EPC · STEP 02 · PROCURE WITH LEVERAGE · SCHEDULE

Framework Pricing Agreement (Draft)

Pre-negotiated multi-year pricing framework with volume tiers, escalation caps and warranty pass-through clauses ready for legal execution.

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.

Sample excerpt · Framework Pricing Tiers

Volume Tier (MWh)	Unit Price (■ Lakh/MWh)	Escalation Cap (%/yr)	Delivery SLA (wks)
0-100	198	3.0	26
100-300	190	2.5	24
300-500	182	2.0	22

Notes

- Escalation indexed to lithium carbonate benchmark
- Liquidated damages clause capped at 10% of contract value

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.