



DK ENERGY SOLUTION

amazing solar

*Think Smart, Be Smart go for Solar*

**CLIENT PROPOSAL  
FOR SOLAR ENERGY PROJECTS**

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## INTRODUCTION

We are a startup venture that deals with solar grid energy. Our team consists of renowned experts from the field of renewable energy, finance, operations & sales to give excellent outcome of the projects being handled by us.

We give our clients a brief understanding about the products, services and technological advancement in the field of smart energies especially solar.

We make our client aware about their current and future financial management thus helping them to contribute towards the renewable energies.

## MISSION, VISION & GOAL

**Mission :** Making the industry aware about the profits from the solar energy, empowering them to be self-sustainable, while considering customer's cost cutting factor in this economical era and keeping our solar panels affordable, keeping customer requirement in focus.

**Vision:** To sustain, to see a cleaner and greener tomorrow where the future generations do not have to worry about the energy crisis and they can breathe a clean air and live in a toxic free environment.

**Goal :** "Quality Is Your Best Investment"



**DK ENERGY SOLUTION**

## WHY DK ENERGY SOLUTION

### Core competencies of "DK Energy Solution"

- **Knowledge Delivery.**
- **Site Survey**
  - \* Fulfilling exact requirement
  - \* Preliminary Project Report
  - \* Considering Losses
  - \* Detailed Project Report
- **The Technical Portion of DPR is Powered by**
  - \* Site Assessment (Based on detailed site survey)
  - \* Feasibility Assessment
  - \* SRA (Solar Resource Assessment Using PV System)
  - \* 3D Design (Using Autocad or Google Sketch-up)
  - \* SLD (Single Line Diagram using Proteus or Layout)
  - \* Technical details of every component (panel, inverter, structure etc.)
- **Engineering Drawing**
- **Installation**
  - \* Expert Installation Team
  - \* Safety
  - \* Accreditation
  - \* Tools and Machinery Equipment
  - \* Life of Power Plant.
- **Maintenance**
  - \* Monthly cleaning of modules
  - \* Review array output, current and voltage to verify proper operation.
  - \* Watch for shading by trees, weeds and other obstructions
  - \* Inspect PV Module for cracks, damage, discolouration.
  - \* Inspect the entire system for loose or damaged wiring.
  - \* Inspect inverters and clean any filters or vents to ensure any unrestricted air flow etc.)



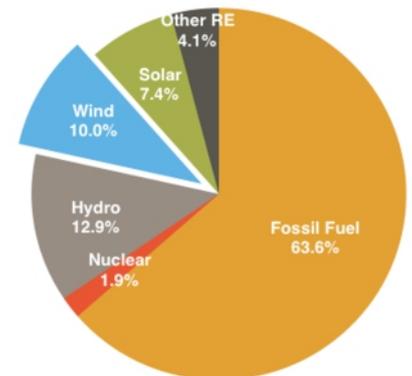
## PROJECT OBJECTIVES

- Providing the customized service with a reasonable price
- Increase the growth rate of sales.
- Provide the product/service quicker than the competitors
- Become successful in the specified area.
- Increase the level of awareness in between customers
- Maintain a staff of enthusiastic employees for excellent service to customer
- Increasing average monthly sales in first year to reach break even
- To provide long lasting and durable products
- Increase customer awareness regarding the solar energy alternative through effective promotional tools

## OPPORTUNITIES

India is currently ranked number one along with the United States in terms of solar energy production per watt installed. With about 300 clear, sunny days in a year, India's theoretical solar power reception, on only its land area, is about 5 Peta watt-hours per year (PW/hr/yr) (i.e. 5 trillion kWh/yr or about 600TW). Our aim is to provide the fastest way to overcome the energy shortage through electrification based on solar energy by offering products that would be cost effective in the long run.

Technology-wise share in India's installed capacity, December 2018



## PRODUCTS & SERVICES

### Products for Offering

1. Solar Plants
2. Solar Water heaters
3. Heat Water Pumps
4. Solar Water Pumps for Irrigation
5. Solar Fencings
6. Solar Lights



## USES OF SOLAR ENERGY

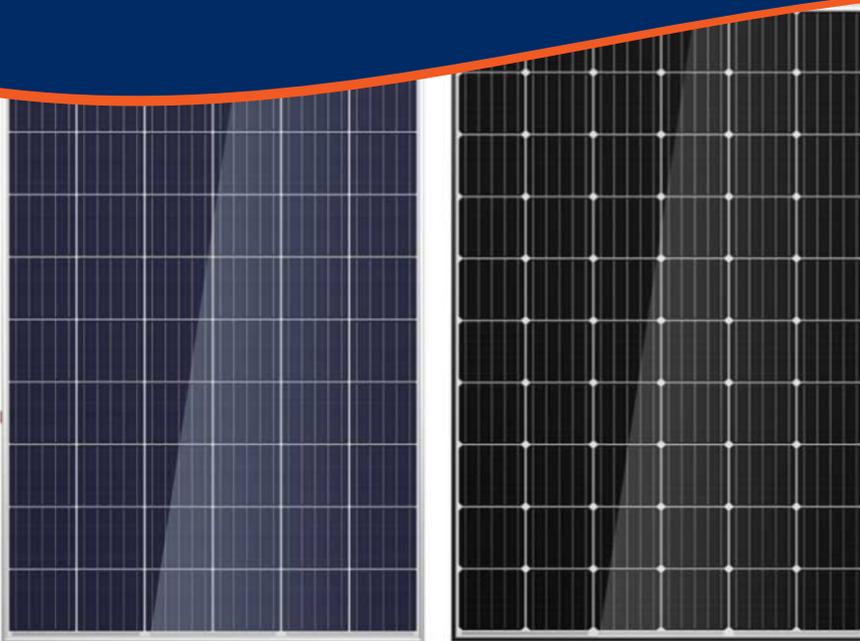
- Agriculture and Horticulture
- Water Treatment
- Cooking
- Rural Electrification
- Solar lamps and lightening
- Solar vehicles recharging
- Electrical Generation



