

SOLAR @ EAI

Highlights of EAI's Strategic Consulting, Market Research & Market Development Assistance for India's Solar Sector

January

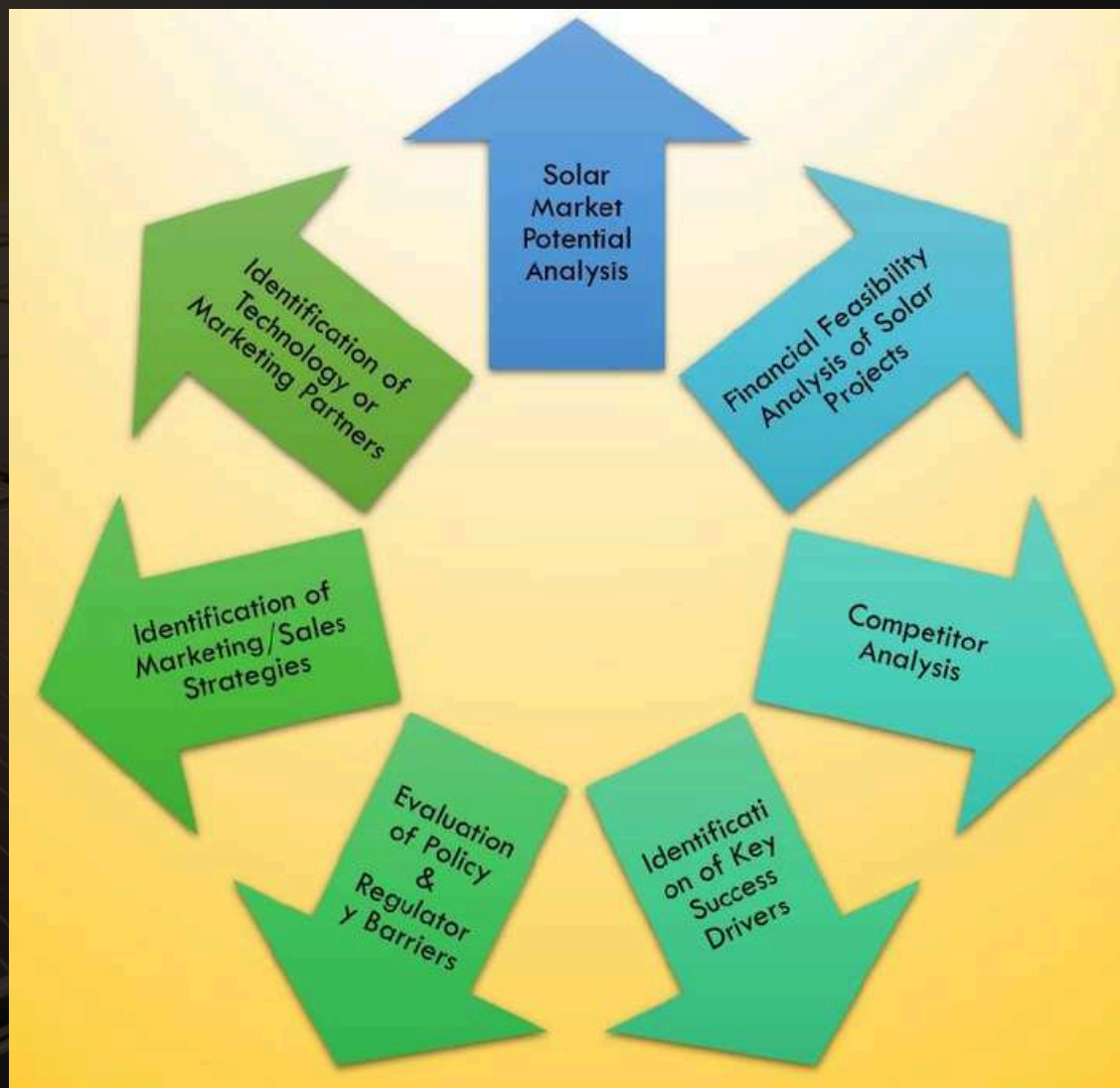
2024

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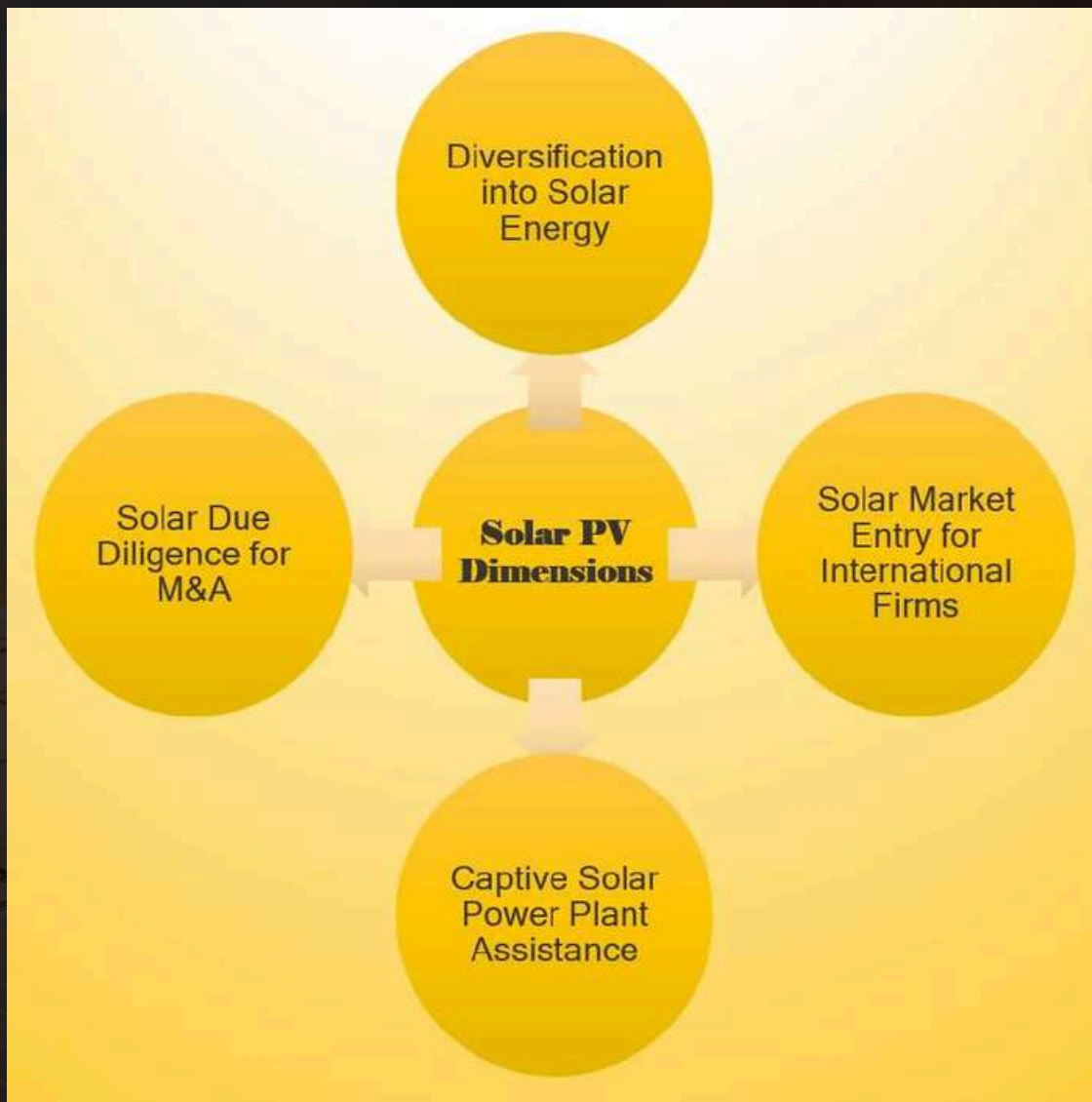
SOLAR CONSULTING OFFERING

Energy Alternatives India (EAI), India's leading renewable energy and clean technology research and consulting firm has an in-depth understanding of the Solar PV value chain, and our team has worked on a variety of strategic assignments right from the beginning of the solar power phenomenon in India.

Within Solar PV, we provide strategic assistance along the entire value chain – from polysilicon to cells to modules to power plants all the way to rooftop solar and off-grid products. Our services cover:



In Solar PV, we have helped diverse stakeholders – government, small businesses, global leaders, international firms entering India and academia.



More about our Solar Efforts from :-
<https://www.eai.in/consulting/strategy/solar>

WE HAVE HELPED...

Bosch – Evaluating the Market Potential of OPEX Model for Solar Power Plants



Sector: Rooftop solar power

Client profile: One of the world's largest electronics.

Our assistance: Strategic evaluation of the emerging OPEX-based solar PV power plant market

JSW – Market Analyses for Large Scale Solar PV Cell & Solar PV Module Manufacturing

Sector: Solar PV cells and modules

Client Profile: One of India's largest business conglomerates.

Our Assistance: Detailed technical and economic evaluation of 1000 MW solar cell and solar module manufacturing facilities



Sterlite Power – Strategic Market Evaluation of the Upstream Solar PV Manufacturing Sector

Sector: Solar PV manufacturing **Client Profile:** Company belonging to a global leader in metals and mining **Type of work:** A strategic evaluation of the Indian and global solar PV manufacturing sector to determine its attractiveness for large scale investment in upstream manufacturing



WE HAVE HELPED...

