

TECHNO-COMMERCIAL PROPOSAL FOR

5 KWP SOLAR POWER PLANT

Type of Business : Solar Power Plant

Proposed Capacity : 5 Kwp

Period of Performance : 25 years

Type of Proposal : Complete Solar Power Plant Installation



History of Panasonic in Solar

Panasonic is the brand name which has committed to create a better life and a better world by continuously contributing to the evaluation of the society and to the happiness of the people. Providing clean and most dependable technology

1975	Start R&D for amorphous silicon solar cell
1980	First in the world to commercialized amorphous Si cell
1990	Start R&D for HIT solar cell
1997	HIT Solar cell Mass-produced and marketed
2004	Nishikinohama factory started (Osaka, Japan)
2010	Production capacity for HIT solar cells reaches 600MW scale /year.
2012	Panasonic receives prestigious IEEE award for HIT Panasonic Energy Malaysia Sdn. Bhd. has started mass production 300 MW
2013	Lab. record of HIT cell efficiency: 24.7%=World's No.1 HIT 245W module released
2014	New lab. Record of HIT cell efficiency: 25.6% = World's No.1 HIT 290W module released
2017	20Years of mass production of photovoltaic module HIT
2018	100 years of anniversary of Panasonic corporation

Anchor in Panasonic Family:

Anchor Electricals is the 100% owned subsidiary of Panasonic working under Panasonic energy system division in Eco solution group. Anchor was acquired by Panasonic Corp, in the year 2007-08 and after the acquisition Anchor Sales has been steadily increasing at the rate of >30% YOY. Today Anchor is an unrivaled player in the Switches and electrical components market with the highest dealer and retailer network in the Country. Panasonic has contributed to Anchor's production quality standard improvements, better product reliability and greater innovative products.

Profile of Anchor:

Foundation	1963
HQ Location	Mumbai
Sales Office	55
Wholesale Dealers	> 3,500
Retail	> 450,000
Factory	4 Area, 15 Factories
Stockiest	5000

Why Anchor for your solar requirements?

- 54+ years of existence in India with a strong brand equity.
- 42+ years of experience in Solar PV helps to deliver end to end solution such as Project Development, Engineering, Financing, Construction
- A group which has a presence across a complete value chain of the solar photovoltaics (starting from metal silicon to module recycling after the life cycle of the product)
- Being a group with multinational experience & exposure, we brings you the best of the global practices and quality standards in all our installations.
- A brand that vouch for its quality and rely for the guarantee and warranty claims
- A Company with a strong financials and the capability to provide end to end solution

Project Experiences:-

- 1) **700 kWp Rooftop project @ Chennai, with HIT Modules India**



- 2) **1000 kWp Rooftop project @ Pune with East -west orientation . Limited space Max PV**



3) 1950 kWp Rooftop Project @ Bhiwadi Rajasthan on GI roof



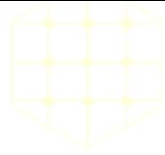
4) 1 MWp at Bhuj



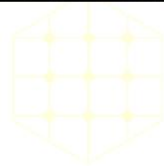
5) Carport Project at Pune



6) Carport project at Chennai



7) 99 kWp at Mumbai Location



8) Rooftop Project at Daman

SUNFINITY



9)
30 MWp Ground mount project



SYSTEM COMPONENTS	
I) Solar Panels	Make : Panasonic Solar Panel Quantity: Nos. 16 Wattage : 325 Wp No. Of Cells : 72
II) Solar Inverter	Make: Flin Energy/Consul Quantity: 1
III) Solar Battery	Make: Liveguard/Okaya/Exide Quantity: 4
IV) Mounting Structures	Panels shall be mounted on anodized / Hot Dip GI angle frames inclined at approx. 26 ⁰ to the south. The structure is designed in such a manner that module can be replaced easily and in line with site requirements and it is easy to install and service in future. The frames will be supported by angle legs of suitable lengths to provide the pre-determined inclination. All fasteners, nut and bolts are made of Stainless steel. The structures shall be pre- engineered to meet special requirements of placing the modules on the rooftop
V) Electrical Accessories	Cables will conform to IS 694 and shall be of 1100 V/ 1.1 kV grade. Interconnections, array to junction boxes, junction boxes to DCDB, DCDB to inverter etc. will be Selected to keep voltage drop and losses to the minimum.

COMMERCIAL OFFER:

Our proposed offer for setting up 5 KW Roof Top Solar Power project at your site with:

- Total Plant Size: 5 KW
- Cost per kw of Project : 68,000+GST

Sr.No	ITEM	PRICE(In Rupees)	GST Percentages	GST (In Rupees)	TOTAL(In Rupees)
1.	Panasonic Solar Panel	1,78,000	5%	8900	1,86,900
2.	Solar Inverter	90,000	5%	4,500	94,500
3.	Solar Battery	60,000	28%	16,800	76,800
4.	Installation & Commissioning	52,000	18%	9,360	61,360
	Grand Total	3,80,000		39,560	4,19,560

Total Cost: Rupees 4,19,560/- (Rupees-Four lakhs Nineteen thousand five hundred sixty only inclusive of GST)

General Terms & Conditions:

- 1) **VALIDITY OF OFFER:** The price quoted by Tormac Power along with this Proposal is valid up to 30th January from such communication to Customer and thereafter the same shall be subject to reconfirmation by Panasonic solar panel & Flin Energy.
- 2) **PAYMENT TERMS:** The payment terms applicable are as follows:
 - a) Advance amount of 50% of the total PO value to be paid by Customer along with the Purchase Order.
 - b) 40% of the total PO value to be paid on Delivery.
 - c) 10% of The total PO Value to Be paid on successfully installation of Project.
- 3) **TAXES, DUTIES AND RATES:** In this offer, GST will be applicable on supply as per GST slab applicable.
- 4) **PRICE:** The price given above is exclusive of GST. GST would be as applicable on supply and Installation and Commissioning.
- 5) **DELIVERY:** The delivery date will be 4-8 weeks from the date of acceptance of PO.
- 6) **WARRANTY:** Solar photovoltaic modules carry a performance warranty against excess of 80% degradation in twenty five (25) years as per existing warranty policy of Panasonic Solar. Any such warranties are subject to the terms and conditions explained in details in the respective warranty policies.
 - Inverter : 5 Years Warranty from date of invoice

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TORMAC POWER

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