

DESIGN CONSULTANT – *ENGINEERING*

RESPONSIBLE FOR DESIGN & DEVELOPMENT OF PROJECT(PRE-SALES) FOR PROJECT SUBMISSION

1 ELIGIBLY TERMS FOR THE DESIGN CONSULTANT:

- List of experienced team
- List of different instruments for identification of risks are and mitigation strategy
 - Drone imagery
 - PV 300
 - Thermal imagery
- List of designed and executed projects
- Strong technical experience and capability
- Strong understanding of EPC and O&M contracts
- Understanding on accurate bill of material and costing and how to avoid cost over runs and competitive price to make winning cases.
- All design software licenses to be available in house
- Strong understanding of technical standards

2 CONTRACT WITH SERVICE PROVIDER

2.1 CONTRACT PERIOD TIME

- One Year from the date of contract signing
- Yearly contracts on retention basis

2.2 PROJECT DELIVERABLES(MONTHLY)

50kW-250kW	10 Projects
>250kW	30 Projects

2.3 PROJECT DELIVERY TIME

50kW-250kW	05 Days
>250kW	07 – 10 Days

2.4 PAYMENT TERMS

- Monthly Retention Basis

3 TORS FOR: DESIGN CONSULTANT – PRE-SALES:

3.1 SCOPE OF WORK:

- Detailed site surveys for solar PV design and electrical load profile analysis(Yearly AMR/Meter data will be provided by K-Solar)
- Site survey report for solar PV design
- Develop techno-commercially viable solution that improve the business case for solar PV solution for the client
- Pre-Sales Submission Package that will include the following:
 - Bill of Quantity with competitive costing for commercial proposal

- Electrical Single Line Diagram
 - Helioscope & PVSYST (Licensed)
 - 3D views of solar installation using 3D drone imagery
- Commercial Analysis
 - Consumer billing data and optimal sizing of proposed system
 - Cashflow, Payback, LCOE, IRR, NPV Calculations
- Detailed imagery from drones shall be used
- Detailed AutoCAD drawings as per requirement of the project
- EPC & O&M contracts templates depending on the commercial model. (PPA/EPC)
- Solar PV project lifecycle risk identification and mitigation in the contracts
- O&M Proposal and BOQ costing
- Submission of proposal and review process with K-Solar engineers
- Project completion timelines/milestones according to the site to be planned and submit with design package

Monthly product updates on Solar PV modules and Inverters. Technical Innovation and new products to be used. This is important as staying up to date on tech helps to improve the business case during deal maturation, can be the difference between won and lost case