ReGen Power – Strategic Market Study of the Indian Solar Inverter Industry



Sector: Solar Power Inverters

Client profile: A leading Indian wind turbine OEM

Our assistance: Analyzing the market potential and strategic market characteristics of the emerging Indian solar inverter market.

iPLON – Assisting a German Solar PV Firm in Entering the Indian Market

Sector: Solar Power Plant Monitoring **Client Profile:** An innovative German firm making solar power plant monitoring solutions **Our Assistance:** Hand-holding the prospect in getting a practical understanding of the Indian solar market, and taking them to market through roadshows and connecting with key customer prospects



UnoMinda Group - Estimating Sustainability Benefits from Off-Grid Solar in Villages

Sector: Off-Grid Solar PV



Client Profile: A leading Indian auto ancillary group

Our Assistance: Evaluating techno-economic feasibility and estimating sustainability benefits of off-grid solar power for remote villages

WE HAVE HELPED...

Client profile: The World Bank is an international financial institution that funds development projects to reduce poverty in developing countries.



Our assistance:

- Detailed review of international investment analysis for solar sector (2011)
- Enabling awareness creation of rooftop solar power in India (2016)

Client profile: Amway is a global direct selling company specializing in health, beauty, and home care products, known for its multi-level marketing business model.



Our assistance: A study to explore all the sustainable energy options for a greenfield manufacturing facility for Amway



Solar Events & Workshops

Year	Event	Location	Role	Highlights
2022 & 2023	CLIMAFIX	Chennai	Organizer	Organised the country's largest climate tech startup event in partnership with IIT Madras.
2019	Power2Drive (EV + solar)	Bengaluru	Marketing & knowledge partner	Organized by Intersolar, one of the leading RE events firms worldwide
2016	India Solar EPC Summit	Bengaluru	Organizer	Focused expert guidance workshop for solar EPCs
2014	REENERGY 2014	Chennai	Marketing & Operations	India's largest RE conference & workshop, Organized by TEDA
2013	REENERGY 2013	Chennai	Coordinator	India's largest RE conference & workshop, Organized by TEDA
2012	REAction 2012	Chennai	Organizer	1st Indian clean energy conf. to include all relevant renewable energy sectors
2012	REENERGY 2012 (Gov of TN event)	Chennai	Coordinator	India's largest RE conference. Organized by TEDA



Solar Events & Workshops



Events and Workshops

Year	Event	Location	Role	Highlights
2011	Renewable Energy India Expo	New Delhi	Knowledge partner	India's largest RE expo
2010	Renewable Energy India Expo	New Delhi	Knowledge partner	India's largest RE expo
2009	India Renewable Summit	New Delhi	Marketing & operations coordinator	One of the first solar energy themed conference in India

Solar Reports & White Papers



Solar Opportunities White Paper Exclusive Industry Guides



Go Solar Series



Evolution or rEvolution - Strategizing for EV Growth in India (2018)



Rooftop Solar for Industrial & Commercial Sectors



Solar for Residential Energy Consumers



Blueprint for Solar EPC Opportunity in India



Solar Innovation, Solar Profits, Diesel to Solar, Not Just Power Reports



Solar Module Manufacturing



India Rooftop Solar Advisor Report



India MW Solar Advisor Expert Guide



So You Want to Go Solar? Book on investing in solar for business



PV Savvy Online evaluation & learning tool for solar power plant developers



Solar Business Opportunities in India - A Value Chain Perspective



Solar for the CEO

ABOUT EAI

Strategy Consulting & Market Intelligence

Assistance that has benefitted over 250 firms - including global leaders (GE, Exxon Mobil, GSK, Amway, Toyota, Bill & Melinda Gates Foundation...) as well as dozens of small, innovative startups.

In-Depth Market Reports

2500+ companies, Indian as well as international, have benefitted from our industry research reports in the fields of solar power, biofuels, bio-based materials and electric mobility..

Diverse Events and Workshops

30+ events organised by EAI in climate-tech in the past decade across India - comprising national & international conferences, workshops, and networking events. These events were organized either by EAI on its own or in partnership with state governments (Tamil Nadu, UP, Kerala), or with corporates, organisations & institutes (UL, IITs, InterSolar...)

Our Network

In addition to our deep knowledge of specific climate tech verticals, EAI has one of the largest professional networks for climate tech in India. Our network comprises of over 5000 professional and industrial contacts across India.



E - Mobility



Solar Energy



Bio-Energy



Green Hydrogen

EAI Network

1500+ Solution Providers

500+ Large End Users & Corporates

1000+ Startups

200+ Investors

1000+ Research & Academic Professionals

100+ Government

Officials & Bureaucrats

WE HAVE HELPED...





Contact Us



Website

www.eai.in



Phone

Muthukrishnan - 91 9952910083



E-mail

consult@eai.in



Address

Nungambakkam High Road,
Nungambakkam, Chennai 600034