

Expression of Interest (EOI) **For**

Selection of Solar Power Developers for setting up of 16 MWp Solar Photo Voltaic based grid connected power plant for Jagatpur Industrial Estate, under RESCO Mode in Odisha.

EOI No.: EOI/OIACPP/RE/26-27



Odisha Industries Association, Jagatpur

Odisha Industries Association, Jagatpur (OIA)

New Industrial Estate Jagatpur, Cuttack-754021

Tel-(0671)2490795, Fax-91671-2491096,

E-mail: oiajagatpur@rediffmail.com ; Website: oiajagatpur.org

(OIA reserves the right to cancel this request for EOI and / or invite afresh with or without amendments to this request for EOI, without liability or any obligation for such request for EOI and without assigning any reason. Information provided at this stage is indicative and OIA reserves the right to amend / add further details in the EOI document.)

Contact: For any clarification, Please Contact at official number +91-0671-2490795,
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Notice

EOI reference no.: EOI/OIACPP/RE/26-27

Dated: 27.05.2026

1	Name of the work	Expression of Interest (EOI) for selection of Solar Power Developers for setting up of 16 MWp Solar Photovoltaic based Grid Connected Power Plant for Jagatpur Industrial Estate through RESCO Mode in Odisha.
2	Tentative quantity (MWp)	16 MWp
3	Completion of work	15 (Fifteen) Months
4	PPA Duration	25 (Twenty-five) Years (Can be negotiated)
5	Date of publication of EoI on website: https://oiajagatpur.org	27.05.2026 (Wednesday)
6	Date & time of pre-bid meeting cum discussion on applicable contractual terms	01.06.2026 (Monday) at 1.00 P.M.
7	Last date & time for submission of EOI	08.06.2026 (Monday) upto 05:00 PM
8	EoI Opening Date	11.06.2026 (Thursday) at 3.00 P.M.
9	Name & address of office inviting tender	On Behalf of the President OIA, Technical Lead, International Forum for Environment Sustainability and Technology (iFOREST) on behalf of Odisha Industries Association
10	Contact no. of Point of Contact Krishna Nayak/ Satya Bhusan Rath	9776580117/ 9437055955

Further details can be seen on website: website: <https://oiajagatpur.org>

**Sd/-
President,
OIA, Cuttack**

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Introduction:

The Odisha Industries Association is dedicated to promoting industrial and economic development through entrepreneurship, awareness, and coordinated efforts. It focuses on expanding industrial opportunities, disseminating economic information, and facilitating the implementation of industrial projects through collaboration with various agencies.

In this context, the Jagatpur Industrial Estate demonstrates significant potential and industry commitment to adopting renewable energy solutions towards achieving savings and Net Zero targets. In collaboration with iFOREST, and with support from the Department of Energy, GRIDCO, and other stakeholders, a comprehensive study of the Jagatpur Industrial Estate was conducted. This three-phase assessment included a detailed analysis of industrial facilities and energy consumption. It established a strong empirical foundation for designing viable renewable energy procurement models for MSMEs within the Jagatpur industrial cluster.

The Demand Aggregation approach:

Demand Aggregation (DA) serves as a strategic approach to bring together dispersed energy demand into cohesive procurement blocks. This consolidation creates economies of scale, lowering costs and facilitating faster adoption of renewable energy. By unifying demand from both small and large consumers, DA reduces power purchase costs, transaction expenses, and customer acquisition barriers, thus expediting the deployment of renewable energy solutions.

Key benefits of the Demand Aggregation:

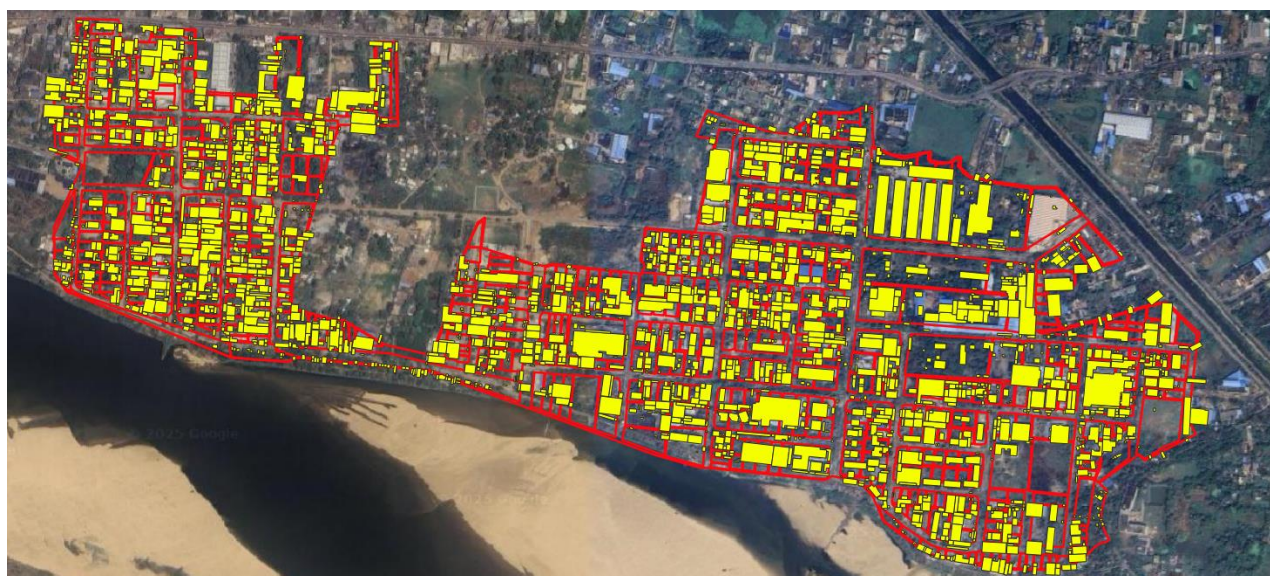
Demand aggregation is a structured procurement mechanism that consolidates energy demand across multiple consumers to achieve economies of scale, reduce individual first-mover risk, and accelerate renewable energy deployment. The approach is particularly relevant for MSMEs in Odisha due to the following factors:

