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- [Reports](#) ▾
- [Sections](#) ▾
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- [Newsletter](#)
- [Careers](#)
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Premier Solar Mounting Structure Provider, Ganges Internationale, Explores New Dimensions – An Interview @REI 2016

## Premier Solar Mounting Structure Provider, Ganges Internationale, Explores New Dimensions – An Interview @REI 2016

Ganges Internationale Private Ltd. (GIPL) is one of India’s major manufacturers and suppliers of telecommunications towers, power transmission towers, fabrication structures and also solar module mounting structures. Founded in 1991, with solutions ranging from telecom towers to support for solar energy projects, the corporation has been able to deliver cutting edge designs along with efficient manufacturing processes.

In the solar energy domain, Ganges international focuses on manufacturing fabricated and galvanized metallic structures for solar panel mounting. They are able to supply solar mounting structures in a variety of sizing, each of them conforming to industry standards. Various collaborations with established international firms helps them get the right design and solutions for the Indian market.

Solar Mango team was able to catch up with **Mr.Vinay Goyal, C.E.O, Ganges Internationale**, for a brief interview during the recent REI Expo 2016, held at Noida. A quick snapshot of the interview is given below:

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## Interview with Ganges Internationale

### ***What are the key products and solutions Ganges Internationale provides to the Indian solar sector?***

Ganges Internationale offers high-quality mounting structures for rooftop solar installations as well as ground-mounted solar projects.

We are currently offering plug and play, non-penetrating mounting structures for the rooftop segment. On the other hand, we offer highly customized solutions for ground-mounted solar projects.

We have a project expertise of about 2000 MW to our credit. Moreover, we have collaborated with the biggest names in the international solar sector for our solutions. For our structure design, we have partnered with PanelClaw, one of the biggest mounting solution providers in the U.S. Similarly, we have tied up with another American company, SunLink for our [tracker](#)-based mounting solutions.

### ***Which are the key end-user segments for your products and solutions?***

We currently mainly cater to ground-mounted solar projects. Ninety percent of our solutions have been installed in these.

We are, however, keen to expand in the rooftop solar segment. Our ballast-based non-penetrating structures are specially designed for this segment.

### ***What are the highlights and USPs of your products and solutions?***

Our mounting solutions are certified by the most accepted certification agencies, TÜV Rheinland and U.L. These certifications are currently not made mandatory by the government, but we have spent our resources and time on getting our products tested to validate its quality. Our solutions come with very low weight ratio, high-quality steel and have wind tolerances better than solutions provided by our competitors.

The other key feature we offer is that our mounting structures come with testimonials of approval by major module manufacturers. This gives an added confidence to solar project developers who opt for us.

***Any future products and solutions you are coming up with for the Indian market?***

We plan to launch special clamps for metal-roof based solar projects. We are also currently exploring solutions and structures for floating solar power plants.

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penetrating mounting structures for rooftop solar installations. These penetrating structures mainly find application in elevated solar power plants on rooftops.

***What are the key learnings you have had from the Indian solar energy sector so far?***

The key learning we have from the solar industry is that most customers and developers are unaware (rather skeptical) about the use of trackers for their solar projects. We would like to bring about an awareness about the advantages tracker technologies can bring for solar power plants and also highly recommend the same.

As an experienced player in the solar industry, we have also found that people are not very strict about tests and validations for the products they purchase. There is a clear lack of quality consciousness among end-users which also needs to be addressed with time.

***What, according to you, are the key challenges faced by the Indian Solar market?***

The biggest challenge we see right now is, as said before, the lack of awareness on the various aspects of solar power plants.

Another challenge in the solar industry is the formation of opinions and technologies which are solely based on implementations and understanding limited to the Indian context. There is a lot to be learned and implemented based on technologies favored and adopted in the international solar market.

***To know more about Ganges Internationale,***

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