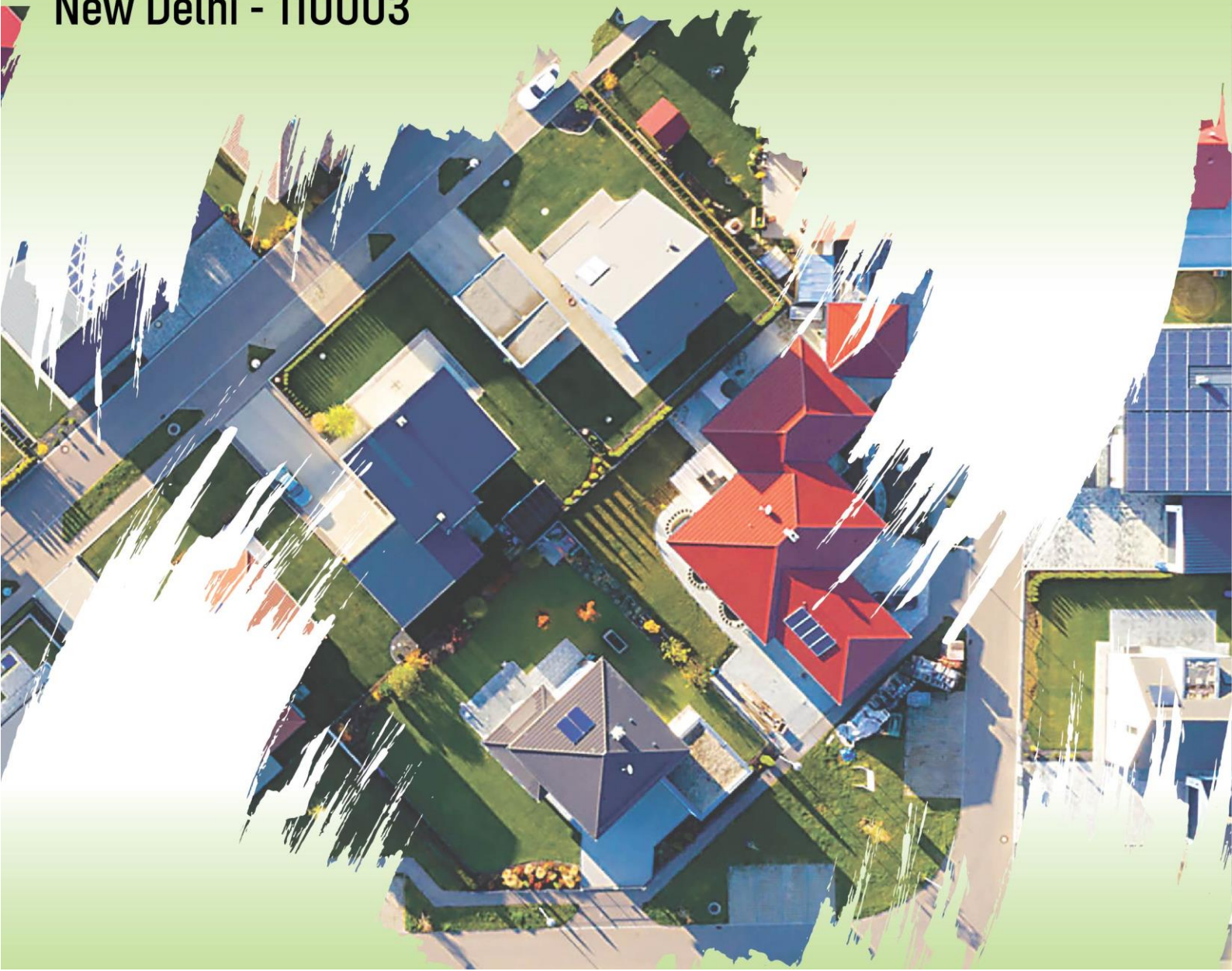




Rooftop Solar Coalition Roundtable

3rd - 4th August, 2022

Marigold Hall, India Habitat Centre, Lodhi Road,
New Delhi - 110003



Rooftop Solar Coalition Roundtable

Towards the formation of a Coalition to identify and implement strategies for higher uptake of Rooftop Solar in India

3-4th August, 2022

India Habitat Centre, New Delhi

Our experience from researching and developing solutions for the rooftop solar space has revealed the critical need for collaboration amongst primary stakeholders including consumers, DISCOMs, developers, and the Ministry of New and Renewable Energy, etc.. These partnerships can help us adopt a more holistic approach for developing end-to-end solutions for increasing rooftop solar adoption across the country.

