

So currently EPC player job is to block their working capital and execute the project and then struggle to get last mile payments which are often linked to getting final certificate from government body by developer.

So with less profit, scale is an important. So current situation of EPC industry is in consolidation stage and small players will have to give up the business in central utility projects and focus on rooftop projects and same pattern will follow in that segment also. In long term only big players will run this industry.

Bharat Bhut, Director, Goldi Solar says, "The companies that are on the verge of closing are EPC companies who take contracts. Owing to competition, the price of the EPC plants has gone down. So, few of the companies even after their excellent project works don't get their deserved dues." India is a price sensitive market and the normal trend is that the customers want products that are very cheap. So, in this price sensitive market, the quality makers are not valued. Due to high competition, EPC projects are considered not-so-high technical job which is true to some extent.

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Government tenders are being quoted at the lowest possible prices with less than ₹3/watt, driving intense insecurity amidst the investors.

▶ Ashok Kewat, Managing Director, Ashone Solar Solutions Pvt Ltd

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The quality parameters for modules and inverters are decided by the developers and not by the EPC players

▶ Samir Mehta, CEO, Bergen Solar

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▶ Bharat Bhut, Director, Goldi Solar

Since the solar industry is booming, people, technical and non-technical, from other sectors want to jump into solar and start a business out of it; the major reason that quality is not maintained, says Bhut.

AFFORDABLE SOLAR ENERGY FOR ALL



Reduced Downtime
Regular Maintenance reduces downtime of solar plant to a great extent. Revenue loss minimized



Increased Life
Preventive maintenance increase the lifespan of solar PV plant. Each component of plant gives trouble free service



Increased Efficiency
Increased Efficiency of PV plant. Maximum yield per watt peak of solar module.

Maintenance Philosophy

Our Services

-  **Premium Maintenance**
-  **Regular Maintenance**
-  **Maintenance on call**

Preventive & Breakdown Maintenance
Scheduled regular site visit / cleaning
trouble shooting through latest technology / practices



Remote Monitoring
Health monitoring at convenience of desktop / mobile



Reports/Charts
Continuous monitoring through daily / weekly / monthly report



SOLAR MAINTENANCE SERVICES



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Harnessing Solar Energy

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