## SOLAR PLANT PROJECT

### Types of Solar Plants

- 1. On Grid:** On-grid means your solar system is tied to your local utility's GRID. This is what most residential and commercial units will use. In this plant your utility system acts as your battery space. If you are producing more energy with your solar panels or system than you are using, the excess energy is sent to your grid's power company, allowing you to build credit that you can cash out with at the end of the year, in a process called net metering. Being grid-tied is beneficial because you don't have to buy an expensive battery back-up system to store any excess energy.
- 2. Off Grid:** Being off-grid means you are not connected in any way to your grid's power system or utility company. This is appealing because you are 100% self-sustaining your energy use. However, there are disadvantages because off-grid systems require you to purchase back-up battery which can be expensive, bulky, and not very environment friendly which defeats the purpose of going solar (save money and live greener).



**Polycrystalline**

**Monocrystalline**

## SOLAR PLANT MATERIAL

1. Solar Module or Panel
2. Structure
3. Wires
4. Inverter
5. Bi-Directional Meter
6. Earthing

## SOLAR PANELS

There are 3 types of solar panels available:

1. Mono crystalline
2. Poly crystalline
3. Amorphous

We are taking comparison of only two type of panels presently used in India.

	Poly	Mono
Difference	Blue in Colour	Black In Colour
Units Production/Year	1200	1700
Efficiency	16%	21%
Principal working mode	Works on radiation (Sunlight is required)	Work on Light( only light is required can work in fog, smog , rainy &cloudy weather)
Highest Watt panel	400w	425w



## **SUBSIDES & DEPRECIATION** |||

Presently subsidy is only given on the residential projects equal to or less than 10 Kw capacity. Maximum subsidy limit is 93000 and is given from 1Kw to 10 Kw. Subsidy will come in the account of vendor, so the subsidy is given upfront to the customer

Commercial and Industrial Units can avail depreciation of 40% of the plant cost and can be taken every year or either can be carried forward to another year if the unit doesn't want to claim it in the current year.

## **APPROVALS & SANCTIONS** |||

All the approvals and fee related to the grid connected tie up has to be deposited and taken by the customer, company will also help them in the smooth processing of their application.

## Calculations & Savings for Customers For 4 Kw of residential plant (MONO PERC modules)

Saving for the Customer	
Monthly Bill	5000
Per unit rate*	Rs 10*
Total Consumption in units	$5000/10 = 500$ Units
Yearly Consumption	$500 * 12 = 6000$ Units
Solar Plant Required	$6000 / 1700 * = 4$ Kw Approx**
Units produce by the Plant of 4 Kw/year	$1700*4 = 6800$ units
Yearly saving of customer	$6800 * 10 = 68000$
Monthly Saving	5666
Cost of Plant @ 46000/ KW	$4 * 50000 = 2$ Lakhs
Life of Plant	25 Years
Break even of Plant	$2 \text{ Lakh} / 68000 = 2.9$ months
Total saving made by the customer	$25 * 68000 = 17$ lakhs

\* We have take per unit rate of Punjab, Haryana & Rajasthan

\*\* 1700 units per KW per year made by MONO PERC Technology

## BREAK EVEN COST OF PLANT WITH SUBSIDY

We are taking the 10 Kw Residential project cost = 5 lakhs for mono perc modules

YEAR	UNITS/ YEAR	SAVINGS YEARLY	SUBSIDY	TOTAL SAVINGS
1st	17,000	Rs 1.61 lakhs	Rs 98,000	Rs 2.59 lakhs
2nd	16,915	Rs 1.60 lakhs	-	Rs 1.60 lakhs
3rd	16,831	Rs 1.59 lakhs	-	Rs 1.59 lakhs
<b>TOTAL</b>	<b>50,746</b>	<b>Rs 4.8 lakhs</b>	<b>Rs 98,000</b>	<b>Rs 5.78</b>

Break even cost is attained in less than 3 years, thus making it a profitable investment for coming 25 years

## BREAK EVEN COST OF PLANT WITH DEPRECIATION

We are taking the 10 KW Commercial project cost = 5 lakhs for mono perc modules.

YEAR	UNITS/YEAR	SAVINGS YEARLY	DEPRECIATION	TOTAL SAVINGS
1st	17000	Rs 1.61 lakhs	Rs 71000	Rs 2.32 Lakh
2nd	16915	Rs 1.60 lakhs	Rs 42000	Rs 2.02 Lakh
3rd	16831	Rs 1.59 lakhs	Rs 26000	Rs 1.85 Lakh
TOTAL	50746	Rs 4.8 Lakhs	Rs 1.39 lakhs	Rs 6.19 Lakh

Break even cost is attained in 2.6 years , making it more suitable investment



## COMPETITIVE EDGE

### Cost effective equipment's

1. Real time marketing strategies
2. Durability of products
3. Emerging market
4. 100% Customized product
5. B 2 C services (fittings and Installation of products)
6. After sale services.

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