

GREEN ENERGY BUSINESS CONCLAVE - 2024

Green Energy Business Conclave - 2024 (GEBC-2024), was organized by Indian Industries Association (IIA) in collaboration with UPNEDA and Marcom India on 1st March 2024 at IIA Bhawan, Vibhuti Khand, Lucknow. The main objective of organizing this conclave was to facilitate Industry & Commerce Entrepreneurs to take decisions to set up Solar Power plants in respective enterprises.



Ribbon cutting by Shri Mahesh Kumar Gupta (IAS), Additional Chief Secretary Energy & Renewable Energy Uttar Pradesh with President IIA Shri Neeraj Singhal along with office bearers.



Bouquet presenting to Shri Anupam Shukla(IAS) Director UPNEDA

CONCLAVE HIGHLIGHTS

- ☀ Green Energy Business Conclave was inaugurated by Shri Mahesh Kumar Gupta (IAS), Additional Chief Secretary Energy & Renewable Energy Uttar Pradesh and Shri Anupam Shukla (IAS), Director UPNEDA was present as Guest Of Honour.
- ☀ 10 reputed solar companies showcased their quality products and services in the Conclave.
- ☀ The conclave provided ample networking opportunities for more than 150 delegate to connect with industry experts, and potential

partners.

- ☀ Renowned speakers from the renewable energy sector delivered keynote addresses on the importance of solar energy adoption and its impact on sustainable development.

The Inaugural Session

In the inaugural session of the conclave, **chief guest Shri Mahesh Kumar Gupta (IAS), Additional Chief Secretary Energy &**



Renewable Energy Uttar Pradesh said that ever since the state government has promulgated the new Solar Energy Policy-2022 and Bio Energy Policy-2022, encouraging investment proposals have been received in solar energy, out of which about 16 percent proposals have been implemented on the ground. Shri Gupta called upon IIA and the entrepreneurs present at the Conclave to establish solar and bio energy hybrid energy production plants in the rural areas of the state, which have immense potential.

National President of IIA, Shri Neeraj Singhal said in his address that we have to take the industries towards decarbonization and provide them the benefit of carbon credit. For this, **IIA has decided that entrepreneurs**



will be encouraged to set up solar power plants in 15 industrial areas in Uttar Pradesh. This campaign has been started by IIA from Shamli Industrial Area where 8.5 MW solar power plants are being installed by IIA members. According to the survey conducted by IIA so far, the members have expressed their desire to set up 28 MW solar power plants. In this effort, IIA in collaboration with UPNEDA is also organizing workshops in various districts. Till now 6 such workshops have been organized. National President Shri Neeraj Singhal said in his address that there is immense potential for solar energy production in the industrial areas of the state. In 154 industrial areas of UPSIDA, industries are established on 46660 acres of land. If the target is set to establish roof top solar plants on 25 percent of this land, then we will have 11000 acres of area available in which production of several gigawatts of solar power is possible.

To achieve this goal, President IIA suggested that the limit for **obtaining solar power through open access should be reduced to 100 KW from the current 1 MW**, net metering facilities should be provided to micro scale industries and they should be

allowed to install solar power plants like domestic consumers & Subsidy should be given to do so. Virtual net metering system for solar power generation and usage should be implemented as has been done by the Delhi government, Mr. Singhal said.

Director UPNEDA Shri Anupam Shukla said in his



address that the state government has decided to install solar power plants in all government buildings and educational institutions, for which net metering system has been implemented and solar power plants can also be installed on RESCO model. Shri Shukla said that the procedures for setting up solar power plants have also been simplified. In the future, the problems that the consumers were facing at present will no longer be there.

On the occasion of the inauguration of the conclave, the chief guest, special guests, experts, sponsors and participants were welcomed by Mr. Alok Aggarwal, General Secretary IIA. Shri Tariq Hasan Naqvi Chairman IIA Renewal and Bioenergy Committee informed the participants about the outline of the conclave. Shri Awadhesh Aggarwal, National Treasurer IIA presented the vote of thanks and presented mementos to the guests.

The conclave program was conducted by Mr. Priya Sanjay, Managing Director, Mercom India



Lamp lighting (L-R) : Smt. Priya Sanjay Director MARCOM, Shri. Alog Agarwal General Secretary IIA, Shri Neeraj Singhal President IIA, Shri. Mahesh Kumar Gupta (IAS), Additional Chief Secretary Energy & Renewable Energy Uttar Pradesh, Shri. Anupam Shukla (IAS), Director UPNEDA, Shri. Tariq Hasan Naqvi Chairman IIA Renewal and Bioenergy Committee and Shri Awadhesh Agrawal Treasurer IIA.

