



EPC · STEP 02 · PROCURE WITH LEVERAGE · REPORT

Factory Audit Report

On-site assessment of cell/pack manufacturing lines, QA protocols, traceability systems and historical field performance data.

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 · Audit Checklist Summary

Audit Area	Finding	Risk Rating
Cell QA sampling	AQL 0.65% per IEC 62619	Low
Thermal runaway testing	UL9540A report available	Low
Production capacity	2.1 GWh/month, 68% utilised	Medium
Traceability	Cell-to-pack barcode tracking present	Low
ESG compliance	ISO14001 certified, no major findings	Low

Notes

- Audit conducted jointly with independent lab engineer
- Findings feed directly into warranty negotiation

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

Want this for your project? Write to info@growthifye.com or use the Contact page — we will scope the real deliverable set for your capacity, state and lender requirements.

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