



Date: 3 July 2026

TO WHOM IT MAY CONCERN

Subject: Letter of Introduction — M/s Global Sustainable Energy Solutions India (GSES India) and M/s IT Power Pvt. Ltd. (IT Power), as a Consortium appointed for the design and delivery of the Technical Training Programme (Capacity Building) under the UNIDO–GEF–MoMSME Project “Promoting Business Models for Increasing Penetration and Scaling Up of Solar Energy”

Dear Sir / Madam,

The United Nations Industrial Development Organization (UNIDO), in partnership with the Ministry of Micro, Small and Medium Enterprises (MoMSME), Government of India, and with funding from the Global Environment Facility (GEF), is implementing the project "Promoting Business Models for Increasing Penetration and Scaling Up of Solar Energy." The project promotes the adoption of Concentrating Solar Thermal (CST) technologies by Indian Micro, Small and Medium Enterprises (MSMEs), with particular emphasis on industrial process heat.

Much of India's industrial energy demand is thermal, yet most MSMEs still depend on conventional fuels such as coal, furnace oil, diesel, LPG and biomass. Although proven CST systems are commercially available, limited awareness of their applications, economics and process integration remains a key barrier to wider adoption. To address this, UNIDO is delivering a structured national capacity-building programme across the four zones of India — North, South, East and West — for which it has appointed several specialised agencies, each responsible for a defined component across the target MSME clusters. This letter introduces one such agency, whose team is detailed below.

A central element of the programme is a series of **12 Technical Training Programmes** — at least three per zone — designed to strengthen the capacity of MSME engineers and plant managers, technology suppliers and installers, cluster-level resource persons, and supporting government and academic institutions in technology selection, system specification, installation, and operation and maintenance. To ground this in real needs, a Training Needs Assessment and field consultations are being conducted to map knowledge gaps and tailor the training content and pedagogy to each group and region.

UNIDO has entrusted the design, organisation and delivery of this programme, together with the associated Training Needs Assessment and field study, to **M/s Global Sustainable Energy Solutions India (GSES India), New Delhi, in consortium with M/s IT Power Pvt. Ltd.** The team will work closely with your organisation to understand its industrial processes, operational economics and capacity-building needs.

I would be grateful if you would extend your full cooperation and support to the team in carrying out this assignment. Your engagement will be invaluable to the programme's success and to building a lasting pool of trained practitioners able to support CST adoption across their sectors and regions. The composition of the deployed team is enclosed for your reference.

Should you require any further information or clarification, please feel free to contact the undersigned.

Thanking you,

Yours faithfully,

RATAJ, Olga

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