

SuryaCon Coimbatore

02nd Feb, 2023 at The Residency Towers Hotel Coimbatore, Tamil Nadu

09:30-10:00 Registration Begins

10:00-11:30 Inaugural Session : Keynote Address & CEO Level Panel Discussion on Utility Scale Projects-

★ **Panel Discussion-**

- Current policy and regulatory regime in Tamil Nadu for solar and the path ahead.
- Solar Market Outlook 2023 for Tamil Nadu State.
- Policies & Regulatory Changes for Promoting Solar Rooftop in the state- Government Initiatives and Industry Perspective in Tamil Nadu.
- Requirements of utility-scale developers, EPCs and asset owners, in terms of maximizing site yield.
- Opportunity & Challenges in Open Access, Captive & Group Captive Models.
- Challenges like Grid Curtailment, PPA re-negotiation, Delay in Payments for Tamil Nadu.
- Financing & Implementation Issues: Discussing Key Bottlenecks and Driving Factors for Assessing Further Growth Potential.
- Understanding (BOO, BOT and BOOT) Business Models – Drivers and Challenges; Which Model will suit you the best?
- Identifying New Business Opportunities and Developing Alternative Financial Models in Tamil Nadu.
- Attracting New Investments: Key issues in project execution, financing and localization of projects in Tamil Nadu state
- Soura subsidy program being implemented by the TN government
- The benefit of the Latest Tender for Solar PV Systems at Various Households In Tamil Nadu.
- Progress of TN State and central solar bids.
- Status of Solar Parks, Evacuation challenges in Tamil Nadu.
- Thiruvavur to get first district- level solar park in Tamil Nadu
- India's first fully solar-powered village - Irumbai in Tamil Nadu
- Solar energy generation in Tamil Nadu touched the highest ever level of 3782 MW
- How Utility Scale projects can avail Carbon Finance through carbon credit mechanisms

★ **Panelists-**

- 1) Mr. Narasimhan C, CMD/ ExMP - Raasi Group of Companies
- 2) Dr. Balamurugan Jagannathan, Senior Manager - TEDA
- 3) Mr. Devendra Pratap Singh, General Manager- Projects & Business Development - NLC India Limited
- 4) Mr. Vinodan, Chief Engineer- Distribution/Coimbatore - TANGEDCO
- 5) Mr. Rahul Tyagi, Associate Director- Business Development -OA - Amp Energy India
- 6) Mr. Sandipan Das, Assistant Business Manager - U-Solar Clean Energy
- 7) Mr. Sathish Velu, Business Development Manager - Larsen & Toubro
- 8) Mr. Vincent Paul, CEO - Transcendent Energy Tech Solutions Pvt Ltd.
- 9) Mr. Rohit Vakkalagadda, Senior Manager - Business Development, Hyderabad - EnKing International (EKI Energy Services Ltd)

11:30-12:00 Networking: Tea/Coffee Break

12:00-13:00 Tech PPT Session for Sponsors (Appx. 10 mins to each speaker):

- 1) Mr. Rajan Munjal, Leader Channel sales - Sungrow
- 2) Mr. Gokul R, Business Development Manager - Waaree Energies Ltd.
- 3) Mr. Manish Asija, Managing Director - enPossibilities Pvt Ltd.
- 4) Mr. Sandesh N, South Region Sales Manager - Solis
- 5) Mr. Shantanu Sirsath, Technical Head India - ShenZhen Growatt New Energy Co., Ltd.
- 6) JA Solar

13:00-14:00 Networking Lunch

14:00-14:30 Coimbatore - Tamil Nadu State Annual Solar Awards

14:30-15:30 Rooftop & Distributed Solar in Tamil Nadu

★ **Panel Discussion-**

- Role Of Government In Quality Maintenance Of Solar Rooftop Projects In A Competitive Environment
- Government policies concerning residential rooftops and distributed solar In Tamil Nadu.
- Key trends, opportunities & challenges in up scaling & mainstreaming residential rooftop solar energy in Tamil Nadu.
- Regulatory challenges and Emerging business models in rooftop sector, Rooftop business models
- Overview of Net Metering Policy of the state and Challenges Faced in its Implementation
- Energy Storage and Grid Integration Technologies for Solar Rooftop Projects in Tamil Nadu
- Rooftop Solar Business Growth Potential – Residential Rooftop, Commercial Rooftop and Industrial Projects
- Reducing the Risk of Solar Rooftop for End Users
- Tariff and Cost Benefit Analysis for Industrial, Commercial and Residential Consumers
- Cost Benefit Analysis of Installing Rooftop Solar Projects
- Households are free to install rooftop solar by any vendor under govt scheme: MNRE.
- Benefits, Costs, and Smart Policies in Solar Residential Rooftop & Grid Integration in Tamil Nadu.
- Financing residential rooftop projects - retail financing and developer finance in Tamil Nadu.
- Schemes/ Policies for Discoms – Residential Solar Rooftop in Tamil Nadu & Residential Rooftop business models for Tamil Nadu state.
- Maximum Rooftop Installation in Tamil Nadu has Net-Metering Facility?
- Gross Metering vs. NetMetering, Standardization of bidding documents and tenders for Tamil Nadu
- SCADA: Effortless management, An integrated system and Perfection through analytics, Scalability & flexibility Scalability & flexibility are key aspects of a solar SCADA project.

