

# Solar Bankability Final Workshop

8<sup>th</sup> February 2017 – Session 3



## Best Practices Guidelines for EPC and O&M



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# Presentation Outline



- I. Lifecycle costs and related risks in PV investment financial model
- II. Gaps in EPC and O&M technical aspects
- III. Best-practice guidelines for EPC and O&M contracting

# Lifecycle Costs in PV Investment Financial Model

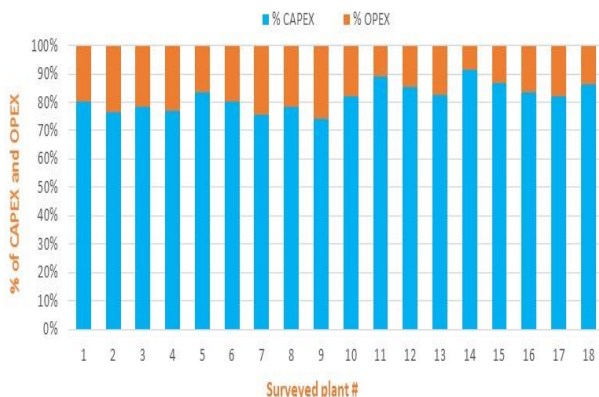
EPC and O&M are Influential to CAPEX and OPEX

» CAPEX is dominant in lifecycle costs (75-90%)

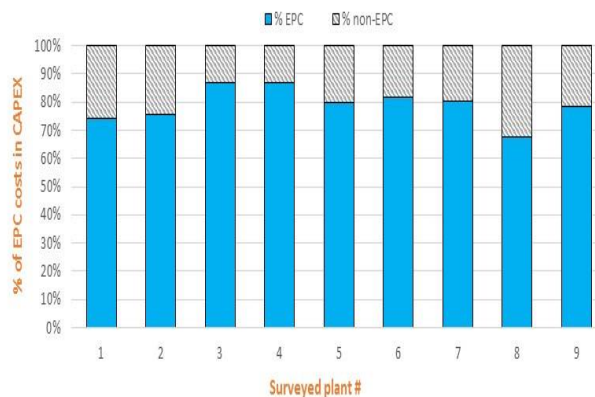
» Majority of CAPEX is EPC (70-90%)

» Wide O&M range in OPEX (30-70%)

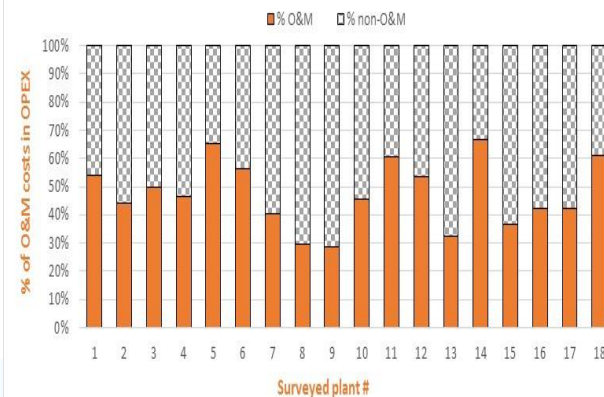
Lifecycle cost of surveyed PV financial models



% EPC costs in CAPEX of 9 surveyed PV projects in UK and FR



% O&M costs in OPEX of surveyed PV financial models



Data from surveys of

- 18 PV financial models (ground-mounted plants, FR-UK-DE-IT, 2011-2015)
- 8 EPC and O&M contracts (ground-mounted and rooftop plants, FR-UK-IT-NL, 2014-2016)
- 7 yield reports and scientific literature