- A significant proportion of MSME units operate within the 10–50 kW contract demand range, making standalone renewable energy adoption economically unviable.
- High borrowing costs and limited access to capital restrict the feasibility of upfront CAPEX-based renewable energy investments.
- Fragmented procurement practices result in limited bargaining power with developers and financial institutions.
- Centralized operation and maintenance under pooled procurement models can achieve cost reductions of approximately 15–20%.

In addition, demand aggregation creates a larger and more predictable demand base, thereby reducing payment and default risks for project developers. By strengthening aggregated creditworthiness, supported through credit guarantee mechanisms, the framework improves access to financing and facilitates RESCO-led renewable energy deployment for smaller consumers.

Overview of the Industrial Estate:

The Jagatpur Industrial Estate in Cuttack is one of Odisha's prominent industrial hubs, comprising both old and new industrial estates spread across approximately 10.75 acres and 153.66 acres, respectively. Strategically located along the NH-16 corridor and in close proximity to the Cuttack–Bhubaneswar urban and logistics belt, the estate serves as a significant manufacturing and supply-chain hub in the region.



Roof Top Potential from Satellite Map of Jagatpur I.E

Total Industrial Units	500–650 units (IDCO reported: 642)
Employment	20,000 persons
Contracted Power Capacity	34.6 MW
Units with Investment < ₹1 Crore	Over 400 units
Typical Load Range	10–50 kW

RE Interested Units under Demand Aggregation:

The sensitization and launch event held at the New Industrial Estate, Jagatpur, in collaboration with OIA and GRIDCO, was followed by extensive field mobilisation activities. During this process, survey teams engaged with interested industrial units and recorded their participation intent through structured questionnaires.

A total of 293 industrial units in Jagatpur have expressed interest in demand aggregation-based renewable energy procurement, representing an cumulative renewable energy capacity of 16.86 MW.

293 Units Confirmed Intent Units	16.86 MW Proposed RE Capacity	93% RESCO Preference	10.57 GWh Total. Monthly Consumption
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Nature of business:

The Jagatpur Industrial Estate comprises a production-intensive MSME cluster with strong value chain integration across engineering and agro-processing sectors, with approximately 88% of units engaged in manufacturing and 11% in services.

Within the manufacturing sector, the major segments include Food and Agro Processing (20%), Fabrication and Engineering (16%), and Plastics and Polymers (16%), reflecting the estate's significance in industrial fabrication and agro-based value addition activities.

Operational Profile:

Contract Demand Band	No. of Units	Total Monthly Consumption	Avg. per Unit
<30 kW	143 units	458 MWh	3,204 kWh
30–50 kW	50 units	2,230 MWh	44,980 kWh
50–75 kW (Primary Anchor)	27 units	6,479 MWh	2,39,268 kWh
75–100 kW	17 units	409 MWh	24,084 kWh
100–250 kW	26 units	742 MWh	28,553 kWh
>250 kW	8 units	257 MWh	32,096 kWh

* Based on the electricity bill and survey data provided.

Space Feasibility:

Contract Demand Band	No. of Units	Proposed Capacity (MW)	Rooftop PV Potential (MWp)	Adequacy
<30 kW	143	2.30	3.39	Adequate
30–50 kW	50	1.82	1.78	Workable
50–75 kW	27	2.05	6.44	Adequate
75–150 kW	17	3.04	1.86	Workable
150–500 kW	26	4.77	1.84	Constrained
>500 kW	8	1.89	1.84	Workable

* Roof Top Potential from Satellite Map of Jagatpur I.E

Total Aggregated Demand:

The total aggregated demand is 15.871 MW, of which approximately 12.61 MW can be accommodated through feasible rooftop space across the participating units

Workable Models for Implementation:

The following models are proposed to enable scalable and cost-effective renewable energy adoption for Commercial & Industrial (C&I) consumers, particularly MSMEs, through demand aggregation:

- **Group Captive Model:**
A collective ownership structure where multiple consumers invest in an off-site solar plant along with a developer. This model offers tariff advantages through economies of scale and exemptions such as Cross-Subsidy Surcharge (CSS), making it suitable for consumers with higher demand and investment capacity.
- **RESCO Model (Developer-Led):**
A zero-CAPEX model where the developer owns and operates the asset, and consumers procure power through long-term agreements. Payment security is ensured through institutional arrangements involving GRIDCO/association, making it well-suited for MSMEs.