Session-1 : Clean Energy – Harnessing the Green Route to Reducing Electricity Bills

Panelists of session 1 were:

1. **Shri Bharat Singh** - Director-Sales Marketing & Operations (India & MENA), Deye Inverters
2. **Shri Shah Masood Jafar** - Regional Sales Head – North, Rooftops, Tata Power Renewable Energy
3. **Shri Arvind Datt Semwal** - Head-Sales (North-East), Adani Solar
4. **Shri Anand Pandey** - Project Manager, True Power Limited
5. **Shri Ajay Kumar** - Senior Project Officer, UPNEDA



Discussion Points:

a) Criteria for Adopting Rooftop Solar/Open Access:

The panelists discussed the key considerations and criteria that individuals or industries should keep in mind while opting for rooftop solar or open access.

b) Savings and Return on Investment:

They provided insights into the potential savings and return on investment that can be achieved through rooftop solar or open access options.

c) Consumer Experiences in Uttar Pradesh:

Panelists shared real-life experiences of consumers in Uttar Pradesh who have adopted rooftop solar or open access, highlighting challenges and successes.

d) Installation Models: RESCO vs. CAPEX:

The session covered the two primary installation models: RESCO (Renewable Energy Service Company) and CAPEX (Capital Expenditure), discussing the pros and cons of each.

e) Questions from the Audience:

The panelists were engaged in a Question and Answer session, where attendees had the opportunity to ask specific questions related to rooftop solar, open access, installation models, savings, and more.

f) Insights and Takeaways:

The panel discussion provided valuable insights for individuals and industries interested in adopting renewable energy solutions, particularly rooftop solar.

Attendees gained a better understanding of the financial implications, practical considerations, and experiences of others who have already ventured into rooftop solar or open access options. **The session encouraged informed decision-making and highlighted the role of renewable energy in not only reducing electricity bills but also contributing to a cleaner and sustainable environment.**

Session-2: Clean Power Purchase – Switching to Renewable Energy through Open Access and Maximizing ROI

Panelists of session 2 :

1. Ms. Deepika Mathur - GM & Head Asset Management, Ampyr Energy
2. Dr. Sunit Tyagi - Managing Director, Insolare Energy
3. Shri Prabhajit Kumar Sarkar - Founder & CEO, Ampera Energy
4. Ms. Namrata Kalra - Advisor, UPNEDA

Discussion Points:

a) Procuring Solar through Open Access:

The panel explained the details of procuring solar energy through open access, explaining the process, benefits, and considerations for consumers.

b) Savings and Return on Investment:

Panelists discussed the potential savings and return on investment that consumers can achieve by switching to renewable energy through open access.

c) Criteria Considerations:



Key criteria were highlighted, guiding consumers on what to consider when opting for open access solar energy procurement.

d) Government Policies Driving Growth:

The discussion touched upon the various government policies that are driving the growth of renewable energy adoption, particularly through open access.

e) Challenges and Solutions:

Challenges faced in the procurement process were addressed, along with proposed solutions and best practices.

f) Options of Carbon Credits and Renewable Energy Certificates (RECs):

The panelists elaborated on the options of carbon credits and RECs available to consumers, explaining how they can benefit from these.

g) Questions from the Audience:

Attendees had the opportunity to participate in a

Question and Answer session, where they could ask specific questions related to open access solar procurement, savings, government policies, carbon credits, RECs, and more.

h) Insights and Takeaways:

Delegates learned about the potential savings, return on investment, and the role of government policies in facilitating renewable energy adoption.

By discussing challenges and solutions, attendees gained insights into overcoming barriers and maximizing the benefits of clean power purchase.

Session-3: Attractive Financing Options – Easy and Affordable Green Loans

Panelists of session 3:

1. Shri Vikas Agarwal - Co-founder & Chief Business Officer, Credit Fair
2. Shri Akshay Arora - Business Development - North India, Candi Solar

Discussion Highlights:

a) Loan Options:

The panelists discussed a range of loan options available for financing green energy projects. These options likely included both collateral-based and collateral-free loans, catering to various financial needs and capabilities of individuals and businesses.

b) Interest Rates:

Attendees gained insights into the prevailing interest rates for green loans, which are typically designed to be competitive and favorable for renewable energy initiatives.

c) Process for Availing Loans:

Details were provided on the step-by-step process

involved in availing green loans. This covered application procedures, documentation requirements, and approval timelines.

d) Easy Availment:

The focus of the session was on making the process of availing green loans easy and accessible. Attendees learned about streamlined processes and simplified documentation to encourage more individuals and businesses to adopt green energy solutions.

e) Question and Answer Session:

The panelists engaged themselves in a Question and Answer session with attendees, allowing them to ask specific questions about loan terms, eligibility criteria, repayment options, and any other queries related to green financing.

Key Takeaways: Understanding Loan Options:

Attendees gained a comprehensive understanding of the various loan options available for financing their green energy projects.

