



Renewable Energy Association of Rajasthan (REAR®)

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06th February 2024

To,
Shri Dinesh Dayanand Jagdale
Joint Secretary,
Ministry of New & Renewable Energy,
Atal Akshaya Urja Bhawan, CGO Complex,
Lodhi Road, New Delhi – 110003, India

Subject: - Quoting Vendor's incapability as a reason for slow growth of Rooftop Solar in India

Dear Sir,

With ref to your office memorandum dated 25.01.2024 regarding the allocation of CPSUs to States/UTs for Rooftop Solar (RTS) implementation, we on behalf of all the Solar vendors across India would like to share our grief for slandering the image of Solar Rooftop Vendors and putting all blame of slow growth of Rooftop Solar on forefront fighter whose business is totally dependent on Rooftop Solar and who has the capacity to install 20 times more capacity of what he is doing, after struggling with shortsighted policies, procedures and the people at the last mile.

It is really devastating to hear that vendors have not only blamed for slow growth but indirectly for using sub-standard products and charging higher rates. The memorandum mentions it as

"After careful examination it is seen that the lack of vendor capacity has been one of the major reasons for the slow progress of the Rooftop Solar in India. Govt has therefore decided that CPSUs under MNRE be assigned the responsibility for progressing Rooftop Solar in the country"

And it also mentions that

"CPSUs will install Rooftop Solar Systems of high quality at fair price and will use only very high quality modules, inverters and other equipment".

This means as on date empaneled Solar vendors are using sub-standard products and also charging higher rates. Although, vendors only use the products which are approved by MNRE and at the rates decided through tendering (prior to the launch of National Solar Rooftop Portal).

Real factors attributing to slow growth are lack of long-term policy, promotion, priority & process simplification etc. There's always been a lack of long-term policy for Rooftop Solar and its going on changing every six months including but not limited to change in subsidy, bench mark price, tendering process, GST, simplification, launch of parallel Scheme (Suryodaya) etc.

The process for empanelment every year via tendering (prior to National Solar Rooftop Portal), working with reluctant Discoms and finally getting the subsidy after years of follow up with MNRE was such a tedious job which vendors do with full enthusiasm and dedication.

More than 1.5 years passed since the launch of National Solar Rooftop Portal which was initiated as a simplification procedure for Rooftop Solar and till date vendors who worked under State scheme via tendering still not received their subsidy. Even after that they are working hard to promote the Rooftop Solar in India.

We agree that whatever steps were taken by Govt. are for the sake of benefit of the sector but every time with any change in the policy, the most affected party was the vendor. *For Example in case of time lag between announcement & actual launch of Suryodaya Yojana, it is the vendor who suffered the most since all of his ongoing or upcoming orders got hold by the beneficiary.*

We at REAR salutes the real warrior & forefront fighter of the Rooftop Solar industry and request you to please understand their contribution for the growth of Rooftop Solar in India.

Thanking you,

For (REAR Renewable Energy Association)


Ajay Yadav
(President)



CC:-

- Union Minister for Power, New & Renewable Energy
- Minister of State for Power, New & Renewable Energy
- Secretary, MNRE
- Addnl Secretary, MNRE
- Joint Secretary, MNRE