

Minutes of the meeting with Channel Partners of solar thermal group on 30.01.2013

The meeting with Channel Partners (CPs) of solar water heater was held on 30.01.2013 at MNRE in conference Room No. 108 under the Chairmanship of Joint Secretary (JNNSM). A list of the participants is given at Annexure-I.

Director (Solar Thermal) extended warm welcome to Chairman and Joint Secretary (JNNSM) and Channel Partners from industries. Consequent to announcement of the Jawaharlal Nehru National Solar Mission, it was stressed for bringing the required acceleration in the growth phase so far as the SWHS was concerned. Further industry should work with passion in all area like product design, marketing promotion for the industry. Concerns of industry will be addressed by the taking up the policy and regulatory issues pertaining to this sector. Joint Secretary was requested to set-up the goal for first year of National Solar Mission, Phase-II for CPs.

Address by Secretary

The Secretary welcomed channel partners and apprised them all that we have to work towards the meeting the target within the constraints of limited budget availability. He also further stressed the need to find the solution around the present challenges in the system and achieving the target as per potential of solar water heating systems in India. Suggestions were invited from the channel partner for intervention (mandatory provisions in municipalities by laws) on the policy side and the need was stressed for a competitive environment and the product useful to the end users. Need for having a standard for the products was also stressed.

Address of Joint Secretary

He welcomed all the channel partners and need for regular interaction with the channels partner was highlighted. Potential for more growth in this sector was highlighted to CPs and invited suggestion on strategies which needs to be adopted for accelerated growth in this sector. Amendment in the procedural aspect was appraised to cut short the time taken in release of subsidy/ he also emphasized on all the routine work to be handled through the SOLARWINE software, need for better service to the customers and better network with availability of trained persons to handle the customers issue. CPs has to concentrate for marketing and promotional schemes beyond Karnataka and Maharashtra particularly in the Northern-States of India. He also stressed for a common platform for the availability of the kind of product, their price list and on the solar water heater website. For the promotional scheme, a joint effort need to be made by STFI, Industry and MNRE.

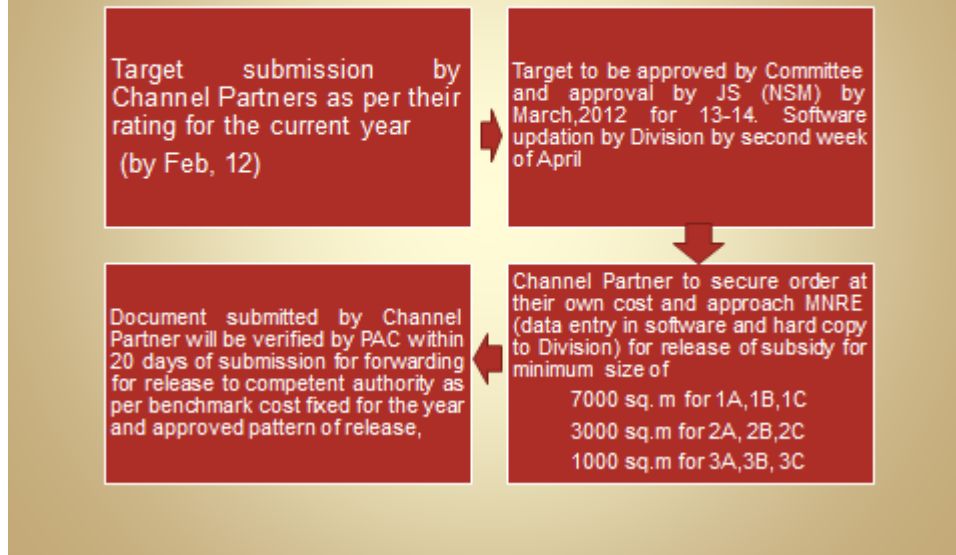
He also stressed for proper functioning of Helpline no. and actions taken by agency on issues coming through helpline no. to the end users. Target for 2013-14 was told to CPs as 2 million m2.

