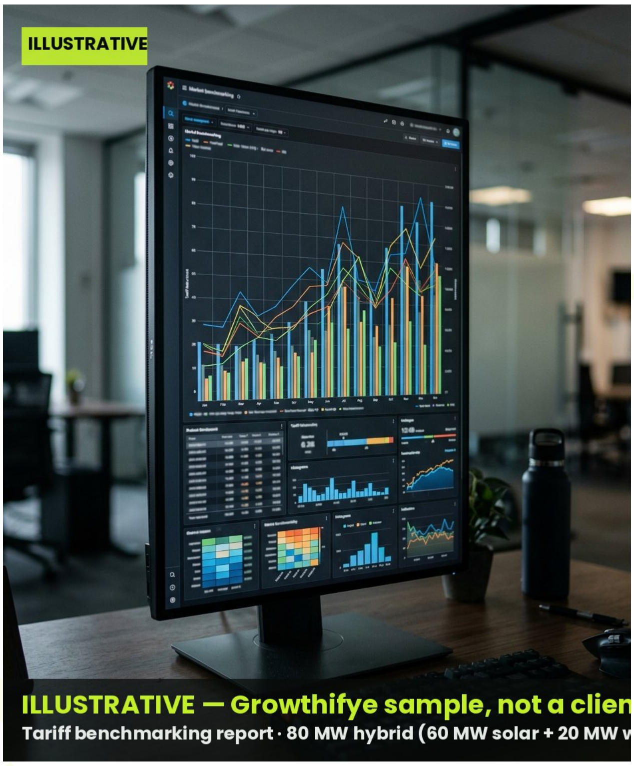
GREEN PPAS · STEP 03 · COMPETITIVE PROCESS · REPORT

Tariff benchmarking report

Market intelligence comparing received bids against recent state DISCOM tender results, exchange (IEX/GTAM) price trends and comparable group-captive deals.

Worked example (anonymised): Group-captive solar-wind hybrid RFP · 80 MW hybrid (60 MW solar + 20 MW wind, ~30% CUF blended) · Karnataka, group-captive structure. A manufacturing group targeting 25% open-access renewable coverage ran a competitive RFP across nine developers to benchmark hybrid tariffs before committing to a 15-year PPA.



Illustrative sample image

Sample excerpt · Tariff benchmark comparison (illustrative)

Reference point	Segment	Tariff (Rs/kWh)	Notes
Recent state DISCOM solar tender	Utility-scale solar	2.85	25-year PPA, single-axis tracker
Group-captive wind-solar hybrid (peer)	C&I; hybrid	3.30-3.60	15-year term, similar state
IEX average day-ahead (blended)	Merchant exposure	3.10	12-month trailing average
Current RFP shortlisted bids	C&I; hybrid	3.38-3.55	Normalised basis

Notes

- Benchmarks drawn from publicly available tender results and anonymised peer transaction data
- Used to test whether bid tariffs are within a defensible market range before negotiation

What happens in this step

1. Draft and issue a structured RFP to a shortlist of 8-12 pre-qualified developers with standardised technical, commercial and legal submission templates
2. Host a bidder query window and pre-bid clarification call to align assumptions on connectivity, land, evacuation timelines and payment security

3. Receive sealed bids and normalise them onto a common basis (capacity utilisation factor, degradation, escalation, banking charges) to enable true tariff comparability
4. Run tariff benchmarking against recent DISCOM tenders, IEX/GTAM trends and captive/group-captive precedents in the same state
5. Score bids on a weighted matrix covering tariff, developer track record, financial strength, land/connectivity readiness and contract flexibility
6. Shortlist top 2-3 bidders for a negotiation round on tariff, change-in-law pass-through and termination payments
7. Present a recommendation memo with sensitivity analysis to support final developer selection

Outcomes

• A transparent, defensible record of how the preferred developer and tariff were selected
• Tariff outcomes tested against real market benchmarks, avoiding overpayment or unfavourable long-term escalation terms
• Key risk items (termination liability, change-in-law, delay LDs) improved through structured negotiation before contract drafting
• A shortlisted, credit-checked developer ready to proceed directly into contracting and connection

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