★ **Panelists-**

- 1) Mr. Suseendhar G, Senior Manager – Business Development - Fourth Partner Energy Private Limited
- 2) Mr. Gokul R, Business Development Manager - Waaree Energies Ltd.
- 3) Mr. Manish Asija, Managing Director - enPossibilities Pvt Ltd.
- 4) Mr. Sandesh N, South Region Sales Manager - Solis
- 5) Mr. Vijayanand R, Assistant General Manager - PV Projects - Orb Energy
- 6) Mr. Sikkander Amin, Managing Director - Vigor Solar Energy
- 7) Mr. Kalpesh Kumar, Corporate Finance and Solar Rooftop - Refex Group
- 8) Mr. P. Anbazhagan, Managing Director - MAS Solar Systems Pvt. Ltd.
- 9) Mr. P Guruprasad, Chief Growth Officer - EnerMAN Technologies Private Limited
- 10) Mr. L R Venkatesh, Managing Director - Vesat Renewables Private Limited

15:30-16:30 Manufacturing, Technology, EPC and O&M- Session (1)

★ Panel Discussion-

- Manufacturing in India: Evaluating Make in India for solar (special emphasis on Tamil Nadu)
- Importance of equipment quality in plant operation and performance
- Financing Models: New Finance Models For Rooftop Projects; Learning From Global Developments
- Minimum Installation capacity at a single location.
- Emerging Options of Financing of Solar Residential Rooftop Projects. Rooftop Solar O&M for Residential Rooftop Portfolio.
- Emerging technologies in solar: Half Cell Module; 1500V Inverters; Storage etc.
- Module pricing road map and impact on project commissioning.
- Offgrid solar applications: water pumping, home lighting, rural & agri applications
- Solar diesel hybrid systems
- Regulatory challenges & Future prospects
- Identifying Technical hurdles during implementation.
- EPC quality and impact on plant performance
- Ultra low project bids and impact on EPC and O&M service providers
- Performance evaluation of installed projects in Tamil Nadu
- Use of drones and other technologies in O&M delivery
- Importance of equipment quality in plant operation and performance
- Advanced technologies for solar O&M:
The discussion will focus on new and up-coming technologies that have made or have the potential to make an impact in O&M

★ Panelists-

- 1) Mr. Ravi Kumar, Co-Founder & CEO - Dexler Energy
- 2) Mr. Ashwin Aravindkumar, O&M Manager – South India - Cleantech Solar
- 3) Mr. Harihar Gopalakrishnan, Regional Head (South) - Business Development C & I - Mahindra Solarize
- 4) Mr. Rajan Munjal, Leader Channel sales - Sungrow
- 5) Mr. Shantanu Sirsath, Technical Head India - ShenZhen Growatt New Energy Co., Ltd.
- 6) Mr. Prashanth Byndoor, Regional Head – South, Sales & Marketing - Adani Solar
- 7) Mr. Yogish HN, AVP - Business Development - Enerparc Energy Pvt Ltd
- 8) Mr. P.A. Sundara Murugan, CEO - KCP SIXVELL SOLAR
- 9) Mr. Nidhish Kumar, Director- Innovation & Technology - Sunverge Pvt Ltd

16:30-17:30 Manufacturing, Technology, EPC and O&M- Session (2)

★ Panel Discussion-

- Manufacturing in India: Evaluating Make in India for solar (special emphasis on Tamil Nadu)
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★ Panelists-

- 1) Dr. Raguram Arjunan, Managing Director - Cares Renewables Private Limited
- 2) Mr. K.Srinivas, Partner - SolarBull Energy LLP
- 3) Mr. Sanjay Santhanakrishnan, Managing Director - Kondaas Automation pvt ltd
- 4) Mr. K.kalai selvi, Managing Director - Prosun Energy Pvt. Ltd.
- 5) Mr. Satish Nair, Managing Director - Nordic (India) Solutions Pvt. Ltd.
- 6) Mr. P.Kumar, CEO & Director - VRM Energy Consultancy Services Private Limited
- 7) Ms. Darmila G, Head, Business Operations - SootLess Energy
- 8) Mr. S. Kishore Bhuvargha, Vice President - Sustainability and Energy Practitioner Association (SEPA)

17:30-18:30 C&I Solar Energy Market Outlook 2023 & Green building/Rooftop Solar + Storage Applications for C&I Segment

★ Panel Discussion-

- Overview of the current C&I solar market
- Understanding the current & Projected market share of Storage in C&I Solar Segment
- How ESS will help in current grid reliability and overcoming other challenges
- What are the various energy storage technologies available? What are the challenges and benefits of behind-the-meter storage
- The need for hybrid energy storage (battery plus another technology) solutions to meet the requirements of different C&I segments
- What are the Dawn of battery based energy storage solutions for the commercial & industrial sector?
- Current Penetration of Rooftop Solar in C&I Segment-State Attractiveness, Policy Outlook & Business Models
- Green building/Rooftop Solar in C&I : Untapped Potential and Ways to Increase Uptake By
- Current Penetration of commercial and industrial solar
- MSME & Large Scale Consumers: Policy, Opportunities & Incentives
- Cost Benefit Analysis of Installing Rooftop Solar Projects

★ Panelists-

- 1) Dr. Guruprasad T S, IOT - SME Consulting - Cognizant Technology Solutions
- 2) Mr. Indrajit Nandy Rana, Chief Financial Officer - Pwds Extrusions Pvt Ltd
- 3) Mr. P T Bhaskaran, General Manager -head Manufacturing Operations (plant Head) - LMW Ltd.
- 4) Mr. Karthikeyan Santhanakrishnan, Operational Excellence Leader - Kalyn Siebert
- 5) Dr. Nityanandan Devaraaj – Coimbatore CEO – Voith Digital Solutions

18:30- 19:00 Networking: Tea/Coffee