Important issues highlighted by MNRE

As per new OM4/1/2013/IFD dated 18.01.2013, CPs will be given the target after the approval of competent authority and file will not be processed for finance for target approval for year 12-13 CPs appreciated these efforts.

As per the present of processing of files it takes considerable time to claim subsidy. For faster disbursal of subsidy following flow has been proposed for the year 13-14, and onwards.

Proposed Flow Diagram for processing of Files



- Air heating should be explored in the large industrial applications and to provide the present installation data to the Ministry.
- Target for putting up the individual manufactures price list on their website by first week of March, 2013 and on the Ministry website by first week of April, 2013
- The existing website www.solarwaterheater.gov.in to be maintained by STFI with contributions from the channel partners. Further the website has to be made interactive with features like availability of price list, order booking online, comparative feature of Product available in market, price comparison.
- Benefits of CDM projects. Presently being handled by the ministry was apprised to CPs . Feedback on passing of benefit to enduser was asked for from CPs.
- Any CPs may as per their capacity constraint for the time been choose to lower rating group as per their request to Ministry.

- As of now there is low awareness particularly in the Northern-Region. cities identified during the meeting for creating more awareness are Delhi NCR, Dehradun, Hyderabad, Jaipur, Chandigarh, Calcutta, Coimbatore. Awareness generation will be conducted through seminar, advertisement in print and electronic media.
- Training of technician was discussed and it was agreed to setup 25 numbers across the country. During the meeting it was informed that few company are already conducting training as an institutional measures and desired of opening up the training sectors for other participants other than company person. Company desirous of opening training facility at their online may send the detailed report to MNRE. Performa also needs to be created on software for sending data on training aspect.
- Suggestions were also invited by Ministry on draft standards for ETC tube. Tank and System from CP.
- At present there is no system of data generation. Product wise, sector wise, industry wise STFI and industry to come forward for availability of data on industry website, STEFI website, and solar water heater website. This will help in generation confidence among and user for going in for renewable energy based system.
- Software training: training will be arranged in Delhi, Ahmedabad, Pune, Bangalore, and Hyderabad. Date will be intimated separately. CPs are requested to send the concerned person for training to avoid problem in submitting online reports.
- Real capacity of solar water heating system to be entered. Software will be modified soon.
- All the CPs are requested to upload system photo for all installations irrespective of capacity. Photos should be JPG or PNG with size less than 50k.

- CPs can collect user name and password from NIC (011 24361891), if they have not received the same.

Important issues highlighted by CPs.

- Suggestions were made from the industry side that claim for subsidy which had been made online needs to be admitted by the Ministry. A mechanism to this effect needs to be in place in the software
- To increase payment from 50% to 75% towards first release as delay in cash flow hamper the working capital requirement to CPs.
- Availability of soft loan for the solar thermal industry through tie-up with different banks, Ministry to intervene.
- Claim for subsidy which had been submitted online on software needs to be admitted by the Ministry. This will help in raising working capital bank by the industry. Further if the claims submitted can be forwarded online third party inspection.
- Necessary direction to State Nodal Agency for exemption for paying earnest money by industry registered with NSIC.
- Direction to banks to accept MNRE Accreditation for processing of loans and loan sanction.
- Ministry to examine if MNRE accreditation can serve the purpose of registration with different Ministry as of now every Ministry/draft is following their own guideline for registration in their department.

Presentations made during the conference

- Presentation was made by Dr. Singhal on experiences gained in UNDP sponsored SWH programme. He further highlighted availability of various knowledge documents on the MNRE website which CPs can refer.

- A presentation was made by Mr. Saji K Abraham (NIC) on common errors made by CPs in submission of data to avoid similar mistake in future. Common mistakes were wrong entry in system capacity, cost no of system etc.
- A presentation was made by Mr. Jinturkar from M/s Sudarshan Saur on standards for ETC and on STEFI activity by Mr. Kabra. Details presented had been covered in the issues addressed by CPs.

