

## Case Study

### Company Background

European export promotion organisation, aiming to identify short to mid term Business Opportunities in the Indian Solar segment which can be presented to companies in the home country

*Submitted by*

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<p>▪ <b>Client Objectives</b></p>	<ul style="list-style-type: none"> <li>✓ To analyse and assess business opportunities for foreign companies in the Indian Renewable Energy sector</li> <li>✓ To identify tangible/sizeable project(s) in the Indian solar ecosystem wherein the foreign companies can participate or supply their products/services</li> </ul>
<p>▪ <b>T&amp;A Approach: Market Intelligence</b></p>	<ul style="list-style-type: none"> <li>✓ Overview of the Solar Energy sector in India with key emphasis on photovoltaic technology</li> <li>✓ Detailed value chain analysis of PV solar modules in India and assessment of opportunities for foreign companies in various stages of the value chain</li> <li>✓ Mapping of different stakeholders in the solar industry such as regulatory bodies, industry associations, public/private renewable energy companies</li> <li>✓ In-depth information on the key qualification criteria (technical eligibility criteria) for companies supplying product(s) to the Indian solar ecosystem</li> <li>✓ Research includes decision-making/ procurement process &amp; timeline for a typical Solar PV plant construction</li> <li>✓ Information on various key permits required for a Solar PV plant during pre-construction, construction and commissioning</li> <li>✓ Information on various upcoming/awarded Solar projects in the Indian Solar eco-system</li> </ul>
<p>▪ <b>Outcome</b></p>	<ul style="list-style-type: none"> <li>✓ Trade Advisory Report with in-depth details of various upcoming/ recently awarded Solar projects of various developers submitted to the client</li> <li>✓ Details include the size of the project (proposed capacity), location, proposed technology, financial requirements and the implementation authority</li> </ul>