# Technical Inputs in EPC, O&M and Yield Estimation

## Gaps Analysis in Technical Assumptions

Risk	Phase/field	Identified critical technical gaps
Year-0	Procurement/ product selection and testing	<ol style="list-style-type: none"> <li>1. Insufficient EPC technical specifications to ensure that selected components are suitable for use in the specific PV plant environment of application.</li> <li>2. Inadequate component testing to check for product manufacturing deviations.</li> <li>3. Absence of adequate independent product delivery acceptance test and criteria.</li> </ol>
	Planning/ lifetime energy yield estimation	<ol style="list-style-type: none"> <li>4. The effect of long-term trends in the solar resource is not fully accounted for.</li> <li>5. Exceedance probabilities (e.g. P90) are often calculated for risk assessment assuming a normal distribution for all elements contributing to the overall uncertainty.</li> <li>6. Incorrect degradation rate and behavior over time assumed in the yield estimation.</li> <li>7. Incorrect availability assumption to calculate the initial yield for project investment financial model (vs O&amp;M plant availability guarantee).</li> </ol>
	Transportation	<ol style="list-style-type: none"> <li>8. Absence of standardized transportation and handling protocol.</li> </ol>
	Installation/ construction	<ol style="list-style-type: none"> <li>9. Inadequate quality procedures in component un-packaging and handling during construction by workers.</li> <li>10. Missing intermediate construction monitoring.</li> </ol>
	Installation/ provisional and final acceptance	<ol style="list-style-type: none"> <li>11. Inadequate protocol or equipment for plant acceptance visual inspection.</li> <li>12. Missing short-term performance (e.g. PR) check at provisional acceptance test, including proper correction for temperature and other losses.</li> <li>13. Missing final performance check and guaranteed performance.</li> <li>14. Incorrect or missing specification for collecting data for PR or availability evaluations: incorrect measurement sensor specification, incorrect irradiance threshold to define time window of PV operation for PR/availability calculation.</li> </ol>
Risks during operation	Operation	<ol style="list-style-type: none"> <li>15. Selected monitoring system is not capable of advanced fault detection and identification.</li> <li>16. Inadequate or absence of devices for visual inspection to catch invisible defects/faults.</li> <li>17. Missing guaranteed key performance indicators (PR, availability or energy yield).</li> <li>18. Incorrect or missing specification for collecting data for PR or availability evaluations: incorrect measurement sensor specification, incorrect irradiance threshold to define time window of PV operation for PR/availability calculation.</li> </ol>
	Maintenance	<ol style="list-style-type: none"> <li>19. Missing or inadequate maintenance of the monitoring system.</li> <li>20. Module cleaning missing or frequency too low.</li> </ol>

» Gaps exist across all project phases

Data from surveys of

- 18 PV financial models (ground-mounted plants, FR-UK-DE-IT, 2011-2015)
- 8 EPC and O&M contracts (ground-mounted and rooftop plants, FR-UK-IT-NL, 2014-2016)
- 7 yield reports and scientific literature

# Gaps in EPC Contracting

## Year-0 Risks

### Procurement, Product Selection and Testing

- Insufficient EPC technical specifications for major plant components
- Inadequate component testing
- Absence of product acceptance

### Transportation

- Absent standard protocol for transport and handling

### Construction

- Inadequate protocol for component handling by workers
- Missing construction monitoring



# Gaps in EPC Contracting

## Year-0 Risks

### Provisional and final acceptance

- Inadequate visual inspection protocol
- Missing/incorrect short-term performance check at provisional acceptance
- Missing/incorrect final performance check
- Absence of guaranteed performance
- Missing/incorrect:
  - Assumptions in performance calculation
  - Measurement sensor specification
  - Irradiance threshold

