

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



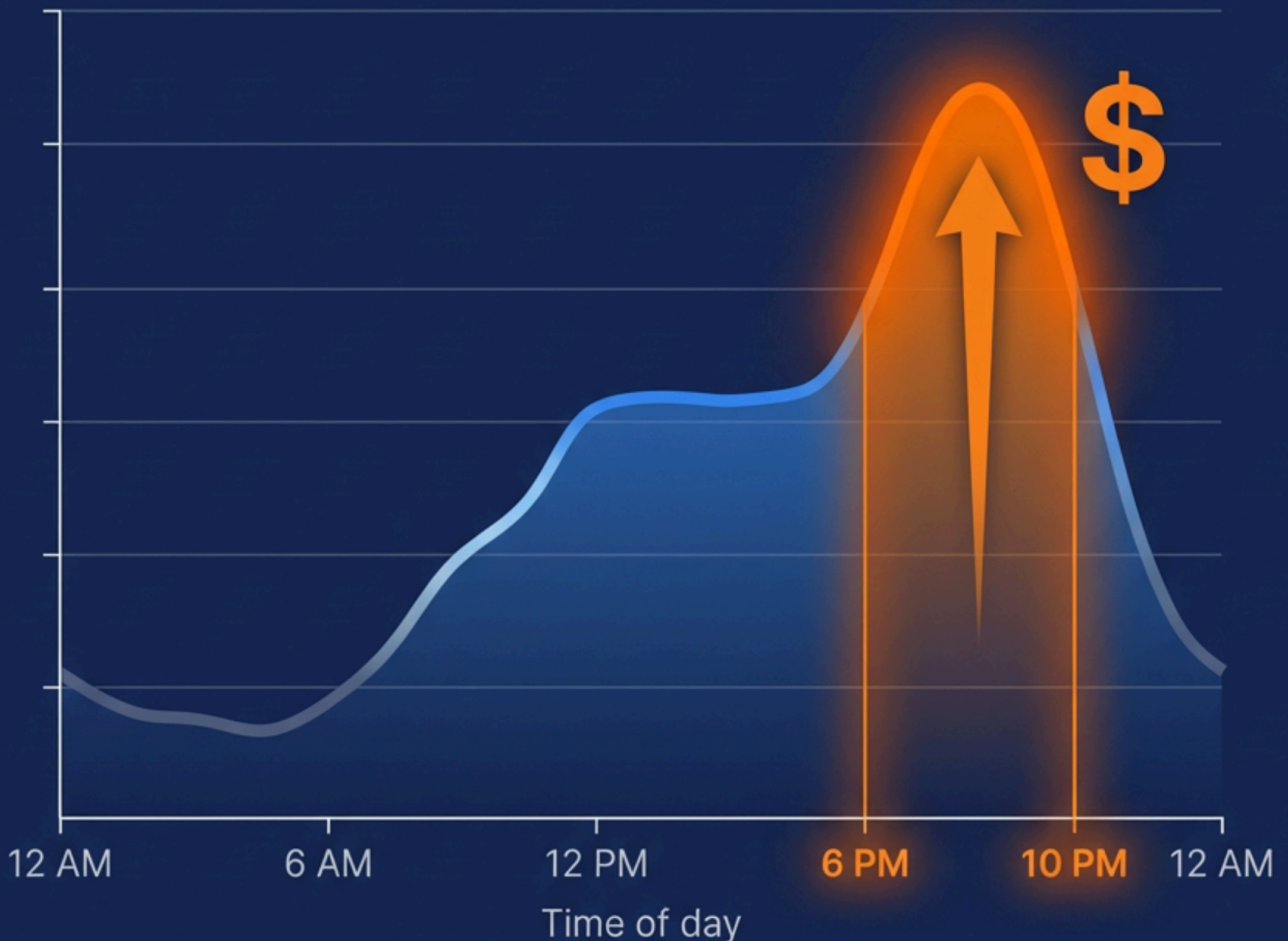
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“Am I missing something?”

X _____
Sign here

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
Replacement	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	$\text{₹}4 \times 30 = \text{₹}120/\text{year}$	$\text{₹}3 \times 70 = \text{₹}210/\text{year}$	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.**

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

