

OEM PROVIDER – SOLAR INVERTERS

1 EQUIPMENT ELIGIBLY CRITERIA:

1.1 INVERTERS

- UL-1741 and IEC-62109 (or equivalent) for all inverter types
- IEEE-1547 grid interconnection compliance
- IP-65 or higher ingress protection
- Replacement Warranty: 10 Years
- Local service facility available

2 CONTRACTS WITH SUPPLIERS AND SERVICE PROVIDERS

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: 10 Years Replacement warranty of Solar Inverters (Replacement warranty to be explicitly mentioned by local distributor on behalf of OEM)
- To be replaced within 48 hours of intimation without situational analysis→Clause to be discussed for special warranty of 10 years for K-Solar customers

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 INVERTERS OEM:

3.1 SCOPE OF WORK AND ELIGIBILITY TERMS FOR THE SOLAR INVERTERS OEM:

- Direct Country/Region level agency
- Authorized distributor with strong bankability who has presence in Karachi and warehouse facility
- Competitive financial terms offered: Open book accounting with each other.

- Manufacturer Insured by local insurance covering theft and damages
- Inventory maintains up-to 10MW (Cycle wise) with 2 MW MOQ should be ready all time
- Following inverter rating and quantities* to be maintained:

DESCRIPTION	UNIT	QTY
INVERTER; SOLAR AC/DC 10KW (Residential, on-grid)	EA	28
INVERTER; SOLAR AC/DC 15KW (Residential, on-grid)	EA	26
INVERTER; SOLAR AC/DC 20KW (Residential, on-grid)	EA	25
INVERTER; SOLAR AC/DC 25KW (Residential, on-grid)	EA	25
INVERTER; SOLAR AC/DC 33KW, (C&I Grade, on-grid)	EA	35
INVERTER; SOLAR AC/DC 50KW, (C&I Grade on-grid)	EA	30
INVERTER; SOLAR AC/DC 100KW, (C&I Grade on-grid)	EA	10
INVERTER; SOLAR AC/DC 110KW, (C&I Grade on-grid)	EA	30
INVERTER; SOLAR AC/DC 250KW, (C&I Grade on-grid)	EA	5
DATA MANAGER; SOLAR; INVERTER COMPATIBLE	EA	50
ENERGY METER; SOLAR; INVERTER COMPATIBLE	EA	50
WEATHER STATION; SOLAR;	EA	50

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

- Replenishment time required in case of placed order quantity is increased changed for any of the model: - Notified before 30 Days of change in quantity
- Warehouse facility to be visited for inspection
- Local repairs and warranty claim (fastest resolution and replacement of equipment with in 48hrs)
- Replacement time and process in case of unavailability of relevant model: alternate arrangement to be made on urgent basis: - 10 Days
- Strong technical expertise and direct relationships with OEM
- Supply of solar inverters at project SITE
- Agreement for warranty terms & conditions
- Signed contract for agreement on:
 - 10 Years Replacement warranty of Solar Inverters (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
 - Transportation of inventory to site specified for K-Solar marked consumers
 - Monthly report on inventory update to K-Solar team