PLASMABERRY SOLAR PVT LTD

YOUR MUMBAI SOLAR ASSET CARE PARTNER

A white-label execution platform for EPCs & Solar Vendors

9 YEARS • PARTNER MODEL • HELIOS-POWERED DELIVERY

You retain the customer. We take care of the site.

Mumbai service hub • Cleaning • Automation • AMC • Installation & Commissioning • Helios

THE OPPORTUNITY

The EPC Business Gap We Solve

PAN-INDIA EPC → **MUMBAI SITES** → **EXECUTION GAP** → **PLASMABERRY**

Customers are often spread across geographies | Customer assets need local, dependable care | EPC may not want to build a local service team | Local execution + digital proof

What the EPC needs

- A reliable service partner around Mumbai
- One accountable team for recurring site work
- Structured execution, documentation and response
- Customer-facing transparency without building new infrastructure

What PlasmaBerry provides

- Trained manpower and standardized field processes
- Cleaning, automation, AMC and technical support
- Helios-based scheduling, evidence and reporting
- White-labelled access so the EPC remains the primary relationship

THE OFFER

One Partner. Multiple EPC Service Needs.

01

MODULE CLEANING

Manual • Robotic • Scheduled

Restore output and keep recurring O&M simple

02

JALADHARA

Automated sprinkler systems

A differentiated automation add-on for suitable rooftops

03

AMC & ASSET CARE

Silver • Gold • Diamond

Cleaning + monitoring + health checks + preventive maintenance

04

INSTALLATION SUPPORT

Manpower • Supervision • T&C

Scalable execution for single and multi-site rollouts

EPC can sell the complete service basket — PlasmaBerry executes it locally

THE DIFFERENTIATOR

Helios Turns Outsourced Execution Into Visible Value

1

CAPTURE

Every visit: technician data + photo evidence + site activity

2

MEASURE

MCE / DASI / performance and service analytics

3

PROVE

Customer & EPC access through a white-labelled self-service portal

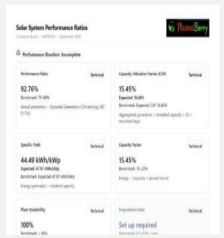
HELIOS IN ACTION

Reports That Prove the Value — 360°

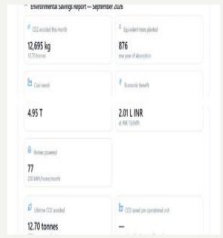
The same reports every customer and EPC partner can open anytime on their self-service portal.



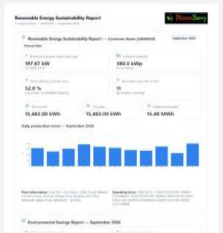
Helios Performance Rating



Performance Ratios



Sustainability Report



Renewable Energy Report



DASI & MCE Report



Scheduled Services Report

White-labelled portal • Your brand • Your customer

THE PARTNERSHIP MODEL

White-Labelled. Customer Stays With You.

PLASMABERRY WORKS BEHIND THE SCENES

EPC / SOLAR VENDOR

- Owns the customer relationship
- Sets commercial terms
- Controls the service promise

PLASMABERRY

- Executes field work
- Deploys trained manpower
- Runs structured processes

HELIOS

- Captures evidence
- Creates reports & analytics
- Provides white-labelled visibility

Strategic partnership, not outsourcing.

You retain ownership of the relationship. We provide dependable local execution and the infrastructure to prove it.

BUSINESS VALUE

Why EPCs Can Scale This Model

RECURRING SERVICE REVENUE

Build AMC, cleaning and maintenance revenue around installed assets.

LOWER FIXED OVERHEAD

Access trained field capacity without building a dedicated Mumbai team.

CONSISTENT DELIVERY

Structured processes, documentation and standardized field execution.

CUSTOMER RETENTION

Use service visibility and evidence to strengthen the post-installation relationship.

NEW ADD-ON SALES

Introduce Jaladhara automation and asset-care services where appropriate.

PORTFOLIO VISIBILITY

One Helios view across the EPC's contracted customer sites.

AUTOMATION

Jaladhara: A Product You Can Add to the EPC Proposition

JALADHARA – Automatic Sprinkler System





Sprinkler Nozzle

Precision-molded micro-sprinkler head on a rigid riser, fed by the smart controller.



180° Umbrella Throw

1.8 m radial reach per nozzle

Even panel-face coverage, minimal water, zero overlap gaps.



Smart Controller

Sets up custom cleaning programs and manages multiple zones sequentially.

SYSTEM IN ACTION · Commercial Rooftop Installation

BENEFITS

1. Fully automatic — no human intervention.
2. Power generation uplift by at least 5% to 10%.
3. Mere 1.75 Ltr water required per module.

JALADHARA
Automatic Sprinkler System

EPC proposition

- Offer automated module cleaning as a value-added option
- Programmable cleaning cycles with smart controller
- Low-pressure micro-sprinkler architecture
- Suitable for selected rooftop / C&I applications
- No recurring rooftop cleaning crew for the automated cycle

Reference deck: 1.75 L/module • 5–10% uplift claim

TRUST & DELIVERY

Built on 9 Years of Partner-Model Execution

1

2017

Started as a solar panel cleaning specialist

2

2018–22

Built trained field capability and multiple cleaning approaches

3

2023–25

Expanded into asset-care, AMC and digital reporting

4

2026

EPC partner proposition: local execution + white-la

TRANSPARENCY

Digital evidence and reporting

TRAINED MANPOWER

Structured field delivery

CRM DISCIPLINE

Customer relationship support

HELIOS

White-labelled service intelligence

THE PARTNER PROMISE

Your customer stays with you.
Your site is cared for by us.
Your service is visible through Helios.

RELIABLE LOCAL EXECUTION	Mumbai-based service capability for your customer sites
WHITE-LABELLED HELIOS	Digital proof without building your own platform
STRUCTURED PARTNERSHIP	Transparent delivery, trained manpower and customer continuity

LET'S BUILD YOUR MUMBAI SERVICE NETWORK

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A dependable local execution partner for your customers.

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