# Gaps in O&M Contracting

## Risks During Operation

### Operation

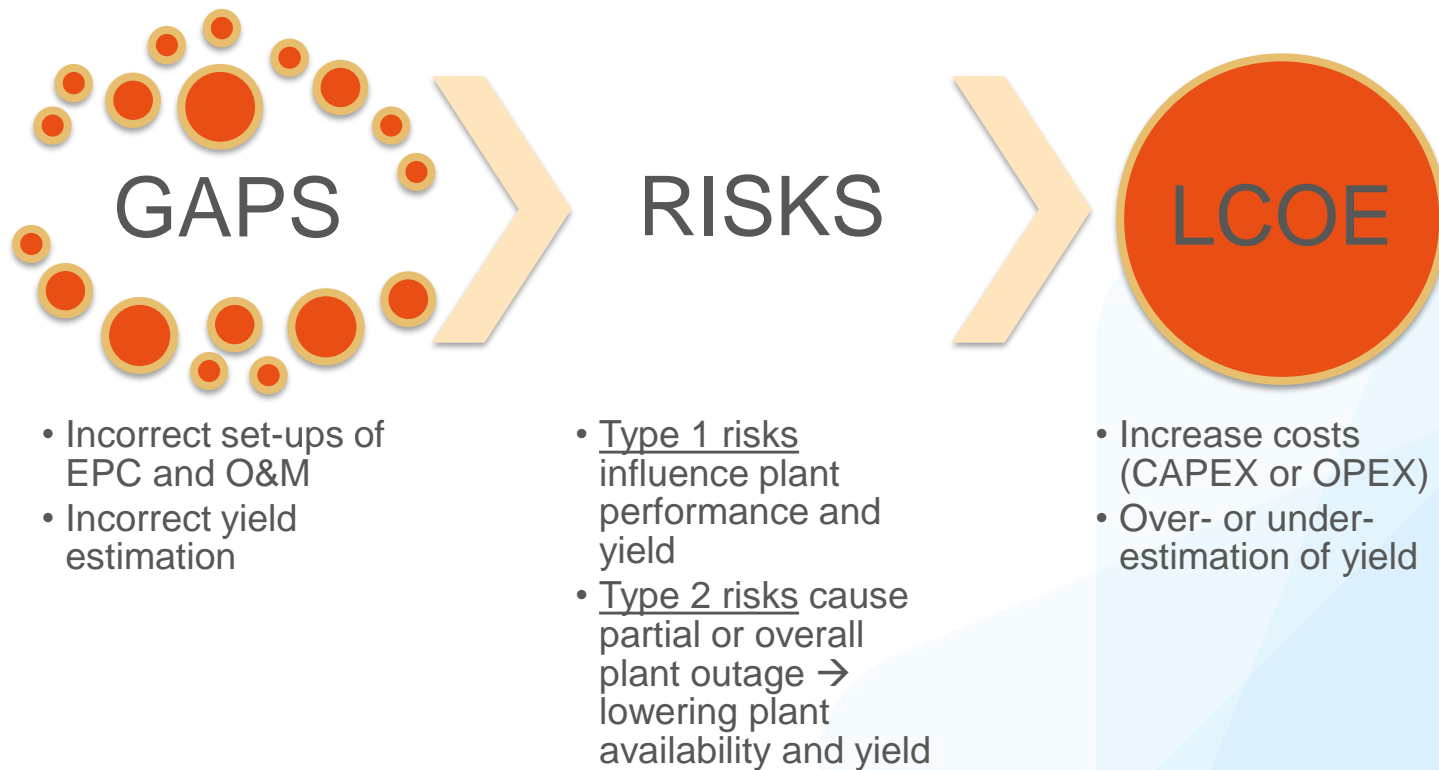
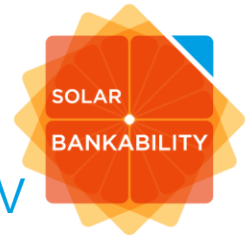
- Inadequate monitoring system for advanced fault detection and identification
- Inadequate visual inspection protocol
- Absence of guaranteed performance
- Missing/incorrect:
  - Assumptions in performance calculation
  - Measurement sensor specification
  - Irradiance threshold

### Maintenance

- Missing/inadequate monitoring system maintenance
- Module cleaning missing or frequency too low

# PV Financial Model – Technical Risks

Gaps in Technical Assumptions Leading to Technical Risks Impacting PV Investment Costs





# Managing PV Technical Risks

## Technical Aspects in EPC and O&M Contracts

- » Are important since they affect CAPEX, OPEX or yield.
- » Need to be set up properly to minimize technical risks.

### EPC

#### Scope of works

- Engineering & design
- Component procurement
- Construction & installation
- Test & commissioning
- Decommissioning
- Site/structural study
- Weather station
- Surveillance/security
- Site preparation
- Access roads/paths
- O&M manual provision
- Initial spare parts

#### Technical specifications

Design & technology

Component brand & quality

Component warranties

#### Testing & acceptance

Construction monitoring

Completion test

Provisional commissioning

Final commissioning

#### Performance & guarantees

Performance measurement & calculation

Guaranteed performance

Guaranteed availability

Defect liability period / EPC warranty

### O&M

#### Scope of works

- Monitoring
- Preventive maintenance
- Predictive maintenance
- Corrective maintenance
- Reporting
- Spare part management
- Warranty claim management
- Site security & maintenance
- Cleaning of PV modules