Session-4: Panel Discussion: Bio Energy & Bio Coal

Panelists for Session 4:

1. Shri Ajay Kumar - Senior Project Officer, UPNEDA
2. Shri Aman Agarwal -RS Foods
3. Shri Ratan Agrahari - Director, RAVC Solutions Pvt Ltd

Discussion Highlights:

a) Bio Energy and Bio Coal Opportunities:

The panelists discussed the various opportunities available in the bioenergy and bio coal sectors. This includes the potential for renewable energy generation, economic benefits, and environmental advantages.

b) Benefits of Going Solar in C&I (Commercial & Industrial):

Shri Ratan Agrahari from RAVC Solutions Pvt Ltd highlighted the specific benefits of solar energy adoption



in the commercial and industrial sectors. This includes cost savings, reduced carbon footprint, and long-term

sustainability.

c) Bio Coal:

The discussion covered bio coal, a sustainable alternative to traditional coal, focusing on its production process, advantages, and applications.

d) Environmental Benefits:

Attendees learned about the environmental benefits of bioenergy and bio coal, including reduced greenhouse gas emissions and improved air quality.

e) Economic Viability:

The economic viability of bioenergy projects and the

potential for job creation in the sector were discussed, showcasing the business opportunities available.

Distribution of Mementoes to Exhibitors

During the Green Energy Business Conclave 2024, a special moment of appreciation and recognition was dedicated to the exhibitors who showcased their innovative products and services in the mini exhibition. The distribution of mementoes served as a token of gratitude for their contribution to the success of the event and their efforts in promoting green energy solutions.

EXHIBITOR STALL GLIMPSES





GLIMPSES OF GREEN ENERGY BUSINESS CONCLAVE



SEMINAR - ORIENTATION OF MSE FACILITATION COUNCIL MEMBERS



On March 27, 2024, under the chairmanship of National President Shri Neeraj Singhal, a one-day seminar was organized by IIA for the orientation of MSE Facilitation Council members of Uttar Pradesh at IIA Bhawan, Lucknow. Additional Chief Secretary, MSME Shri Amit Mohan Prasad, IAS was present as the chief guest in this seminar.



National President Shri Neeraj Singhal said that non-payment of goods supplied by entrepreneurs on time is a serious problem. IIA will submit suggestions to the MSME department to make the MSE Facilitation Council more effective. Additional Chief Secretary praised this seminar organized by IIA and said that more such knowledge based seminars should be organized so that the members of the Facilitation Council will be aware.

The seminar was attended in person & online by more than 50 members of all the 18 Micro and Small Enterprise Facilitation Councils of Uttar Pradesh, which included Joint Commissioner Industries, members of Lead

Banks, members of Industries Association and members of Laghu Udyog Bharti.

The seminar was conducted by Shri K.K. Aggarwal, Chairman, IIA Delayed Committee and Member of Facilitation Council on behalf of IIA in Basti Division. The participants of the seminar were welcomed by Mr. Dinesh Goyal, Senior Vice President, IIA and the vote of thanks was given by Mr. Awadhesh Aggarwal, National Treasurer.

The topic of Delayed Payment Act, Process and Functioning of Facilitation Council was discussed in Technical Session-1 of MSE Facilitation Council Members Orientation Seminar organized by IIA.

Mr. Suresh Dhole, senior advocate of the Honorable Supreme Court and High Court and as the keynote speaker during the Technical Session - 1 in the Orientation Seminar of MSE Facilitation Council Members and **IIA Former President and Lucknow MSE Facilitation Council member Mr. Sanjay Kaul** provided important information through case studies while orienting the members on the subject of Delayed Payment Act, process and functioning of the Facilitation Council.

Throwing light on various legal aspects related to the process of Micro and Small Enterprises Facilitation Council, Shri Suresh



Dhole said that the MSME Development Act 2006 under which the Facilitation Council has been created is a very strict Act to help micro and small industries. Therefore, it is mandatory for all the members of the Facilitation Council to be aware of all the provisions of this Act.

Shri Sanjay Kaul, former National President IIA, who has been a member of the Facilitation Council for more than 15 years, presented the legal provisions from the Delayed Payment Act in force in 1993 to the MSME Development Act 2006 in force today through a power point presentation. Shri Sanjay Kaul also clarified various misconceptions arising in the

functioning of the Facilitation Council.

Case Studies and Success Stories shared in Technical Session-2 of Orientation Seminar for MSE Facilitation Council Members organized by IIA.

During the Technical Session - 2 of the Orientation Seminar of MSE Facilitation Council Members, **former President of IIA Shri Ajay Gupta and Shri Pramod Miglani**, who are members of Meerut and Saharanpur MSE Facilitation Council respectively. The members also informed the members of the Facilitation Council by telling case studies and success stories related to

delayed payment in their presentation.

Former President of IIA, Mr. Ajay Gupta, while expressing his experience, said that his council has got payment of about Rs 163 crore to micro and small industries through negotiations, and this council organizes 8 meetings in a month. Till now, payments of more than 300 enterprises have been made by this council.

Mr. Pramod Miglani, former National President IIA, member of Facilitation Council of Saharanpur Divisional also shared his experiences in the seminar and the curiosities of the participants were resolved.