To this end, we at the Center for Study for Study of Science, Technology and Policy (CSTEP) propose:

1. The formation of a core group with diverse strengths in rooftop solar viz. technical, policy & regulatory, and financial; and establish industry partnership (CSTEP, CEEW and NSEFI).
2. An annual flagship event to engage with organisations and people involved in this space, build narratives, and use them to promote rooftop solar deployment. The flagship event is envisaged as a multi-stakeholder engagement initiative to discuss challenges and find optimal solutions to various challenges in the field.
3. Identify partners in the civil society space to work on specific issues on rooftop solar especially with regard to financing and facilitating on-ground engagements with DISCOMs, State Nodal agencies, etc.
4. Identify partners for devising innovative consumer outreach activities to promote Rooftop solar, use CSTEP's Rooftop Evaluation for Solar Tool, apart from other awareness programs
5. Form a coalition which can then engage directly with MNRE, state nodal agencies, consumers, financial institutions and multiple DISCOMs to ensure scaling up kW level rooftop solar across India
6. Secure additional funding for this coalition for a 3-5 year effort after identifying DISCOMs in various states.

This Roundtable will be a precursor to the aforementioned coalition's flagship event later in the year. Through this roundtable we want to consolidate the latest developments, policies, regulations, challenges, solutions, etc. on solar rooftop. The roundtable aims to bring think tanks, civil society organisations, implementation partners, policymakers, developers, financial institutions and funding organisations under one roof to discuss and create an informed and implementable solution-oriented plan to significantly scale up rooftop solar in India.

The roundtable has been planned as a 2-day event. On day 1 the focus is on engaging with developers, think tanks, civil society organisations and implementation partners to gain their insights and perspectives and factor them into the solution-oriented research action plan. On day 2, we will engage with policy makers including MNRE and relevant DISCOMs, funding organisations, financial institutions to further discuss, exchange perspectives and insights from day 1.

The outcome of the two-day discussion is the creation of a detailed action plan for scaling up rooftop solar in India.

Objectives of the Roundtable

- Emphasising the importance of Solar Rooftop in achieving India's renewable energy targets
- Formation of coalition with select think-tanks and implementation partners to extensively work towards scaling up solar rooftop in India
- Capturing the perspectives of different stakeholders (developers, policymakers, consumers, etc.) working in this space.
- Sharing of lessons and insights from the experiences of various participants
- Exploring successful business models and financing options for rooftop solar
- Incorporating inputs in the coalition-based methodology.
- Initiating engagement with policymakers on the coalition-based methodology for scaling up solar rooftop in India.

Proposed partners

Core Group – CSTEP, CEEW & NSEFI

Think tanks and civil society partners: iFOREST, Swaniti Initiative, J-PAL SA, MPen Systems, WRI India, Prayas Energy, ASAR, Jhatkaa, RMI, Janagraha, Select RWAs etc.

Policymakers: MNRE, Select DISCOMs, SERCs, State Nodal agencies, etc.

Developers: Various large-scale and small-scale rooftop developers operating across the country

Funding organisations: Sequoia Climate Fund, McArthur Foundation, Bloomberg Philanthropies, etc.

Financing institutions: World Bank, SBI, ADB, etc.

Agenda

Day 1 – 3rd August, 2022

Discussion with Developers

1000 hrs to 1300 hrs:

- Reviewing the current progress of rooftop solar from developers' perspective
- Identifying the scope of growth in rooftop space (new geographies, business models, customer segments, etc)
- Identifying challenges faced by developers (supply side and demand side)
- Identifying policy and regulatory improvements/changes that can benefit the rooftop sector
- Introducing the core group's proposed framework that emphasises innovations in technical aspects such as the one-stop shop, novel consumer outreach, demand aggregation strategies, and accessible and affordable finance
- Emphasising benefits for developers (identifying high-potential clusters with roof-level detailing; ready access to detailed site assessments, project reports, and shading analysis)
- Exploring possible avenues for collaboration including funds for aerial imagery.

