

Smart ETC Enterprises



Energy, Technology & Communication
Marketplace

Renewable Energy | IT | IoT | EPC
Consultancy

Ground Mounted Solar EPC Projects

- Maharashtra (Pan Districts)
- EPC Business Opportunity
Initial Allocation: 50 MW per Vendor
- Prepared By:
Smart ETC Enterprises

Project Overview

Project Synopsis

- Ground Mounted Solar Power Projects across Maharashtra
- Projects distributed across multiple districts
- Initial EPC allocation of 50 MW to one selected vendor
- Opportunity for long-term business association
- Large-scale renewable energy infrastructure development

Commercial Highlights

Commercial Terms

Details

Particular

Initial EPC Allocation

50 MW

EPC Rate

₹3.90 Crore per MW + GST

Payment Cycle

Every **15 Days** based on work progress

Performance Bank Guarantee

1% of Contract Value (To be finalized during meeting)

Advance Payment

Available against Advance Bank Guarantee

Security Deposit

- **Refundable Security Deposit**
- **Security Deposit**
- ₹15,00,000 (Refundable)
- **Payment Mode**
- Online Transfer
- Payment receipt to be attached during LOI/MOU
- Reference number will be mentioned in MOU
- **Refund Timeline**
- Refunded within **90 Working Days**
- Amount adjusted/released through Running Bills after work commencement

Scope of Work

EPC Scope

The selected EPC Contractor shall execute:

Engineering

- Preliminary Survey
- Topographical Survey
- Investigation Reports
- Engineering Design

Procurement

- Solar Modules
- Inverters
- Structures
- BOS Materials
- Electrical Equipment

Construction

- Land Preparation
- Civil Works
- Mechanical Installation
- Electrical Installation

Grid Connectivity

- Testing
- Synchronization
- Bay Construction at Substation

Compliance

- Regulatory Approvals
- Statutory Compliance

O&M

- One Year Operation & Maintenance

Project Timeline

Activity	Duration
Survey & Investigation	0.5 Month
Engineering Design	1 Month
Civil & Structural Work	2 Months
Procurement & Material Delivery	3 Months
Mechanical & Electrical Installation	2 Months after Procurement
Testing & Final Handover	Within Overall 6 Months

Payment Process

Payment Schedule

- ✓ Running Bills every **15 Days**
- Payment will be released based on:
- Survey Completion
- Civil Progress
- Material Delivery
- Mechanical Installation
- Electrical Installation
- Testing Progress
- This provides healthy project cash flow during execution.

Financial Summary

Particular	Value
Project Type	Ground Mounted Solar
EPC Value	₹3.90 Cr/MW + GST
Initial Allocation	50 MW
Approx EPC Value	₹195 Crore + GST
Security Deposit	₹15 Lakh (Refundable)
PBG	1% of Contract Value
Payment Cycle	Every 15 Days

Advantages for EPC Partner

Key Benefits

- Large Initial Order (50 MW)
- Fast Payment Cycle
- Refundable Security Deposit
- Advance Payment Facility
- Pan Maharashtra Opportunity
- Long-Term Business Association
- Professional Project Execution Framework

Clarifications Required

Discussion Points

- To proceed further, the following clarifications may be obtained from the company:
- Exact Project Locations
- Total MW Available
- Module Make & Specifications
- Inverter Brand
- Structure Design Requirements
- Evacuation Voltage Level
- Land Status
- Grid Connectivity Details
- Transmission Scope
- Responsibility for Statutory Approvals
- Payment Release Timeline
- GST Applicability
- Escalation Clause
- Liquidated Damages (LD)
- Warranty Terms
- O&M Scope
- Performance Ratio (PR) Requirement
- Insurance Responsibility
- Material Supply Responsibility
- Work Order Issuance Timeline

Important Note

Security Deposit

- As per the company synopsis:
- EPC partner should be prepared to arrange a **Refundable Security Deposit of ₹15,00,000.**
- The amount is expected to be returned through running bills within **90 working days** after commencement of work.
- Kindly verify all commercial terms during the official meeting before execution of the agreement.

Conclusion

- If you have any questions regarding the commercial terms, technical specifications, payment process, or project execution, please let us know.
- We will obtain official clarifications from the company and share the responses before proceeding further.

Thank You

Smart ETC Enterprises

(ENERGY | TECHNOLOGY | COMMUNICATION)

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