the peak in your metered data and a first sizing band.
- 2 Feasibility study.** We turn the sizing into a technical and economic assessment that follows the method of DIN EN 16247-1.
- 3 Specification and tendering.** We fix what you buy before any bidder prices it, run the tender and put every bid on the same basis.
- 4 Owner's engineering.** We review the design and supervise the site on your behalf.
- 5 Quote review.** We make the quotes you already hold comparable and check whether the system fits your load profile.
- 6 Acceptance testing.** We check the installed system before the final invoice is paid.
- 7 Energy audit.** We carry out energy audits to DIN EN 16247-1 for the EDL-G duty and prepare EnEfG implementation plans above 2.5 GWh.

TURNKEY DELIVERY

Engineering, manufacturer-neutral procurement and installation by vetted partners under our supervision, all under one fixed-price contract. Only offered where we did not write the tender or evaluate the bids.

SECTORS

Metalworking and machinery. Presses, welding lines and air compressors create a sharp peak at shift start.

Energy-intensive processes. Electroplating, heat treatment and foundries run furnaces and rectifiers on high, predictable batch cycles.

Plastics and injection moulding. Heating phases at machine start-up set the peak, rather than the running process.

Food processing. Refrigeration compressors, CIP cleaning cycles and continuous lines make both the capacity charge and supply security relevant.

Cold chain and logistics. Cold stores draw a steady base load; electric trucks add a growing charging load at the depot.

FOUNDERS

Fabian Dold, Managing Director. CEO of Equator Solar Systems in Kampala since 2020, runs the engineering and commercial side at ZNX.

Mira Kowalski, Managing Director. Co-CEO and CFO of Equator Solar Systems since 2023, runs finance and administration at ZNX.

Steffen Waßler, Founder and Senior Consultant. BAFA-accredited energy consultant and certified ISO 50001 auditor, founder of renergy consulting.

Franz Sistemich, Founder and Senior Consultant. Founder of Equator Solar Systems (2011) and of NEXIRA in Kassel.

TRACK RECORD

4,074 kWp PV built by Equator Solar · 3,923 kWh storage built by Equator Solar · 34 storage projects since 2016 · More than 70 projects across Uganda, Kenya and Tanzania

The figures and references in this profile are projects of Equator Solar Systems Ltd in East Africa. The contracting party for ZNX services is ZNX Energy GmbH.

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