Salient features of EOI:

- OIA shall invite bids from prospective developers for the development of a 16 MW solar power project under the RESCO model at the identified locations and quote a Electricity tariff (Rs. /kWh) Inclusive of all.
- OIA, with support from iFOREST, shall facilitate the provision of required data and inputs for technical studies and financial analysis related to the project.
- The developer shall bear the entire project cost, including design, supply/manufacturing, erection, commissioning, and operation & maintenance of the plant throughout the PPA tenure.
- The utilisation of rooftop or ground-mounted installation space shall be at the discretion of the developer, based on project feasibility and design considerations.
- Free rooftop access within the plant premises shall be provided under the RESCO model.
- **A consultation and discussion session shall be conducted to deliberate on the contractual arrangements among the industrial units, the Association, and the developer.**

OIA Scope of Work:

- OIA, with support from iFOREST, shall assist in identifying suitable implementation models, facilitating discussions on applicable frameworks, and supporting the formulation of contractual agreements, including the execution of Power Purchase Agreements (PPAs) between the Solar Project Developer (SPD) and the industrial units.
- OIA, with support from iFOREST, shall facilitate the provision of all necessary information and data required from the industrial units for the development and implementation of the RESCO-based setup.

Bidders Scope of Work:

- The scope of work shall include the design, engineering, financing, supply, erection, testing, commissioning, operation, and maintenance of the 16 MW solar project for the agreed project duration.

- The Solar Power Developer (SPD) shall be responsible for the construction and installation of the complete power evacuation infrastructure, including ABT meters, from the project switchyard to the nearest substation.
- The SPD shall obtain and maintain all required statutory approvals, regulatory clearances, permits, and consents throughout the project tenure.
- The developer shall undertake all necessary site preparation activities for equipment installation and maintain the project site and premises during the contract period.
- The developer shall ensure connectivity of the power project with the interconnection facilities at the designated delivery point.
- The selected bidder shall execute Power Purchase Agreements (PPAs) with the participating MSME units.
- The developer shall undertake operation and maintenance of the plant throughout the PPA tenure to ensure the generation and supply of contracted solar power.
- The developer shall implement all necessary safety measures related to installation works, power generation, and system operations in compliance with applicable health, safety, and property protection regulations.
- Bidders may submit their proposals following detailed consultations with OIA and participating industry members, along with the proposed project execution methodology.

Submission of EOI:

Interested Bidders are required to submit the response with the complete information in all respect as per the enclosed Annexures. The furnished information shall be supported with relevant documents if any.

- Bidders have to download the EOI document from website (www.oiajagatpur.org.in)
- All applications shall be submitted in English.
- Application submitted by Joint Venture is allowed.
- The EOI is to be submitted in the manner prescribed below:
- The applicant shall prepare 1(One) Original set of the submittals as detailed below through online tender portal.
 - a. Covering Letter
 - b. Company Profile
 - c. Details of Applicant as per Annexure-A1
- The interested companies should fill up the enclosed EOI format with supporting documents and submit together at email - oiajagatpur@rediffmail.com or krishna@iforest.global

Disclaimer:

Prospective respondent to this EOI acknowledges and agrees that:

- OIA reserves the sole right to accept or reject any or all proposals, modify the terms and conditions of the EOI, or cancel the EOI process at any stage without assigning any reason.
- Prospective respondents acknowledge that participation in this EOI process is entirely voluntary, and any costs or expenditures incurred in connection with the submission of responses shall be borne solely by the respondents.

Format for EOI
EOI No. EOI/OIACPP/RE/26-27
Annexure – A1

1	Name of the Company Address:	
2	State in which Company is registered	
3	Status of the Company a) Whether registered under the Companies act 1956 the Companies Act2013 b) If not, Country of Incorporation	
4	Particulars of Registration with Government / Semi-Govt. Organization/Public Sector/ Undertaking & Local Bodies/PAN No/TAN No/GST etc. if any	
5	Name of Contact Person, Designation, Phone no & email id	
6	Last three years' Income Tax Returns and Balance Sheets.	
7	Past Experience in Development of Solar Power plants	
8	Type of Technology used in Solar Power plants	
9	Indicative PPA tariff (Rs./kWh)	
10	Project Execution Methodology	

We hereby declare that above information are true and providing such information details are to the best of my knowledge.

Signature:
Name:
Designation:
Place:
(Authorised
Signatory)

- - - End of Annexure - - -