#### Performance & guarantees

Test protocol

Performance measurement & calculation

Guaranteed performance

Guaranteed availability



# Best Practice Checklists

Tools to Minimize Technical Risks by Proper EPC and O&M Contracting and Yield Estimation

Three main checklists are:

1. Best Practice Checklist for EPC Technical Aspects
2. Best Practice Checklist for O&M Technical Aspects
3. Best Practice Checklist for Long-Term Yield Assessment

Three supplementary checklists are:

4. Checklist for As-Build Documents – Type and Details
5. Checklist for Record Control
6. Checklist for Reporting Indicators



# Best-Practice for EPC and O&M Contracting

## Technical Aspects & What to Look for in The Contracts

### EPC contract

<b>A</b>	Definitions, interpretation
<b>B</b>	Contractual commitments
<b>C</b>	Scope of works – engineering
<b>D</b>	Scope of works – procurement
<b>E</b>	Scope of works – construction
<b>F</b>	Scope of works – administrative and others
<b>G</b>	Manufacturer warranties
<b>H</b>	EPC warranty and Defect Liability Period (DLP)
<b>I</b>	Key performance indicators (KPIs) and guarantees
<b>J</b>	Commissioning and acceptance

### O&M contract

<b>A</b>	Definitions, interpretation
<b>B</b>	Purpose and responsibilities
<b>C</b>	Scope of works – environmental, health and safety
<b>D</b>	Scope of works – operations
<b>E</b>	Scope of works – maintenance
<b>F</b>	Scope of works – data and monitoring
<b>G</b>	Scope of works – spare parts management
<b>H</b>	Scope of works – plant security
<b>I</b>	Key performance indicators (KPIs)
<b>J</b>	Contractual commitments



BestPracticeCheck  
lists PDF

# Best Practice Checklists

## Online at [www.solarbankability.eu](http://www.solarbankability.eu)

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### Annex C – Best Practice Checklists

This annex presents 6 checklists which are aimed for use for utility-scale (ground-mounted) and commercial rooftop PV installations. The checklists for residential systems are presented in the report Technical Bankability Guidelines - Recommendations to Enhance Technical Quality of PV Investments [3].

#### C.1 Best Practice Checklist for EPC Technical Aspects

Technical aspect & what to look for in the EPC contract	
<b>A Definitions, interpretation</b>	
<input type="checkbox"/> 1. Is there a set of definitions of important terms provided and are those clear and understood by all stakeholders?	
<b>B Contracted commitments</b>	
<input type="checkbox"/> 2. EPC contractor qualification	
<input type="checkbox"/> 3. Responsibility and accountability	
<input type="checkbox"/> 4. Date of ownership and risk transfer are defined and acceptable	
<input type="checkbox"/> 5. Construction start date and end date are defined and acceptable	
<input type="checkbox"/> 6. Plant Commercial Operation Date (COD) is defined and in line with FIT or PPA commercial terms	
<input type="checkbox"/> 7. The EPC works should be carried in compliance with (non-exhaustive list):	
• Grid code compliance: plant controls (e.g. ability for emergency shut-downs or curtailment according to grid regulations)	
• PPA compliance	
• Building permits (if applicable)	
• Environmental permits	
• Specific regulation for the site (e.g. vegetation management, disposal of green waste)	
<b>C Scope of work – engineering</b>	
<input type="checkbox"/> 8. Overall the scope of works for the EPC should be clearly defined. Which activities are included in the EPC services, is it a turnkey EPC? Are they clearly defined?	
<input type="checkbox"/> 9. The EPC should include Technical Specifications covering of:	
• (Best practice) The operating environment is defined for:	
◦ Minimum and maximum ambient temperature	
◦ Maximum relative humidity	
◦ Maximum altitude	
◦ Local climate	

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#### C.2 Best Practice Checklist for O&M Technical Aspects

