

# OEM PROVIDERS – SOLAR PANELS

## 1 EQUIPMENT ELIGIBLY CRITERIA: PV PANELS

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- Bifacial – 450-580W ‘Mono-PERC’ solar panels or Mono-PERC half-cut or recent updated technology
- Monofacial – 445-580W ‘Mono-PERC’ solar panels or Mono-PERC half-cut or recent updated technology
- Tier-1 products
- Updated IEC standard compliance
- Replacement warranty: 12 Years
- Performance Guarantee: 25 Years

## 2 CONTRACTS WITH SUPPLIERS AND SERVICE PROVIDERS

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The manufacturing partner will directly quote lowest price in region exclusively for KE for decided capacity of yearly inventory turnover and execution partner. The Local distributor partner will work as a Guarantor and is responsible for all offshore Equipment: landing, transport and warehousing and provide seamless integration.

### 2.1 CONTRACT PERIOD TIME

- One Year from the date of contract signing
- Yearly contracts and onboarding of supplier on retention basis with either project based or quarterly price review

### 2.2 PERFORMANCE GUARANTEE

- Insurance guarantee of 10% amount of total contract
- Minimum AA rating in case of local insurance

### 2.3 PAYMENT TERMS

- 30 days after delivery on site

### 2.4 REPLACEMENT WARRANTY

- Signed contract for agreement: 12 Years Replacement warranty of Solar Panels (Replacement warranty to be explicitly mentioned by local distributor on behalf of OEM)
- 25 Year Performance Guarantee for output

### 2.5 DELIVERY TIME

- 05 days after order confirmation for residential and commercial system upto 250kW
- 15 days after order confirmation for Industrial system >250kW

### 2.6 MOQ FOR K-SOLAR

- Inventory maintains up-to 10MW (Cycle wise) with 2 MW MOQ should be ready all time
- Replenishment time: Notified before 30 Days of change in quantity

## 3 TORS FOR: SOLAR PANELS OEM:

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### SCOPE OF WORK AND ELIGIBILITY TERMS FOR THE SOLAR PANELS OEM:

- Direct Country/Regional level agency
  - Only Tier 1 Module Manufacturers
  - AAA Credit Rating suppliers

- Authorized distributor with strong bankability who has presence in Karachi and warehouse facility
- Top Tier-1 product and robust build quality
  - Mono Crystalline – Monofacial or Bi-Facial, Mono PERC with half-cut technology
  - Rated watts 440W or above each panel
  - Annual degradation ratio should not be greater than -0.45%
  - Module efficiency should be greater than 21%
- Competitive financial terms offered: Open book accounting with each other.
- Manufacturer Insured by local insurance covering theft and damages
- Warehouse facility to be visited for inspection
- Local warranty claim (fastest resolution and replacement of panels within 48hrs)
- Agreement for warranty terms & conditions
- Signed contract for agreement on:
  - 12 Years Replacement warranty of Solar Panels
  - 25 years performance guarantee of solar panels as per -0.45% annual degradation factor (First year: not more than 2%)
- Following types, rating ranges and quantities\* to be maintained:

DESCRIPTION	UNIT	QTY
BiFacial Solar Panels; 450-580W; Mono-PERC technology	Per watt	6000
Monofacial Solar Panels; 440-580W; Mono-PERC technology	Per watt	4000

*\*all these quantities w.r.t. the capacity of Solar panels are tentative and as per projected sales plan and may change as per actual project execution*

- Replacement time and process in case of unavailability of relevant model – 10 Days
- Replenishment time required in case of placed order quantity of solar panels are enhanced or changed for any of the types of modules – Will be notified before 30 Days of change in quantity
- The replacement contract will be signed by local distributor to replace the modules on priority if warranty being claimed (12 years replacement warranty to be explicitly mentioned by local distributor on behalf of OEM).
- Buy back guarantee in case consumer defaults
- Supplier should be certified with PEC
- Inventory and supply chain management team:
  - Maintaining and managing the required inventory in Karachi
  - 3<sup>rd</sup> party certification
  - Transportation of inventory to site specified for K-Solar marked consumers
  - Monthly report on inventory update to K-Solar team
  - Cost of Solar panels to be quoted in terms of per watt