Session Output: Identifying inputs from developers to be incorporated in the core group's framework; creating a network of developers interested in being associated with this national scale-up effort.

Day 1

Discussion with Think tanks, Civil Society Organisations and Implementing partners:

1400 hrs to 1700 hrs:

- Discussing the potential and possible extensions to the core group's proposed framework
- Identifying improvements to the framework based on inputs and insights from think tanks and implementation partners
- Brainstorming to develop new solutions for scaling up solar rooftop in India (customer segments, geographies, business models, etc.).
- Exploring possible options for collaboration
- Discussing policy challenges and opportunities to be highlighted in the discussion with policymakers
- Capturing the consumer's perspective on challenges faced by them
- Creating roadmap for awareness campaigns in co-ordination with implementation partners and resident welfare associations/citizen groups
- Developing strategies for demand creation and effective implementation.
- Formalising a consortium and getting buy-in from MNRE, DISCOMs, and other state nodal agencies.

Session Output: Identifying inputs from the various participants to be incorporated in the core group's proposed framework; Shaping up a coalition with organisations interested in working in scaling up Solar Rooftop in the residential and MSME sectors nationwide.

Day 2 – 4th August, 2022

Discussion with Funders

0930 hrs to 1130 hrs

- Introducing the core group's framework focusing on how the framework can help create a sustainable action plan for scaling up solar rooftop in India
- Highlighting inputs from developers, think tanks, other agencies, from discussions on day 1
- Exploring possible funding avenues for a 3-5 year effort towards scaling up solar rooftop.

Session Output: Capturing funders' interest and potential engagement options

Day 2

Discussion with Financial Institutions

1200 hrs to 1330 hrs:

- Reviewing the current status of financing options for various consumer categories
- Identifying challenges faced by institutions in the residential and MSME space
- Identifying accessible rooftop financing options

- Discussing improvements/initiatives expected from local public/private banks
- Identifying steps/initiatives to increase lending in the residential and MSME space
- Introducing the core group's framework focusing on benefits for financial mechanisms (one-stop shop for solar rooftop, demand aggregation, etc.).

Session Output: Capturing lenders' perspectives and identifying opportunities for partnership especially during the demand aggregation and implementation phase.

Day 2

Discussion with Policymakers

1430 hrs to 1630 hrs

- Reviewing the current progress and challenges in deployment of rooftop solar from policymakers' perspective
- Discussing challenges faced by policymakers
- Discussing expectations from private entities
- Identifying activities to increase solar rooftop uptake
- Introducing the core group's framework focusing on benefits for policy makers (one-stop shop for solar rooftop, scope for increasing solar rooftop uptake, availability of large-scale potential assessment, demand aggregation, etc.)
- Exploring options for scaling up the core group's framework across the country.

Session Output: Incorporating policymakers' inputs and suggestions in the core group's framework; creating a basic platform of engagement with policymakers for scaling up rooftop solar across the country.

Day 2

Creating an Action Plan

1645 hrs to 1745 hrs

- Developing a detailed action plan using the inputs received from developers, policymakers, think tanks, implementation partners, financial institutions and funding organisations.
- Developing a Responsibility Matrix with expected quarterly deliverables from all collaborating partners.

Session Output: Creating an implementable and sustainable action plan for scaling up solar rooftop using the core group's framework; outlining schedule-based and clear responsibilities of identified partners

About NSEFI:

National Solar Energy Federation of India (NSEFI) is an umbrella organization of all solar energy stakeholders of India. Which works in the area of policy advocacy and is a National Platform for addressing all issues connected with solar energy growth in India.

Website: www.nsefi.in

Twitter: @NSEFI_official

LinkedIn: <https://www.linkedin.com/company/nsefi/>

About CSTEP:

The Center for Study of Science, Technology and Policy (CSTEP) is one of India's leading think tanks, with a mission to enrich policymaking with innovative approaches using science and technology for a sustainable, secure and inclusive society.

Website: www.cstep.in

Twitter: @CSTEP_India

LinkedIn: <https://www.linkedin.com/company/cstep/>

About CEEW:

The Council on Energy, Environment and Water is one of Asia's leading not-for-profit policy research institutions. CEEW uses data, integrated analysis, and strategic outreach to explain – and change – the use, reuse, and misuse of resources.

Website: www.ceew.in

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