Technical aspect & what to look for in the O&M contract	
<b>A Definitions, interpretation</b>	
<input type="checkbox"/> 1. Is there a set of definitions of important terms provided and are those clear and understood by all stakeholders?	
<b>B Proposed and implemented</b>	
<input type="checkbox"/> 2. Is the fundamental purpose (goals) of the contract clearly defined?	
<input type="checkbox"/> 3. Are the roles and responsibilities (and boundary conditions) of the multiple stakeholders within the contract clear and understood?	
<b>C Scope of work – environmental, health and safety</b>	
Note: The Asset Owner has the ultimate legal and moral responsibility to ensure the health and safety of people in and around the site and for the protection of the environment around it. The practical implementation is ultimately addressed in the O&M contract	
<input type="checkbox"/> 4. Environment	
• Regular inspection of transformers and busbars for faults (according to the annual maintenance plan)	
• Recycling of broken panels and electric waste	
• Sewable water usage for module cleaning	
• Proper environmental management plan in place	
<input type="checkbox"/> 5. Health and safety (H&S)	
• Properly controlled access and supervision in the solar plant – necessary boundaries and site restrictions	
• Proper induction to ensure awareness of risks and hazards	
• Proper training and certification on the specifics of a PV plant and voltage level	
• Hazard identification/management	
• Working sequence marking	
• H&S legislation available	
• Established personal protective equipment (PPE) (not exhaustive list: safety shoes, high visibility clothing, helmet, gloves (and/or insulated gloves), slat masks and glasses (depending on the site), fire retardant and/or fire rated PPE where necessary)	
• Calibrated and method approved (ISO documentation available)	
<b>D Scope of work – operations</b>	
<input type="checkbox"/> 6. Documentation Management System (DMS)	
• As-built documentation (IEC62449 (see Annex C.4))	
• Site information	
• Project drawings	
• Project studies	

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#### C.3 Best Practice Checklist for Long-Term Yield Assessment

Technical aspect & what to look for in the LTA	
<b>A Solar resource assessment</b>	
<input type="checkbox"/> 1. Only reliable solar irradiation data sources should be used and the names (and versions) must be clearly stated. Data sources used must be able to provide uncertainty estimates and ideally have been externally validated	
<input type="checkbox"/> 2. The period covered by the solar irradiation data source(s) used must be reported. Only data sources with more than 10 year record data should be used for LTA calculations	
<input type="checkbox"/> 3. The effect of long-term trends in the solar resource should be included. In the presence of such trends, the long-term solar resource estimation should be adjusted to account for this effect	
<input type="checkbox"/> 4. The use of site adaptation techniques is recommended to reduce the uncertainty. A measurement campaign of at least 6 months and ideally one full year is recommended	
<b>B PV yield modelling</b>	
<input type="checkbox"/> 5. The PV modelling software and the specific version used must be clearly stated in the report	
<input type="checkbox"/> 6. If in-house software is used, the names (and versions) must also be stated	
<input type="checkbox"/> 7. All assumptions (e.g. scaling losses, availability, etc.) and sub-models used (e.g. transposition model) must be clearly stated	
<b>C Degradation rate and behavior</b>	
<input type="checkbox"/> 8. The degradation rate(s) used for the calculations must be clearly stated in the report. It is recommended to differentiate between first year effects and yearly behavior over project lifetime	
<input type="checkbox"/> 9. Degradation behavior assumption (e.g. linear, stepwise, etc.) over time should be clearly stated and clearly backed up with manufacturer warranties	
<input type="checkbox"/> 10. If specific manufacturer warranties are available (e.g. module warranty duration or sales agreement), these can be used to fine tune the lifetime degradation calculation	
<b>D Uncertainty calculation</b>	
<input type="checkbox"/> 11. All steps in the long-term yield calculation are uncertain. All uncertainties should be clearly stated and referenced back to the report	
<input type="checkbox"/> 12. Special attention must be paid to the solar resource related uncertainties as these are among the most important elements in the contribution to the overall uncertainty	
<input type="checkbox"/> 13. If special methods are used to reduce some uncertainties (e.g. site adaptation techniques, these should be clearly documented and clearly backed up with scientific validation	
<input type="checkbox"/> 14. Special care must be taken when classifying each uncertainty as either systematic or variable (stochastic) since these are treated differently in overall lifetime uncertainty calculations	
<input type="checkbox"/> 15. When possible, maximum probable (e.g. P90) for each uncertainty must be calculated using empirical methods based on available data instead of assuming normal distribution for all elements	

