



EPC · STEP 02 · PROCURE WITH LEVERAGE · REPORT

Vendor Benchmarking Matrix

Side-by-side technical and commercial comparison of shortlisted cell, PCS and BoS suppliers scored against bankability, price and delivery criteria.

Worked example (anonymised): Standalone BESS Framework Procurement · 150 MW / 300 MWh (2-hour duration) · Western India. DISCOM-awarded standalone storage tender requiring LFP cells, PCS and containerised BoS procurement within an 11-month delivery window.



Illustrative sample image

Sample excerpt · Vendor Scorecard Extract (PCS Suppliers)

Vendor	Rated Efficiency (%)	Price (■/kW)	Warranty (yrs)	Factory Audit Score	Lead Time (wks)
Vendor A	98.6	4,850	5	8.7/10	28
Vendor B	98.3	4,600	5	7.9/10	24
Vendor C	98.8	5,100	7	9.1/10	32
Vendor D	98.1	4,300	3	6.8/10	20

Notes

- Scores normalised across 12 evaluation parameters
- Prices exclude GST and inland freight

What happens in this step

1. Build a live vendor landscape across Tier-1/Tier-2 module, inverter, PCS, cell/pack and BoS suppliers with technical and financial screening
2. Issue structured RFQs/RFPs with standardised technical schedules so bids are apples-to-apples comparable
3. Run factory audits (production capacity, QA/QC, bankability, ESG, past project performance) for shortlisted vendors



4. Develop a landed-cost model per vendor including duties, freight, FX hedging and payment-term impact
5. Negotiate framework pricing with volume/price-escalation clauses and back-to-back warranty pass-through
6. Stress-test vendor delivery schedules against the project's construction and commissioning calendar
7. Issue final vendor recommendation memo with commercial term sheets ready for board/lender sign-off

Outcomes

- 5-12% reduction in landed equipment cost versus first-round vendor quotes
- Bankable, lender-acceptable warranty and delivery terms locked pre-construction
- Reduced schedule risk through pre-vetted, audited supply chain
- Framework pricing enabling faster procurement for future project phases

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