

MANAGING  
CONTRACT AND  
SUPPLY CHAIN  
DISRUPTIONS TO  
DELIVER  
SUCCESSFUL  
SOLAR PV  
PROJECTS IN  
AFRICA:



# What is the current situation

- Projects are implementing force majeure
- Most manufacturing in Asia is at high capacity factors however facing “twin supply and demand challenges”
- Still some backlogs but some manufacturers have deals with this in different ways
- Logistics channels are still a key blockage point
  - Ships missing ports
  - Goods in holding areas not clearing customs

# Measures to mitigate risks moving forwards

- Contract More detailed focus on force majeure definition / factors affecting delayed COD
- Companies with Geographic diverse manufacturing facilities may be less susceptible from certain delays. Where contracts specify facilities after factory audits these may become more flexible
- Consider BOM and spare parts / defects clauses and equipment specified
- Considerations between centralized / string / MLPE
- Bankability
- O&M services / monitoring platforms
- Shift to higher plant automation and AE

# The New sales process

- In the new norm
  - More reliance on software for design process
  - Fewer site visits
  - Online sales process automation processes
  - Higher reliance on value proposition of the component than capex cost

THANK YOU

