

Solar PPA at ₹3.20. Hybrid PPA at ₹3.80.

Why a Gujarat CFO chose the 'Expensive' option.

Infinia.Solar

₹3.20

(L1 Bid)

VS

₹3.80

(Winner)



Is a **60-paisa 'saving'** costing you your P&L?

The Scenario

CFO of a Textile Giant (Gujarat)

24/7 Manufacturing

Seconds from signing Solar

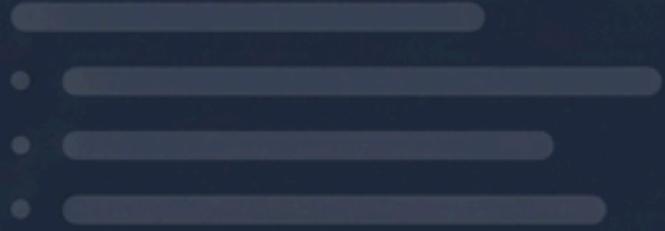


The Proposal

Solar PPA



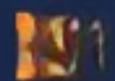
₹3.20



Wind-Solar
Hybrid PPA



₹3.80



The ₹3.20 Illusion

Every developer said “**Sign it!**”

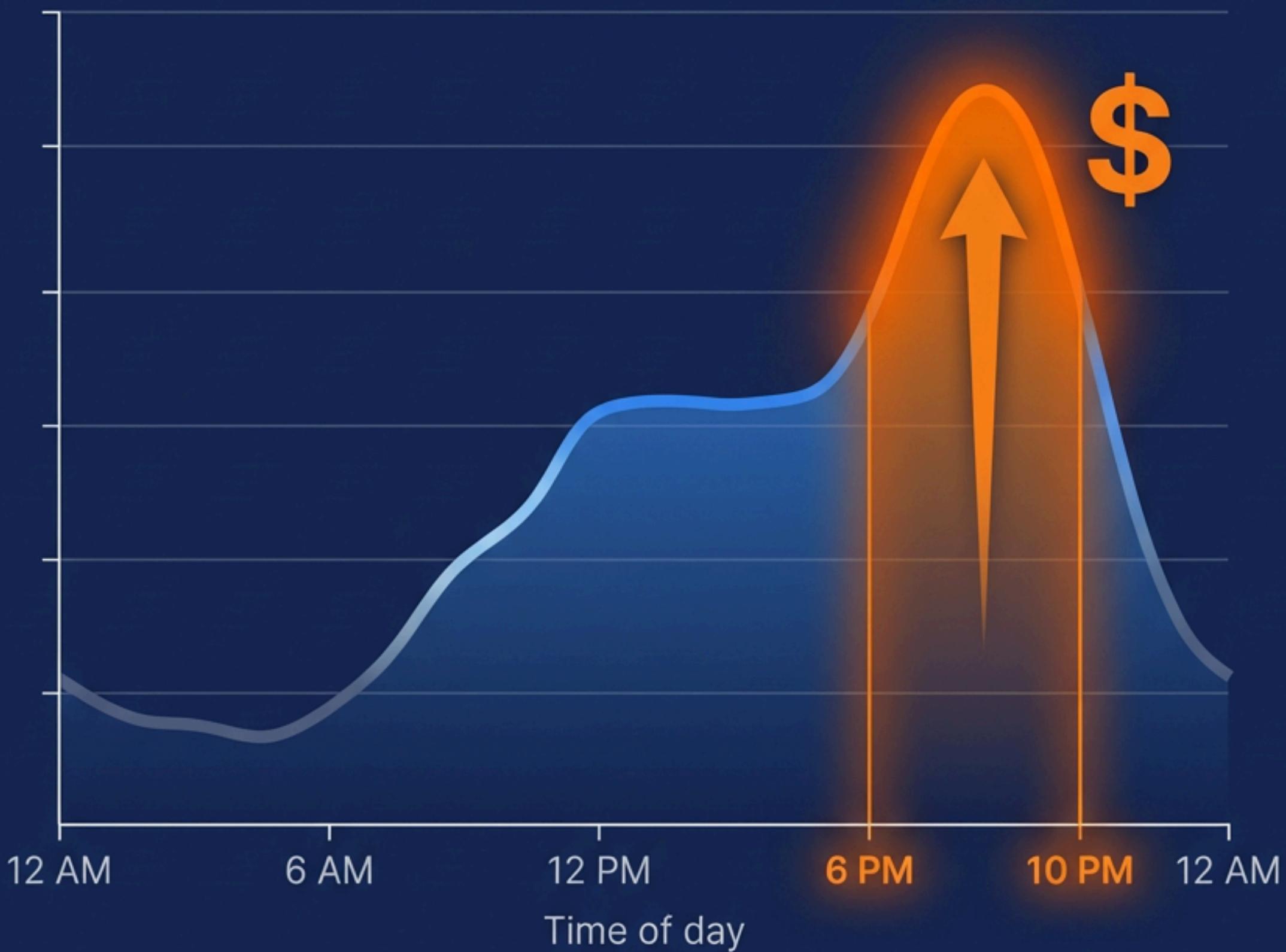
But we asked:

“Am I missing something?”



The Money Peak

Targeting the Costliest Slots



Grid power is 3x more expensive when Solar is offline.

Hybrid (Wind + Solar) stays active, wiping out those peak costs.

Deep Dive 01

Cost vs. Real Volume

Metric	Solar	Hybrid	Verdict
Tariff	₹3.20– ₹3.50	₹3.80– ₹4.10	Solar appears cheaper; Hybrid appears premium
Replace- ment	20–30% (Day)	50–70% (Day + Evening)	Hybrid replaces 2–3x more units

**Higher Replacement >
Lower Tariff**

Deep Dive 02

Peak Power & Annual Math

Metric	Solar	Hybrid	Verdict
Slot Value	Normal Daytime	Evening Peak (India's costliest power)	Replacing peak hours yields maximum value per unit
Annual Saving	₹4 × 30 = ₹120/year	₹3 × 70 = ₹210/year	Lower saving per unit, but higher total annual savings

Cost per year > Cost per unit

Deep Dive 03

Risk & 15-Year Wealth

Metric	Solar	Hybrid	Verdict
Risk Profile	Stable generation	Blended (Solar stabilizes Wind)	Hybrid curve is predictably flatter if load is consistent
15-Year Impact	Limited ROI	Higher IRR/xNPV	Decision must be based on long-term wealth, not unit price

Hybrid wins when replacement is 60-70%

Deep Dive 04

Strategic Application

Metric	Solar	Hybrid	Verdict
Load Profile	Daytime-heavy loads	24x7 Continuous loads	Hybrid works ONLY when evening consumption is strong
Summary	Budget / Day-only	Max Wealth	Maximize total ₹ saved

Choose the technology that makes you the most money.

The Decision “We are going with Hybrid.”



The Board didn't buy a tariff. They bought the technology that generates the highest Net Wealth over 15 years.

The Reality Check

Don't fall for the L1 Trap

1

Stop minimizing price. Start
maximizing total savings.

2

High Replacement % is the
only metric that builds **profit**.

3

Target the Peak. Solar is a
band-aid; **Hybrid is a cure.**

A circular portrait of a man with a beard and mustache, wearing a light-colored blazer over a black shirt. The portrait is set against a light gray background and is enclosed in a thick orange border.

Want the Actual Comparison?

If you found this useful and want the actual landed-cost savings comparison between Solar and Wind-Solar Hybrid in Gujarat...

Type 'HYBRID' in the comments, and my team will share the analysis.

HYBRID

