



Mr. Guru Inder
Director, Amplus Solar

ENERGETICA INDIA: Please give us a brief background on Amplus Solar

GURU INDER: Amplus Solar is a leading distributed solar power company with pan-India operations. We design, engineer, construct, finance, own and operate rooftop solar energy systems. These systems are a clean way of powering industries and commercial businesses, at prices that are cheaper than their current cost.

The team at Amplus Solar has decades of experience in building and running power plants, across various technologies like coal, gas, hydro, wind and solar.

ENERGETICA INDIA: Please share with us some of your achievements on rooftop solar; both in opex and capex models [if any]

GURU INDER: At Amplus Solar, we believe that the opex model is a sustainable growth model where customers will find it a real source of value since it transfers the risk to the party that is best equipped to manage it. For example, if a hotel installs a rooftop solar system on the capex model, it assumes on itself, various risks, including the technology selection, design, O&M and performance risks. For a hotel or an educational institution or an industry, it would rather focus on its core business than allocate resources to a solar project and that too for the long term. As against this, if the hotel opts for the opex/BOOT model, and only pays for the electricity, it transfers all these risk to Amplus Solar. In addition, since Amplus Solar is only focused on rooftop solar installations, it brings

“Most of the customers are excited about the concept of clean energy at affordable price on their rooftops”

Rooftop Solar in India is catching the fancy of many. To learn more on the concept of Opex Solar, Energetica India catches up with one of the leading solar opex players in the country; Amplus Solar.

economies of scale and can therefore provide better pricing to the client.

As regards our journey, we have been able to achieve the pole position among “pure play” BOOT rooftop solar players. Today, Amplus Solar has the largest number of BOOT rooftop installations under implementation.

We have been able to bring in the sophistication of design and build of large scale power projects to rooftop solar. These include features like high accuracy metering, inverter – agnostic string - level remote monitoring, non-penetrating mounting structures, site specific optimum tilt of solar modules, etc.

ENERGETICA INDIA: What have been the challenges faced by Amplus Solar in selling rooftop solutions to end-users?

GURU INDER: Most of the customers are excited about the concept of clean energy at affordable price on their rooftops. However, the clients are confused by the debate on capex vs opex, accelerated depreciation benefits, and uncertainty on MNRE capital subsidy. Further, they are also concerned about the long term nature of the BOOT arrangement. Also, many clients have misconceptions about the limitations of rooftop solar in running heavy loads and energy storage capabilities.

The team at Amplus Solar brings its understanding of technology, regulatory framework and the power market as a whole to its customers. It understands the customer's requirements and offers a customized solution, be it the sizing of the plant or the mounting arrangement of solar modules. Our depth of understanding of the power market helps us in forming a view on the long term movement of the grid pricing, availability of grid power and the consequent running of diesel generators; both of these help the customer appreciate the long term certainty on solar

pricing and savings. Above all, the transparent approach and the in-depth knowledge help in convincing the client that our association is going to be win-win solution.

The repeat orders from our customers are evidence enough that once we have built the confidence and the plant, the customers are delighted with the delivery.

ENERGETICA INDIA: Is there any kind of due-diligence done by Amplus Solar on the client before installing solar plant on an opex model? Please share details.

GURU INDER: Our due diligence is focused on knowing our customers, since the opex model is a long term partnership, unlike the capex model which focused on the immediate delivery and disconnect. This includes, understanding the load pattern, to ensure that the generation from our plants is gainfully consumed; we aim maximization of savings and not capacity. In certain instances, we have advised against utilizing the entire rooftop so that the plant is sized to generate only upto the lowest load. We also analyse the customer's past electricity bills to understand their monthly/seasonal variations and their extant electricity pricing. Their alternate sources, like DG sets are studied, for plant designing.

On the commercial side, the client's market reputation and their past financial performance is studied to avoid issues at a later date.

Energetica India: What is the growth focus of Amplus Solar over the next 2-3 years?

Guru Inder: We aim to maintain the pole position in the “pure play” BOOT rooftop solar segment. In terms of numbers, our mission is to add about 30-40 sites over the next 2-3 years. Overall, the focus, today and tomorrow, will be on creating value for our customers, whether it is through higher generation or less obtrusive O&M of our plants ◀