



**Mr. Niranjana Nayak**

Vice President, Delta India – PVI & Components Business

“Delta offers a complete one-stop solution for any grid tied solar inverter requirement ranging from 3kW to 1MW”

Energetica India talks to Mr. Niranjana Nayak; Vice President, Delta India – PVI & Components Business about Delta Electronics Group, his view on the Indian solar market and the company’s achievements in the solar sector & Indian Energy Storage Market.

**ENERGETICA INDIA: Please introduce our readers to Delta Electronics Group and its offerings in the solar sector?**

MR. NIRANJANA NAYAK: Delta was founded in 1971 and has been the global leader in switching power supply solutions since 2002 and DC brushless fans since 2006. Delta Group is the world’s largest provider of switching power supplies and DC brushless fans, as well as a major source for power management solutions, components, display solutions, industrial automation, networking products, and renewable energy solutions. Delta Group has sales offices worldwide and manufacturing plants in Taiwan, China, Thailand, Mexico, India and Europe.

Delta offers both string and central inverters along with monitoring solutions for grid tied solar PV plants. Our string inverter range offers inverters for home and commercial solar applications ranging from 3kW to 80kW and under utility series we offer central inverters of 500kW

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and 1MW capacities. We also have remote and onsite plant monitoring solutions with weather monitoring features.

**ENERGETICA INDIA: Which among the three segments (utility, commercial/industrial and residential) is the fastest growing market in India currently?**

MR. NIRANJANA NAYAK: The large scale utility projects segment has seen exponential growth over the years followed by commercial, industrial and residential rooftop solar segments. The growth in large scale utility projects segment has been mostly driven by Central and State Government solar policies combined with a better access to project funding in the recent years.

There will be a continual shortfall of power in the country which could be because of industrial expansion or the changing lifestyles of the residential consumer, and this will be the major driver for solar PV among all rooftop segments in the country.

**ENERGETICA INDIA: What is the unique proposition of Delta solar inverters?**

MR. NIRANJANA NAYAK: Delta offers a complete one-stop solution for any grid tied solar inverter requirement ranging from 3kW to 1MW. The string inverters are compact in size and have an IP65 rating making it pos-

sible to install the inverter outdoors. The Aluminum metal casing of the inverters makes them rugged and at the same time keeps the overall weight less. These inverters come with all the necessary certifications listed by MNRE and SECI. We believe that a good product has to be backed by equally good service and support. Our service network is spread across the country and covers almost all states and we have strategically located our warehouses to provide timely support to our customers.

**ENERGETICA INDIA: Please give some more insights into Delta's distribution network in India w.r.t solar inverters.**

MR. NIRANJAN NAYAK: We at Delta believe in a solutions approach towards the business. With the limited number of system integrators in the solar sector we wanted to maintain a direct communication with the customers to provide them state of the art pre-sales support and buying experience, however the recent market growth is making us to look at having channel partners to enhance the reach. We are in the process of identifying suitable partners who are competent to deliver similar support like us to our customers in India.

Delta has many warehouses across the country where we have ready stock of our fast moving inverter models; this has helped us in reducing delivery lead times drastically.

**ENERGETICA INDIA: Delta Electronics has added energy storage solutions to its product offerings. Please share details on the products and the applications**

MR. NIRANJAN NAYAK: We offer a comprehensive solution for energy storage requirements ranging from PCS, batteries and container solutions. The hybrid inverters are available in 5kW, 30 kW and 500kW variants.

**ENERGETICA INDIA: How do you foresee the Indian market for energy storage?**

MR. NIRANJAN NAYAK: There is a huge potential for energy storage in India. The key market drivers will be bottlenecks in grid expansion in line with ambitious rural electrification challenges, distributed generation from solar and wind farms, increasing popularity of urban micro grids and the necessity of backup solutions. The energy

storage market in India is in its nascent stage, but we are sure it will see a phenomenal growth in the near future.

**ENERGETICA INDIA: What are the current challenges that you face as a solar inverter company in India? What can be the solutions?**

MR. NIRANJAN NAYAK: One of the main challenges we face is the lack of standardization in product certification requirements. Each state defines a new certification requirement as part of its solar policy apart from the ones put forward by MNRE. We would like to see the product certification requirements being made uniform across the country for both string and central inverter segments.

**ENERGETICA INDIA: What are the achievements of Delta Electronics in India's solar sector?**

MR. NIRANJAN NAYAK: Delta has remained India's most preferred string inverter make for two consecutive years and commands more than 30% market share in the grid tied string inverter segment. Delta was chosen as Rooftop Solar Inverter Company of the year at the Indian Rooftop Solar Summit 2016.

We were also honored with a National Excellence Award from Ministry of New and Renewable Energy (MNRE) for Rooftop Solar Power Projects in the Solar Inverters category recognizing our outstanding contribution towards the development of Indian rooftop solar sector ◀◀

