



“ISA will help **India make a mark** in manufacturing”

- Hartek Singh, CMD, Hartek Power

What would India's dominance in solar energy through this initiative mean?

The International Solar Alliance (ISA) will enable India to emerge as the world leader in solar power and reduce its carbon footprint appreciably, thus promoting sustainable development in the long run. This Indian initiative will turn out to be a game changer not only for the country, but the entire world. India has all the positives that can turn it into the world's leading solar powerhouse, including vast tracts of disposable land, high solar irradiation and about 300 days of sunny days a year. These advantages are well complemented by proactive government initiatives and a favourable business environment on account of an investor-friendly regulatory framework. The 100 GW target is quite ambitious, but the way the government is

pursuing it is very encouraging from the industry point of view. The funds made available by global agencies like the World Bank and Asian Development Bank will also create a more conducive environment for investment.

With India in the forefront, foreign investors and leading solar developers across the world will be keen to invest in the country's rapidly growing solar industry. This will bring immense business opportunities for solar EPC firms like Hartek Power. The ISA can help Hartek Power by way of strategic alliances with leading foreign companies and open the doors for Indian firms looking to invest in other countries.

How would this initiative revolutionise R&D in participant countries?

It is a great initiative. India has been more of a service provider all along, but this alliance will help the

country make a mark in manufacturing as well. India was never a technology-driven country primarily because of lack of resources. This move will, however, enable the entire industry to get access to technology and apply it to optimise costs and increase efficiency. We also believe that the 'Make in India' campaign will get a boost with this move as the manufacturing sector will really benefit from sharing and exchange of technology. The exchange of technical know-how among ISA members will enable them to use each other's strengths to optimally exploit the potential of solar energy.

Hartek Power will make the most of the opportunities in terms of technology exchange and R&D sharing to come up with more innovative, efficient and cost-effective solar solutions to address the needs of the solar industry. The ISA initiative can also revolutionise R&D in member countries if their governments invest adequately in research and collaborate for constant improvisation. Collaborations with foreign firms will make Indian companies world-class.

Tie-ups between notable research organisations of ISA member-nations to improve the efficiency and cost-worthiness of solar panels and inverters can go a long way in realising the immense potential of the solar industry. Joint efforts to enable domestic manufacturing of solar power equipment will reduce dependence on imports and make domestic equipment more competitive in terms of both costs and quality standards. We, at Hartek Power, would love to go in for joint ventures and partnerships in executing power projects. You see, collaboration is one of the core values of Hartek Power, and we already have a tie-up with French giant Schneider Electric for power distribution products. **|ST|**

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- JOCELYN FERNANDES