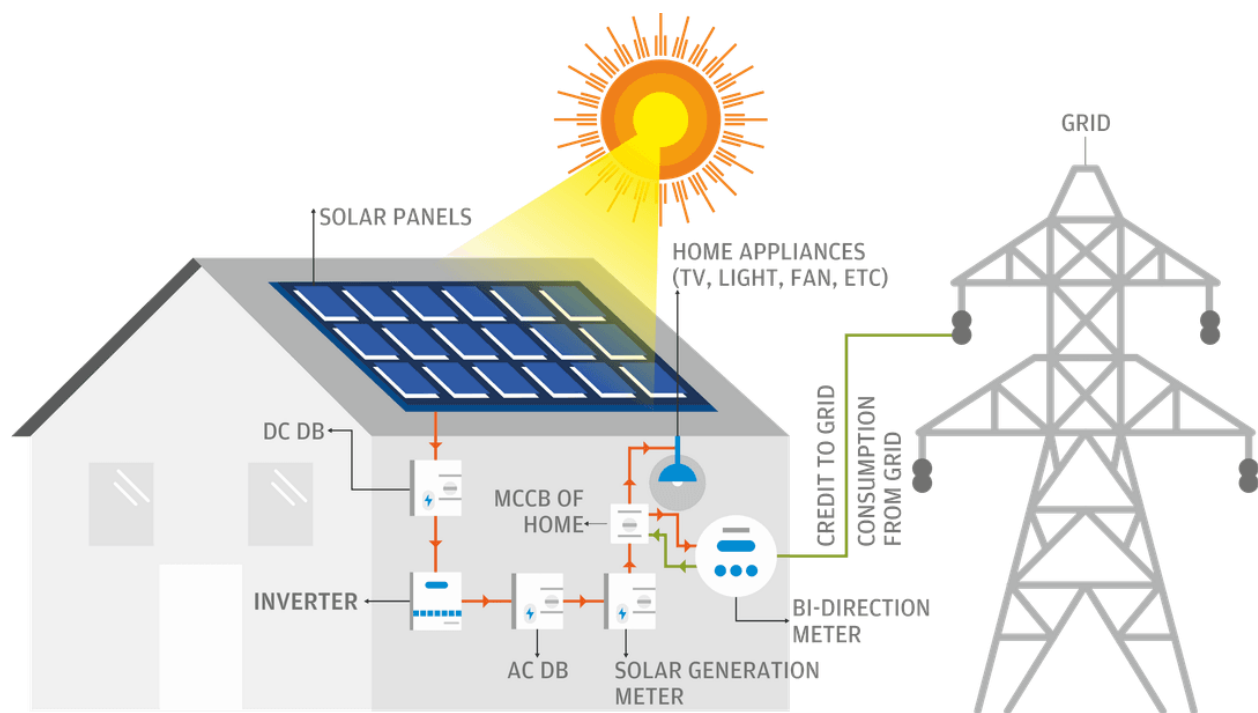




ON GRID SOLAR PLANT

On-grid solar system ko samjhane ka sabse behtareen tareeka ye hai ki aap customer ko ise ek "**Chhota Bijli Ghar**" kahein jo unki chhat par laga hai.

Customer ko deep knowledge dene ke liye aap ise 4 bade hisson mein baant sakte hain:

1. Solar Panels (Bijli banane wala)

Ye system ka sabse zaroori hissa hai.

- **Kaise kaam karta hai:** Is par jab suraj ki kiran padti hai, to ye **DC (Direct Current)** paida karta hai.
- **Quality Check:** Aajkal **Mono-PERC Half-cut** panels sabse zyada chal rahe hain kyunki ye kam dhoop mein bhi acchi bijli banate hain.
- **DCR vs Non-DCR:** Agar customer subsidy lena chahta hai, to unhe **DCR (Domestic Content Requirement)** panels hi lagwane honge, jo India mein bane hote hain.

2. On-Grid Inverter (Dimaag aur Converter)

Solar panel ne jo DC bijli banayi, use ghar ke upkaran nahi chala sakte.

- **Kaam:** Inverter DC ko **AC (Alternating Current)** mein badalta hai.
- **On-Grid ki Khasiyat:** Ye inverter tabhi kaam karta hai jab peeche se bijli (Grid) aa rahi ho. Agar bijli kat jati hai, to ye safety ke liye band ho jata hai (Anti-Islanding feature).
- **Efficiency:** Ek accha inverter 97-98% tak efficiency deta hai.

3. Net-Meter (Hisaab-Kitab rakhne wala)

On-grid system ki sabse badi khoobi Net-metering hi hai.

- **Import:** Jo bijli aapne sarkari meter se li.
- **Export:** Jo bijli aapke solar ne banayi aur aapne wapas grid (sarkar) ko bhej di.
- **Billing:** Mahine ke aakhiri mein aapko sirf (**Import - Export**) ka bill bharna hota hai. Agar aapne zyada bijli banayi, to wo agle mahine carry forward ho jati hai.

4. Structure aur Protection (Mazbooti aur Safety)

Sirf panel lagana kafi nahi hai, system ki umar 25 saal hoti hai, isliye ye cheezein zaroori hain:

- **Mounting Structure:** Ye **Hot-dip Galvanized (GI)** hona chahiye taaki zang na lage aur aandhi-toofan mein panel na ude.
- **Earthing:** Kam se kam 2-3 earthing honi chahiye (Inverter, Structure, aur LA ke liye) taaki bijli girne par system kharab na ho.
- **LA (Lightning Arrester):** Ye ek choti dandi hoti hai jo asmani bijli se pure plant ko bachati hai.
- **DCDB & ACDB Boxes:** Ye boxes fuses aur MCB ke saath aate hain jo short circuit se bachate hain.

Customer ko Samjhane ke liye 3 Main Points (Sales Pitch):

1. **Zero Maintenance:** Isme koi battery nahi hoti, isliye 5-7 saal mein battery badalne ka kharcha zero hai. Bas panels ko saaf rakhiye.
2. **Paisa Vasool (ROI):** 3-4 saal mein system ki lagat nikal aati hai (Payback period), uske baad agle 20-22 saal bijli bilkul free.

3. **Environmental Friendly:** Aap na sirf paise bacha rahe hain, balki carbon emission kam karke paryavaran ko bhi bacha rahe hain.

Expert Tip: Customer ko hamesha **BOS (Balance of System)** yani wires, connectors (MC4), aur piping ki quality dikhaiye. Ye choti cheezein hi ek expert vendor ki pehchan hoti hain.

REVISED BY

ANKUSH