The meeting ended with vote of thanks

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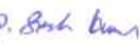






Sl. No.	Name and Organization	Phone No. & e-mail	Signature	Whether Channel Partners come with Price List and Status of installations (Yes/No)
01	RAJU.M.T DIVYA INDUSTRIES BANGALORE	9980308871 disol601a7@gmail.com		YES
02	YOGESH MALIK. RACOLD THERMO LTD.	9910405588 yogesh.malik@racold.com		Yes.
03	VIKRAM KUSHWAH RACOLD THERMO LTD	0999861674 KRAM.KUSHWAH@RACOLD.COM		Yes
04	MAYANK ATEL SLT ENERGY LTD.	9825787429 MAYANK@SLTENERGY.COM		Yes
05	Jay Solar Energy Pvt. Ltd. (Mah) Vijay Savadi SLT Energy Ltd	9099927899		Yes
06	Jay Renewable Energy Pvt. Ltd. - Miraj (Mah) Vijay Savadi	9422041364 jaysolar@yahoo.com		Yes.
07	Bhavesh Dholaria KOSOL Hisamout Energies Pvt. Ltd.	09825218924 bhavesh@sunny.co.in		Yes
08	DRAGNESH BAIYANI REDREN Energy Pvt. Ltd. Rajkot (Gujarat)	99794873914 Asagnesh.baiyani@redren.in		Yes
09	SONIK KUMAR Poochi International Pvt. Ltd. (Delhi)	9810359420 Crocenforce Solar@gmail.com		Yes
10	GM Energy Equipment Bhavik Patel. Rajkot. Gujarat	09879577503 info@deltasefuss.com		Yes

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11	VIKSHIT MUNDKUR SELCO SOLAR LIGHT PVT LTD	9972420922 vikshut@selco-india.com		Yes.
12	PANKAJ SHAH JUST ACCURA MUMBAI	09820094795 accurageyser@hotmail.com		Yes.
13	K. Satyendra Pai Vijaya Industries Katapady ^{STHPOS} Udipi Taluk	Kspai@vijayasolar.com		
14	P. SURESH KUMAR GREENTEK INDIA PVT LTD, HYDERABAD, ANDHRA PRADESH	psureshkumar@greentekindia.com	 P. Suresh Kumar	YES.
15	ANANDAMURTHY.S Dheemant Solar Industries Pvt Ltd. Yelahanka New Town Bangalore	08970888666 gand@dheemantsolar.com		Yes.
16	MUKESH K. BUNDIYE BOSCH LTD	9350057398 mukesh.kbundiye@in.bosch.com		YES
17	Amit Boriundiye Bosch	9986740189 amit.boriundiye@in.bosch.com		Yes.
18	Mukesh Mohan S.K. Sinoh Emmree Solar Systems P. Ltd Bangalore	9731300999 mukesh.m@emmree.com		Submitted
19	Sangay Jinhulcar Sudarshan Saur Aurangabad			Submitted
20	K.J. SHAH K.J. SHAH ZODIAC ENERGY PVT LTD AHMEDABAD. GUJARAT	09825021252 079-26441789 kjs@zodiacenergy.com		New Channel Partner

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22	Prakash Atri REDREN ENERGY PVT LTD. RAJKOT	+91 9825 9825 77 info@redren.in		
23	REDSUN SOLAR INDUSTRIES Gondal RIGAL GHETIA	9825632875 info@redsunin.com		Yes
24	Strom Power Energetech Pvt Ltd Dijkan Punkej Poonia	7698810987 strompower.solar@gmail.com		Yes
25	K.N. IYER KRAFTWORK SOLAR PVT KOCHI	9447133306 kniyer@kraftworksolar.com		No price submitted earlier
26	CHANDRAKANT T S C LAXMI AGRO ENERGY Kothapur MR. VIJAY DESAI	9822205965 9622453051		Yes
27	CHANDRASHEKAR Eagle technologies MYSORE. (KRN)	9845206033 info@eagle-solar.com		Yes
28	PRASHANT DIXIT V-Guard Industries Ltd.	8595171444 prashantdixit10@gmail.com		NO
29	Anurag Mittal Electrotherm India LTD. Ahmedabad	9726072321 anurag.mittal@electrotherm.com		YES.
30	ASAS Chugh KOTAK VPTA PVT. LTD	9958811130 ajay.chugh@kotakvoja.com		YES.
31	Sudasha Saur Sudashi Pvt. Ltd. Kulkarni R.R.	9225303602 office@sudasha-saur.com		Yes.

