

# Himamsu Popuri

CEO

**Nuevosol Energy  
Pvt. Ltd.**

**EQ :** *What is Nuevosol trusted for in the Industry?*

**HP :** Firstly, I would like to thank every client, who trusted in Nuevosol. We are trusted by Developers and EPC firms for being a mounting structure partner, who is like an in-house team which can support in all fronts of





optimization, operational as well as technical. We are trusted for taking up challenges and meeting super fast execution targets. We provide not just a mounting solution but a completely holistic solution which optimizes the power plant as a whole. Also, Nuevosol is known for its experience in meeting aggressive price targets, unexpected site conditions and going out of the way to achieve the targets for our clients.

**EQ : Nuevosol is known for anything new and anything big, Can you explain your experiences in deploying India's many firsts?**

**HP :** Nuevosol is always open for challenges, be it technical, operational or in doing anything unconventional. This attitude of team Nuevosol has helped us achieve some of the India's many firsts. In ground mounted products we developed structures that follow the contour upto 11 deg in both EW and NS directions. Contour following structures at this inclination are being installed for the first time in a mega power plant of 50 MW in Madhya Pradesh. First MW scale inclined roof mounting has been an achievement; as it took a lot of R&D to develop a robust product which penetrates the roofs yet makes it completely water proof. Today our structures are covering some of the biggest factory sheds in India with our mounting structures.

In the operational front Nuevosol has taken up challenges to develop numerous new foundations and many new ways to optimize the time to install, which made us install power plants at a pace of 1 MW per day. Not only developing these innovative methodologies, but also actively pursuing the approvals of the same from many PSUs, to break the conventional wisdom, is one of our achievements.

Very recently we have also made a mark in being the first, probably in the world to design, manufacture and install a 1 MW Car

Port system, which is a design and execution challenge like none else. We also are the first to install our structures in two international airports in India.

**EQ : What is Nuevosol's contribution to the growing rooftop market?**

**HP :** Innovation for economic feasibility is one aspect where Nuevosol has been actively involved in rooftop market. We have been developing numerous products to suit for the varying rooftop conditions. Nuevosol has so far deployed more than 10 MWs of rooftop structures. These rooftop projects have been executed for corporate giants in Delhi, Bangalore and Chennai for the biggest EPC firms in India.

Rooftop industry in India is very naïve and we have been working to standardize many products to ensure faster deliveries. Currently the capabilities of Indian manufacturers to supply at the required pace is very limited and has been hampering our efforts. We are in the process of setting up manufacturing units specifically for rooftop products and also in the process of improving the capability of existing manufacturers.

**EQ : How are your products different from those of your competition?**

**HP :** Mounting systems developed by Nuevosol stand out in many different ways:

Firstly, our structures are developed with totality into consideration. Not many design structures to optimize layouts or with a thought to increase IRRs. What we offer is not just a structure, but it is a solution, which is linked with the entire power plant, its energy output, economic viability of the plant, IRR and many such parameters, which are of interest to the EPC Contractor as well as the Developer.

Secondly, we treat design of structures to be as scientific as any other component of

the power plant. The tool of optimization used to design structures incorporates multiple parameters like cost, strength, ease of manufacturing, ease of installation to bring our structures, which act like a system than a stand-alone entities.

Thirdly, our products accompany services, which are targeted towards making execution simpler and better. A package of turnkey services ensures there is single point responsibility and hassle free execution. We aim at reducing our client's efforts, the manpower deployed by them, meet their super-track schedules and ensure complete peace of mind throughout the period of execution.

Finally our products are built out of passion and respect towards mounting structures. There needs to be an attitudinal shift where most people believe that Lean is weak and Heavy is durable or many such notions. This is a layman approach to design and highly unscientific and not our way of design.

**EQ : What challenges did Nuevosol face in the last FY?**

**HP :** India has to gear up manifold. Steel industry is clearly, not adequately prepared to the supply of raw material i.e Pre-Galvanized Steel mainly. The pace at which solar industry is growing requires 1 lakh tonnes of steel supplied to various manufacturing yards only for the purpose of manufacturing solar structures. There is a huge scarcity of the base raw material, as there are very few suppliers for the huge tonnages that we require. Many times there is price escalation and material shortage impacting the timelines of projects. For some niche materials that we use in our structures there is monopoly at play leading to random price escalations and material shortages. This is one of the biggest concerns in the industry right now.



