

## What is I-SMART?

The **Indian Solar Market Aggregation for Rooftops (I-SMART) Program** is a GIZ and MNRE supported initiative to help residents, businesses, and governments take advantage of the range of benefits of rooftop solar. The I-SMART team of professionals and volunteers is providing a range of services aimed at supporting state governments in:

- **Identifying government buildings** suitable for rooftop solar.
- Estimating the **rooftop solar potential** of the government rooftops identified.
- Issuing a tender for the **procurement of rooftop solar**.
- Reviewing proposals and **selecting an installer**.
- **Contract review** and negotiation, w.r.t PPA's and generation Warranties.
- Reviewing **rooftop solar policy and regulation** and making recommendations for improvement based on national and international best practices.
- Achieving state emissions reduction and **renewable energy targets**.

## Steps and Timeline

|                |                           |   |            |
|----------------|---------------------------|---|------------|
| <b>STEP 01</b> | <b>Identify Buildings</b> | <i>I-SMART will work with UREDA and State Government offices to identify a list of government buildings to assess suitability for rooftop solar.</i>  | Month 1    |
| <b>STEP 02</b> | <b>Estimate Capacity</b>  | <i>I-SMART will use satellite imagery to assess the rooftops of select government buildings and provide an estimate of solar capacity that can be installed.</i>                                    | Months 1-2 |
| <b>STEP 03</b> | <b>Issue Tender</b>       | <i>I-SMART will support UREDA in developing competitive tenders for the estimated rooftop solar capacity and provide templates for tender documents as needed.</i>                                  | Months 3-4 |
| <b>STEP 04</b> | <b>Identify Vendors</b>   | <i>I-SMART will support bid solicitation by conducting targeted outreach to installers active in the state, answering questions, and supporting informational events and/or webinars as needed.</i> | Month 4    |
| <b>STEP 05</b> | <b>Review Proposals</b>   | <i>I-SMART will provide third party review of installer proposals for the government tender.</i>  | Month 5    |
| <b>STEP 06</b> | <b>Sign Contract</b>      | <i>I-SMART will review the contract from the installer and help negotiate terms to provide clarity on various provisions.</i>   | Month 6    |

# Other I-SMART Services

## Policy Support

- Consult with the State Government, UREDA, and UPCL to identify challenges related to rooftop solar policy and regulation.
- Review rooftop solar policy documents.
- Map state policies against national and international best practices.
- Develop recommendations to fine-tune rooftop solar policy and regulation.
- Support state government in implementing recommended policies.

## Residential Demand Aggregation

- As needed, support state government in issuing a tender for residential subsidies under the SRISTI scheme.
- Recruit local volunteers across the state to support outreach and education activities.
- Conduct targeted outreach and awareness campaigns to residential customers using traditional and digital media strategies.
- Organize and facilitate informational workshops and events for residential consumers.
- Channel lead generation and net metering application through the I-SMART program website and the state single-window portal.
- Coordinate with empanelled installers to distribute leads.
- Track and report demand aggregation and new rooftop solar installations.
- Provide residents with information on the PV Port & Store system, a plug-and-play rooftop solar system developed by GIZ and tailored to the Indian residential market (contact the I-SMART team for information).

## Commercial and Industrial (C&I) Demand Aggregation

- Consult with the state government, UREDA, and UPCL to identify major C&I electricity consumers in the state.
- Conduct targeted outreach and one-on-one consultations with select major C&I consumers.
- Conduct targeted outreach and awareness to the C&I sector through industry associations and chambers of commerce.
- Organize and facilitate informational workshops and events for C&I consumers.
- Connect C&I consumers interested in procuring rooftop solar with qualified rooftop solar installers.
- Track and report demand aggregation and new rooftop solar installations.

## Rooftop Solar Finance Support

- Identify key banks active in financing rooftop solar in the state.
- Provide interested consumers with information on relevant sources of financing.
- Direct interested consumers to relevant sources of financing through the I-SMART website.

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For more information visit:

[www.iSMARTsolar.in](http://www.iSMARTsolar.in)

## Questions?

*Please feel free to reach out to us in case of any queries.*

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