



GREEN PPAS · STEP 02 · SOURCING STRATEGY · DASHBOARD

Sourcing Decision Dashboard

Weighted scoring matrix summarising all evaluated routes against client-defined criteria, used for management decision sign-off.

Worked example (anonymised): 60 MW Aggregated Industrial Load — Sourcing Route Evaluation · 60 MW contracted demand across two manufacturing sites (auto-components and textiles) · Karnataka and Maharashtra, India. A multi-site industrial group evaluating a wind-solar hybrid supply against captive equity investment, a pooled group-captive structure with a sister unit, and a pure third-party open-access PPA.

Sample excerpt · Weighted Scoring Matrix — Sourcing Route Selection

Criteria	Weight	Captive score (/10)	Group-Captive score (/10)	Third-Party OA score (/10)
Landed cost	40%	8.5	7.8	6.9
Regulatory risk	25%	8.0	7.5	5.5
Balance-sheet impact	20%	5.0	6.5	9.0
Implementation speed	15%	6.0	6.0	8.0
Weighted total	100%	7.3	7.2	7.1

Notes

- Weights agreed with client's finance and sustainability teams prior to scoring
- Dashboard delivered as an interactive workbook for scenario re-weighting

What happens in this step

1. Map applicable state regulations (open access rules, CSS/wheeling/banking charges, captive consumption norms) for each site under consideration
2. Build landed-cost stacks for captive, group-captive, and third-party OA routes using current and projected tariff, surcharge, and loss assumptions
3. Assess equity/funding implications of the 26% captive consumption threshold and group-captive pooling structures
4. Quantify regulatory and counterparty risk for each route — surcharge escalation, connectivity delays, discom litigation history, developer credit strength
5. Stress-test each option against tariff order changes, banking restrictions, and curtailment scenarios over the contract tenor
6. Score options on a weighted matrix combining cost, risk, control, and balance-sheet treatment
7. Present a recommended sourcing route with supporting sensitivity analysis for management sign-off

Outcomes

- A data-backed sourcing route selection aligned to cost, risk, and balance-sheet objectives
- Clear visibility of the equity/funding commitment required before committing to captive or group-captive structures
- A defensible risk register to support internal governance and board approval
- A shortlisted structure that becomes the basis for the competitive process in Step 03

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