However we are thankful to all the clients, suppliers, contractor and even the logistic providers who trusted in us and helped us achieve more than 350 MWs in the last two years.

**EQ : With JNNSM and many state policies planned in this year, What are your plans to meet the growing demand?**

**HP :** Nuevosol works on a focused objective of “making things better”. Every year we are increasing the deliverables while reducing the costs much further. We have developed numerous new structures and every project has a new innovation aimed at faster manufacturing and execution. We have helped many of our clients win the bids and working for more than 500 MWs next FY,. We are planning to achieve this in a three-fold strategy, design supremacy, optimized manufacturing and simplified execution.

Design and manufacturing have to be synchronized to the maximum possible extent. Nuevosol involves itself in developing newer manufacturing tools to enable our manufacturers reach our levels of optimization thereby developing newer sections. These designs are aimed at super fast execution targets. Standardizing the use of hardware, reducing the number of manual operations, increasing automation are some examples.

Currently there is a wide gap between the demand and supply in manufacturing of steel structures. This gap is going to only widen in the coming year. While India’s steel industry is struggling to meet the demands of growing solar industry, Nuevosol has embarked on a mission to develop capabilities of manufacturing facilities in a decentralized fashion. There are many units all over India, which are not technically or operationally mature enough to supply at the pace and quality at which solar industry requires. Nuevosol is actively pursuing the task to bring

these into mainstream solar manufacturing. Apart from the bigger units, it is essential to optimize these decentralized units to enable India reach the set targets.

On the regulatory front, we are hoping there will be many changes in existing Excise duty exemption regime and incentives for decentralized units who cannot set off the duty exemption. We are going to approach the MNRE with our plea on this. Also in the raw material industry we are expecting more support from the steel manufacturers in deploying more resources towards solar specific steel

Installation is also an area of concern with inadequate skilled manpower and resources to achieve the targets. Nuevosol has developed numerous contractors and sub-contractors all over India who trained with videos and animations of our structure installation. Training is a key aspect, which Nuevosol is concentrating on to ensure there is adequate manpower to achieve the forthcoming targets.

**EQ : Nuevosol has been executing at a pace of 50 MWs per Month, how is the manufacturing and installation at this pace being managed?**

**HP :** Nuevosol has been executing at the rate of 50MW per month and is expecting to execute at the rate of more than 100 MW per month in the coming quarters. This calls for three main capabilities.

One, a chain of manufacturers located all over India and Two, designs which are easy to manufacture and optimizing the manufacturing layouts to produce faster, Three experienced installer network. Nuevosol has over the past 2 years generated a network of more than 30 contract manufacturers. The relationship with these units is not like that of a buyer and a seller, but is highly integrated. Nuevosol goes into the details

of tool design for faster manufacturing and also has quality, product personnel deployed who look at optimizing the floor layouts to higher throughput.

Our structures are designed with a perfect blend of customization and standardization. This helps faster execution on site. Our installers are happy to work on these structures, which require very less labor. We have been generating skilled manpower and contractor network and today we have huge network capable of installing at 1 MW per day and more.

**EQ : What are your immediate plans for the coming FY.**

**HP :** The coming FY is very exciting with JNNSM and many state policies taking off soon. We are excited and geared up to take up Mega Power projects, from the experience we gained over the last two years in executing projects at a pace of 50 MW per month.

We have plans for exporting structures which is materializing in the coming months. Internationally Aluminium structures were used for ages. The scope of optimization in Aluminium structures to reduce costs has saturated and globally the requirement is shifting towards steel structures. The level of optimization achieved by Nuevosol in steel structures is much above the global standards and thereby there is scope for exporting. Right now even with export of structures we are able to provide at lower costs than those being manufactured locally in Europe and US. Our structures are competing with many European and Chinese manufacturers and are standing out successful on the design and price competitiveness.

Finally, we once again thank all our clients, suppliers and contractors who helped us achieve this feat and hoping for the same in future.