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#### C.4 Checklist for As-Built Documents – Type and Details

Information type and depth of detail / as-built documents	
No.	Minimum Requirements
1	Site information
• Location / map / GPS Coordinates	
• Plant access / keys	
• Access roads	
• O&M building	
• Spare parts storage / warehouse	
• Site security information	
• Roofing condition and load requirements / restrictions (rooftop system only)	
• Stakeholder list and contact information (for example, owner of the site, administration contacts, neighbors, sub-contractors / service providers, ...)	
2	Project drawings
• Plant layout and general arrangement	
• Cable routing drawings	
• Cable list	
• Cable schedule / cable interconnection document	
• Single line diagram	
• Configuration of strings (string numbers, in order to identify where the strings are in relation to each connection box and inverter)	
• Earthing / grounding system layout drawing	
• Lightning protection system layout drawing (optional)	
• Lightning system layout drawing (optional)	
• Topographic drawing	
• Grid access point schematic	
3	Project studies
• Shading study / simulation	
• Energy yield study / simulation	
• Inverter sizing study	
4	Studies according to national legislation requirements
• Protection coordination study	
• Short circuit study	
• Densification study	
• Cable sizing calculations	
• Lightning protection study	
5	PV modules
• Drawings	
• Plans for each PV module positioning on the field (reference to string numbers and positioning in the string)	
• Orientation and tilt	
6	Inverters
• O&M manual	
• Commissioning report	
• Warranties and warranties	
• Factory Acceptance Test	
• Inverter settings	

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#### C.5 Checklist for Record Control

Record control	
No.	Activity Type
1	Alarms / operation incidents
Alarms description	
Date and time, affected power, equipment code / name, error messages / codes, weather specifications, customer period, external visits / inspections from third parties	
2	Contract management
Contract general description	
Project name / code, client name, peak power (kWp)	
3	Contract management
Contract general description	
Structure type, installation type	
4	Contract management
Contract general description	
Contract start and end date	
5	Contract management
Contractual clauses	
Contract value, availability (%), PR (%), materials / spare parts, corrective work labor	
6	Corrective maintenance
Activity description	
Detailed failure description, failure, fault status, problem resolution description, problem cause (?)	
7	Corrective maintenance
Associated alarms (with dates), event status (?)	
8	Corrective maintenance
Date and time of corrective maintenance creation (or work order), date and time status change (pending, open, resolved, closed), date and time of the intervention, start date and time of the intervention, technicians and responsible names and function (?)	
9	Corrective maintenance
Affected power and affected production, equipment code / name	
10	Inventory management
Inventory stock count and movement, equipment code / name	
11	Monitoring and supervision
Equipment status	
Date, status log (production devices, inverters, monitoring systems, surveillance systems)	
12	Monitoring and supervision
Meteorological data	
Irradiation, module temperature, other meteorological variables (ambient temperature, air humidity, wind velocity and direction, ...)	
13	Monitoring and supervision
Production / consumption data	
AC active and reactive power at PV plant injection point and other substations or equipment, consumption from auxiliary systems, other variables (DC/AC voltages and currents, frequency), power loss DC/AC (%)	
14	Monitoring and supervision
Performance data	
PV plant energy production, PR, expected vs real	
15	Preventative maintenance
Intervention equipment / element name	
Affected power and affected production, equipment code / name, intervention start and end date	
16	Preventative maintenance
Maintenance description	
Measurements, preventative maintenance tasks performed, problems not solved during activity and its	

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#### C.6 Checklist for Reporting Indicators

Reporting Indicators	
No.	Proposed Indicator
1	Insolation
2	Active energy produced
3	Active energy consumed
4	Reactive energy produced
5	Reactive energy consumed
6	Peak power achieved
7	Performance Ratio
8	Energy Performance Index
9	Balance of system efficiency
10	Plant internal energy losses
11	Plant external energy losses
12	Energy-based availability
13	Time-based availability
14	Winter specific energy losses
15	Winter specific efficiency
16	Module degradation
17	Module degradation

Note: \* Minimum Requirement, < Best Practice

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## Best Practice Guidelines for PV Cost Calculation

