



Preamble

Power is a critical business requirement for any business entity and with the state power distribution companies increasing their tariff between 5 – 10 % annually it is imperative that this cost is managed and controlled diligently. Renewable energy while fulfilling the green agenda for a business entity can also provide significant recurring savings.

Persept Solar Pvt. Ltd. is an Indian Institute of Management, Bangalore / NSRCEL incubated company. We offer consultancy services to our clients in their decision process associated with renewable energy sourcing, applicability and adoption. Persept Solar engagement will cover the entire life cycle of the decision process resulting in predictable power costs over long term resulting in significant recurring savings for the client. The associated consultancy services include evaluating vendors providing EPC and Independent Power Producers (IPP) services to install Solar PV plants, feasibility of the terms offered by vendors with their Power Purchase Agreements (PPA), feasibility of vendor offerings from regulatory perspective and associated services.



Scope of the consultancy services offered

Feasibility study covering power consumption, policy / regulatory compliance and financial viability

Provide comprehensive report on sourcing renewable power for entities located in specific regions identified by the client, covering the following aspects.

- Based on detailed assessment of prevailing renewable power policy in the state associated with the location of the business entity of the client, suggest the various options of sourcing renewable power including Open Access
- Technical feasibility of the proposed renewable power procurement based on the assessment of the electrical infrastructure support offered for transmission and distribution companies in the states. Interface with the designated officials for detailed discussions from local power distribution company and power transmission company for validation
- Commercial analysis in sourcing renewable power by the client. Provide projections on potential savings with the possible scenarios
- Evaluate viability of the commercials offered by EPC or IPP, leveraging Persept Solar financial analysis tool specifically created for renewable energy sourcing. The analysis will cover various components of the commercials such as EPC cost, Land cost, Debt Equity ratio, Project financing interest rates, Moratorium period, DSCR ratio, SGA and maintenance Expenses, Average annual renewable power generation per MWp in a specific state, yearly plant performance reduction and other dependent financial attributes.
- Validate the feasibility of the subsidies, incentives from the respective state renewable power policy perspective
- Propose the various alternatives that the customer can consider for sourcing the power



Preparation and selection of vendors to provide power to clients

- Determine location and site specific renewable power requirements for offices located in a specific region identified by the client
- Draft Request For Proposal (RFP) in consultation with the client to source power from potential IPP or EPC vendors
- Creation of the framework for selecting the vendor covering financial, technical, commercial, project execution, promoters background and credibility as many be applicable
- Evaluate the proposals submitted by the vendors with a set criterion
- Engage and identify the shortlisted vendor(s) with potential that the client can finalise with
- Interact with shortlisted vendors and site visits to evaluate their preparedness to deliver to committed Service Level Agreements (SLA)
- Recommend the vendor based on the merit of the proposal and vendor's capability in terms of financial strength and experience to execute the project in stipulated timeframe. If the power is to be sourced from a IPP then their ability to sustain for the period of Power Purchase Agreement (PPA) and policy / regulatory compliance are also evaluated and assessed.
- Provide client with the required guidance for negotiations with the selected vendors in respective locations on the commercial terms and other associated aspects



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Overseeing the execution of the selected vendor's installation of plant capacity and commissioning of power

- Engage with the client as a project consultant and work closely with client appointed vendor for execution of the project plan.
- Monitor execution and successful completion of the project as per agreed SLAs, terms and conditions.



For further details contact:

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