

**Summary record of the consultation meet on “Grid-Connected Solar Rooftop and Small Solar Photovoltaic” program with Channel Partners & New Entrepreneurs, held in Auditorium, SCOPE Conventional Center, Scope Complex on 19<sup>th</sup> March, 2015 at 2:30 P.M**

At the outset, Shri Tarun Kapoor, Joint Secretary, MNRE welcomed the participants and informed about the Government’s new target of 1,00,000 MWp solar power of which 40,000 MWp is to come from Grid Connected Solar Rooftop PV Projects. He mentioned the three steps to achieve the target via. conducive regulations, customers motivation, and facilitation from the government. He said that the biggest impediment to the facilitation of solar rooftop is the customers motivation, and there is a need for financial institutions and channel partners to come together for incentivizing the customers to adopt solar power. Due to constraint of subsidy he suggested that the Channel Partners should go ahead for installation, even without waiting for Central Governments subsidy.

2. Secretary, MNRE suggested the participants to visit the India’s largest 7.54 MW SPV rooftop plant on a single roof at ‘Dera Beas’ near Amritsar in Punjab. He urged upon the companys to peruse with all the banks who have committed to extend loan for the rooftop sector as “Home Loan and Home Improvement Loan”. He asked the Channel Partners to give the opinion for the provision of subsidy on which the majority of participants channel partners together requested for the removal of the subsidy from Grid Connected Solar Rooftop Programme .

3. While making presentation on Solar Rooftop Grid-Connected Proogramme Dr. Arun K. Tripathi, Director, MNRE informed the participants that 17 states/UTs had issued the regulations on net metering / Grid connectivity for installation of rooftop systems. He further said that MNRE is also raising findings from International agencies i.e. KfW, World Bank ,ADB etc. for low cost financing of rooftop solar PV installation in the country. He elaborated that MNRE expects the channel partners to develop marketing plans, sales and servicing plans, innovative business models and user’s manuals to attract consumers.

4. Mr. Hemant Bhatnagar, from GIZ, gave a presentation about the drivers, business models, and opportunities in the rooftop solar sector, using case studies and analysis of some States.

5. Mr. Pawan Agarwal, from the Yes Bank, informed that Yes Bank has prepared a plan for providing loan for solar rooftop sector and channel partners may approach them for further details. He advised the channel partners to use products which are as per MNRE standards, which can help gain the trust of commercial banks to extend funding.

6. Mr. Manas Kalita, and Mr. Rahul Kapoor of ‘Snapdeal.com’, presented their interest of showcasing solar products on their website, and invited the channel partners to advertise through their website, which has a large customer’s visit. Possibility of

lowering the fee or providing free of cost space for channel partners to register on their website was suggested by Dr. Tripathi.

7. On the issue of MNRE to continue implementing solar rooftop through channel partners or making it completely market driven, a mixed response was obtained from the participants. Some of the participants believed that, having MNRE approved channel partners would help customers put faith on the product that has passed some technical standards. It would also help prevent forgery in the market. Others had an opinion that there should not be limited number of channel partners. Product standards should be published, and the service providers should be certified by DISCOMS to maintain product and installation quality.

8. The open discussion was carried out with the channel partners & the new entrepreneurs deliberating on steps that could be taken by MNRE to increase solar rooftop market outreach. The following key points emerged out of the discussion:

- a) There was consensus on having a standard Mark/Logo on products certified through NISE, BIS or any other standard agency, which should be popularized and people are made aware of it.
- b) There was a consensus among the Channel Partners that capital subsidy should be withdrawn, by MNRE which will help Channel Partners in developing free market.
- c) It was suggested that the subsidy money may be in turn used for quality assurance, and if possible, every State should have standard testing and certification laboratories. The subsidy could also be provided as collateral by MNRE to Banks which could provide low interest rate loans to the solar installer/customer.
- d) There was a consensus to tie rooftop solar PV with income tax rebates to popularize it in the domestic sector.
- e) Banks may advertise the Solar PV Rooftop system showcasing their policy which promote loan for Rooftop SPV systems along with Home Loan and Home improvement loan.
- f) It was decided that IT enabled platform (website/software) should be developed by MNRE / SECI or by private entities/ Channel Partners & New Entrepreneurs for the Information and Public Awareness of the customer.
- g) An E-Marketing platform & strategy to implement should be developed for the Solar Rooftop systems in the country.

The meeting ended with a vote of thanks to the chairman.