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32	Dr. V. Siva Reddy RTC, SPRERI, VV. Nagar	9898722118 salar@spreri.org vundakur@gmail.com		
33	D. Baneyan Talaas Solar	9910446655 disha.baneyan@ kalapower solar.com		Yes.
34	NITIN GUPTA TATA POWER SOLAR SYSTEMS LTD.	9871594123 nitin.gupta@ tatapower solar.com		-
35	V. RISHI BATRA PRACHI INTERNATIONAL PVT. LTD.	9818636681		Yes
36	SHRUTI BATRA PRACHI INTERNATIONAL PVT. LTD.	9811025022		Yes.
37	SANJAY DESHMUKH PEARL ENTERPRISES	9422304460 madhuresolar @gmail.com		Yes
38	Chinchankar R.P Savemax Solar Sys P Ltd	9730015801 savemax1 @gmail.com		Yes.
39	Vestnet Non conventional Energy Systems P Ltd	info@kamal solar.com 9890 939191		
40	C.M. Kaushal Kaushal Solar Equipments (P) Ltd	098220 58922 kaushalsolar@ vsnl.com		Yes.
41	Sanjay Kulkarni ECOSUN Energy Co	94220 89863 ecosunenergy@yahoo.com		Yes
42	POWERTRONIKS. Solar PVT. Ltd VIJAY-LAJWANI	9320209009 rajwani vijay@ yahoo.co.in		Yes.

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43	SAPNA SINHA Alpha Interiors Pvt. Ltd. 106-A, Allied House, Delhi	9811107349 alphagroup123@gmail.com		Yes
49	Omkar Wagh M/S Machinocraft Pune	9975591524 machinocraft@yahoo.com		Yes
45	S.K. Singh Emmvee Kolar	09968229238		
46	K.N. SATANARAYANA NUETECH SOLAR SYSTEM PVT Bangalore	9313384921		Yes
47	SAUL DUTT Thermax Ltd	9958159159 sdutt@thermaxindia.com		No
48	A.K. Mishra US, MNRE	9654327832		-
49	Dr. R. P. Goswami			
80	MOHAMMED AHMED SHRIRAM GREEN TECH NEW DELHI	9911160111		
81	AVINASH MORE-AONKAR SUDARSHAN SAUR.	9225303603		
82	V.V. KRISHNARAS ORB ENERGY PVT BANGALORE	9980633883		Yes

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53	Nanjappa SUNTECH INDUSTRIES NO-329 JP Nagar, Bangalore - 560078	080 26531366 080 26533655 nanjappa.2010@rediffmail.com		
54	Seshagiri Tata Power Solar Bangalore	9902060606 seshagiri.roeka@tatapowersolar.com		
55	SWATHOSHKUMAR ANU SOLAR POWER PRIVATE BANGALORE - 58	9632545467 sunthashk@anuvivarsolar.com		
56	Damian Miller Orb Energy Bangalore	9900242665 Damian.Miller@orbenergy.com		Yes
57	Bipin Engineers Pvt Ltd	9011046664		Yes
58	Gopal Kabra	9970450000		
59	I. L. Premad Vardambhi Bangg	0225522664		
60	Devinder Kaushal Inter Solar System Pvt Ltd	9814004139		
61	S. S. TATIA JAIN IRRIGATION SYS. LTD JALGAON: 425001	09422774996		
62	MG RAMA Energy (P) Ltd. G-1891, Metoda GIDC Rajkot	09374106990	