### Accounting for Technical Risks and Assumptions in PV LCOE

Deliverable D3.2  
13/12/2016



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# Technical Risk Flash Cards

Online at [www.solarbankability.eu](http://www.solarbankability.eu)

Categorization based on:

- Risk impacts CAPEX/OPEX/yield
- Risk mitigation impacts on CAPEX/OPEX/yield



**Risk flash cards** with following info:



- Description of the risk,
- Phase at which the risk occurs,
- Key takeaway of the risk,
- Mitigations,
- Risk and mitigation impacts on LCOE



## Best Practice Guidelines for PV Cost Calculation

Accounting for Technical Risks and Assumptions in PV LCOE

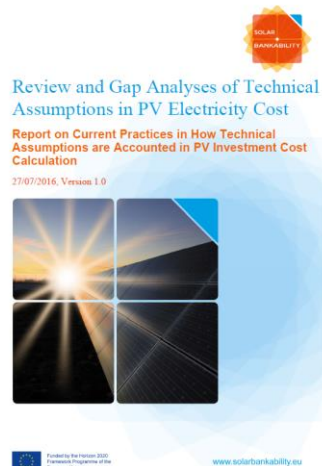
Deliverable D3.2  
13/12/2016

	1. Insufficient EPC technical specifications to ensure				Phase of risk occurrence	
	1. Insufficient EPC technical specifications to ensure				Phase of risk occurrence	
	1. Insufficient EPC technical specifications to ensure that selected components are suitable for use in the specific PV plant environment of application				Procurement ✓	Planning
					O&M	Construction
	<b>Key takeaway</b>				PV plant component specification and requirement in the EPC contract should be as detail as possible to ensure that the components procured are suited for the intended PV installation specific application, site and environment	
	<b>Impact of risk</b>				CAPEX	OPEX
	<b>Mitigations</b>				Yield ✓	
	<b>Impact of mitigation</b>				CAPEX	OPEX
	LCOE variables impacted by this risk:				Yield ✓	
	<div> <div> <input type="checkbox"/> Component testing                     <input checked="" type="checkbox"/> Design review + construction monitoring                     <input type="checkbox"/> EPC qualification                     <input type="checkbox"/> Advanced monitoring                     <input type="checkbox"/> Basic monitoring                     <input type="checkbox"/> Advanced inspection                     <input type="checkbox"/> Visual inspection                     <input type="checkbox"/> Yield/performance test                 </div> <div>                     When specifying the technical requirements for PV plant components in the EPC contract, in addition to the component type and quantity, the specifications should also include:                     <ul style="list-style-type: none"> <li>• All applicable certifications and conformances (e.g. IEC61215, IEC61730, IEC61701, IEC62804, IEC61716 for modules; IEC62109, IEC61000 for inverters; CE mark of compliance for all electrical components)</li> <li>• The environmental condition the components will be installed in (temperature, humidity, wind and snow load, any special chemical exposure, corrosion risk etc.)</li> <li>• For PV modules, module component bill of materials and the proof of IEC certification documents for these materials</li> </ul> </div> </div>				Yield ✓	
	LCOE variables impacted by the risk				CAPEX	OPEX
	LCOE variables impacted by the risk				Yield ✓	



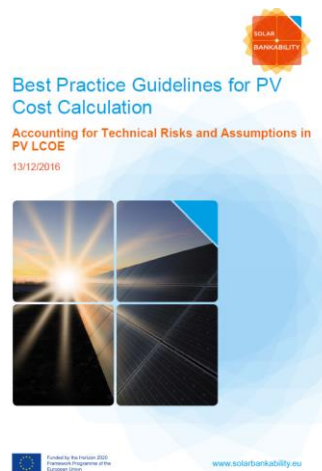
# Reports

Online at [www.solarbankability.eu](http://www.solarbankability.eu)



## Deliverable D3.1 report

- “Review and Gap Analyses of Technical Assumptions in PV Electricity Cost – Report on Current Practices in How Technical Assumptions are Accounted in PV Investment Cost Calculation”



## Deliverable D3.2 report

- “Best Practice Guidelines for PV Cost Calculation – Accounting for Technical Risks and Assumptions in PV LCOE”

# Thank you

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