

Driving Trust and Transparency in Global Solar Supply Chains Through Independent Assessment

Program at Glance:

- **Company:** Waaree Energies Limited (WEL)
- **Industry:** Solar PV Module manufacturing
- **Markets:** US, UK, EU, Asia
- **Challenge:** Supply Chain Transparency and ESG compliance expectations
- **Solution:** Independent Supplier assessment in 7 countries
- **Outcome:** Enhanced compliance, visibility, and customer confidence



WEL is one of India's leading solar PV manufacturers, with an installed capacity of approximately 25 GW. The company supplies solar modules and components to large-scale renewable energy projects in more than 25 countries, including key markets such as the US, UK, and Europe.

As WEL continues to scale globally, its supply chain plays a critical role in meeting evolving regulatory requirements and rising expectations from customers around transparency, compliance, and responsible sourcing.

The Vision:

WEL aims to build a supplier network aligned with the ESG, safety, governance, quality, and compliance expectations of regulators, investors, and customers across all its markets.

With a strong global presence and a clear ambition to power the energy transition through large-scale solar manufacturing and innovation, WEL operates in an environment of heightened scrutiny. Its products must meet not only performance and delivery expectations, but also stringent requirements

related to supply chain transparency, ethical sourcing, and compliance.

Regulatory developments and customer due diligence processes, particularly in the US and EU, require manufacturers to demonstrate:

- a. Traceability of critical components;
- b. Transparency across value chains; and
- c. Adherence to ESG, human rights, safety, and governance standards.

The Need for Change:

WEL's commitment to sustainability, customer success, and product reliability positions it for continued global growth. However, this growth depends on a supplier network capable of meeting increasing scrutiny.

Traditional approaches, such as one-off onboarding questionnaires and supplier declarations, are no longer sufficient to mitigate risk. WEL recognised the need for independent, evidence-based assurance to ensure suppliers consistently meet expectations across geographies and product categories in a robust and defensible manner.

The Solution:

To address this need, WEL partnered with Achilles to implement a comprehensive supplier assessment programme across seven countries, covering critical product categories.

Programme Highlights

A] Global Coverage: Suppliers assessed across key international geographies

B] Hybrid Methodology:

- Onsite audits for direct validation
- Desktop assessments for continuity and scalability

C] Scope of Evaluation:

- ESG performance
- Labour and human rights practices
- Health and safety standards
- Governance and regulatory compliance

Client Perspective:

“As we grow into other markets with detailed reporting expectations, the confidence we can offer our customers about everything that goes into a Waaree module matters more than ever. Working with Achilles has given us targeted, independent assurance on the suppliers that matter most, along with a clearer, more consistent view of risk across every region we source from. That visibility has become an important part of how our procurement and ESG teams make decisions.”

Amit Lalani, Senior General Manager, Waaree Energies Limited

The Challenge: Global Supply Chain Complexity

WEL's supply chain is concentrated in regions where verifying labour practices, environmental standards, and governance frameworks remotely remains challenging.

As WEL scaled to meet global demand, it faced a complex and evolving risk landscape driven by:

- Limited on-ground visibility into supplier operations
- Increasing ESG and compliance expectations in the US and EU
- Reliance on self-reported supplier data
- Lack of a consistent framework for supplier evaluation
- Exposure to reputational and operational risks from unverified suppliers

In a sector under growing scrutiny, particularly around labour practices and sourcing transparency, WEL required a more structured and credible approach to supplier assessment.

The Result:

Through its partnership with Achilles, WEL has established a transparent, scalable, and defensible supplier assurance framework.

Key Outcomes

- Improved visibility into supplier ESG, safety, governance, and compliance performance
- Stronger alignment with export regulations and customer expectations
- Increased confidence among international customers and stakeholders
- Reduced reliance on self-declared supplier data

Business Impact

- A consistent, comparable framework for supplier evaluation
- Identification and replication of best practices across suppliers
- A robust evidence base supporting regulatory compliance and reporting
- A scalable model extendable across suppliers, geographies, and tiers

Achilles supports organisations with targeted supplier audit programmes and end-to-end supplier risk visibility, helping organisations meet rising regulatory expectations and maintain confidence across complex international supply chains.



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