

# Balancing Technology, Price, and ESG in Europe's PV Market

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Europe 2025



Current Role: Procurement Manager, Elgin Energy (Solar & BESS)

Experience: 12+ years across facility management, utilities, energy sourcing, and renewables (IPP and EPC).

Expertise: Strategic procurement, supplier engagement, stakeholder management and contract negotiation across Solar, BESS, and Wind (O&M).

#### Track Record:

- Delivered >300MW in solar and BESS assets across the UK
- Supporting delivery of 1.2GW across the UK and Ireland in 24 months
- Managed MSAs and framework contracts with European and Chinese suppliers
- Worked across full turnkey and split-scope models
- Past roles: Voltalia(Solar, BESS & Onshore Wind), Fluence, ScottishPower, JLL, Equans etc

Skills: Stakeholder management, IRR-aligned sourcing, vendor audits, SLA frameworks, and ESG-led procurement

# Procurement Has Grown Up



From tactical buying  
to strategic  
leadership

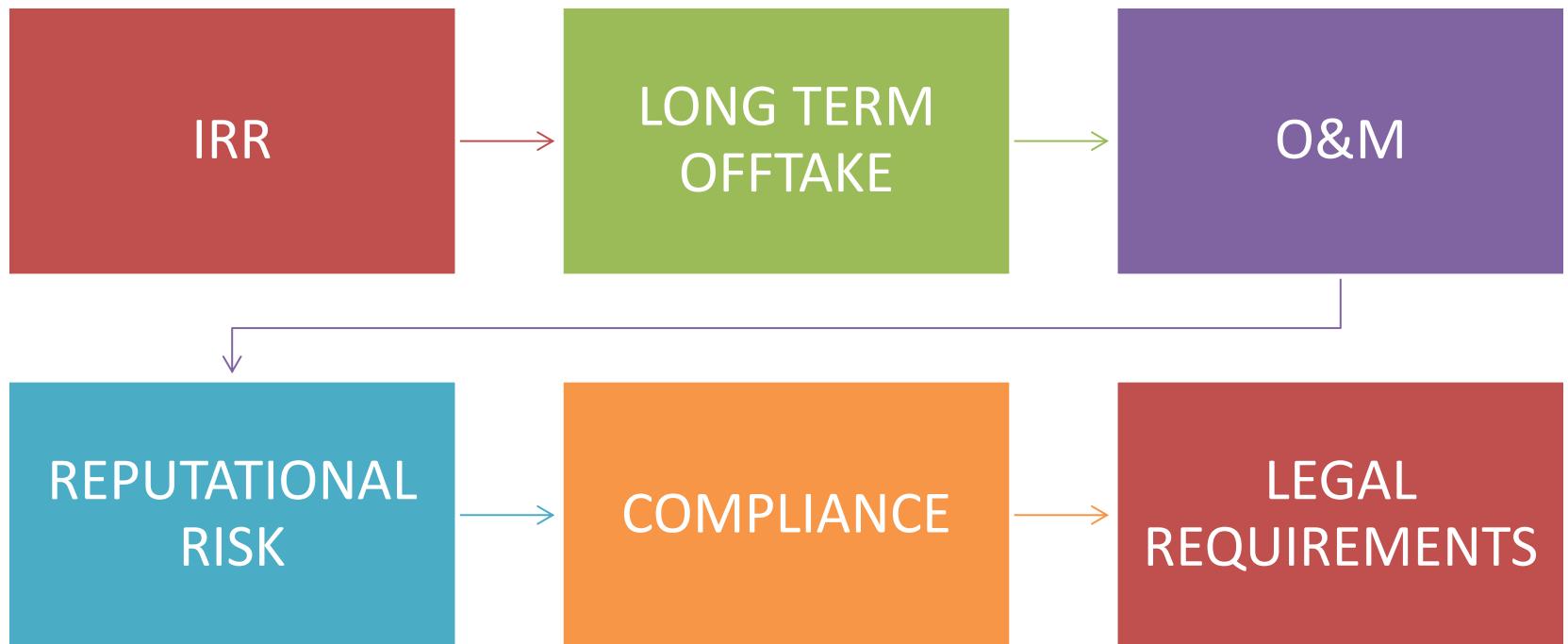


Not just picking  
lowest cost, but  
managing risk, ESG,  
and IRR impact



Procurement now sits  
at the boardroom  
table

# Why the Shift



# The Triple Constraint

## Procurement must balance, not trade off

Technology: TOPCon,  
HJT, bifacial – fast  
evolution, complex  
choices

Price: Falling costs,  
but at what quality  
compromise?

ESG: Traceability,  
labour standards,  
carbon impact –  
rising pressure



# Why this is a Challenge for Buyers

01

Navigating  
oversupply and  
volatile pricing

02

Assessing claims  
from emerging  
tech players

03

Aligning internal  
stakeholders  
across finance,  
legal, and ESG

04

Keeping  
sourcing  
frameworks  
investor-ready

# ESG



EU REGULATIONS



INVESTOR REQUIREMENTS

## ESG

### Balance between Investor requirements and EU regulations

Key Point: 2 layers of scrutiny. Linked not independent

- Some requirements we look out for:
  - Compliance with EU regulations such as SFDR (mandate disclosure) and EU Taxonomy (Defines the criteria)
  - Code of conduct, policies, management protocol etc. (Due diligence)
  - Chain-of-custody documentation
  - Third-party ESG audits
  - Carbon disclosure must be part of supplier evaluation (Capture and measurement)



# Price and Technology

What our  
lenders  
and off  
takers are  
checking



How do we stay on top  
of rapid tech change?



What assurance do we  
have beyond the  
warranty document?



Which module suppliers  
are genuinely bankable  
today?



What frameworks help  
align pricing with ethics?

We need clarity on long-term module performance under real-world  
conditions.

## Price and Technology

### Constant check and balance

We need clarity on long-term module performance under real world conditions.

#### Main Concerns

- Module pricing below €0.10/W looks attractive; but procurement must assess performance risks and warranty reliability.
- Emerging technologies (TOPCon, HJT, bifacial) require real-world data, not just spec sheets
- Stakeholders want assurance that tech decisions align with IRR models and delivery timelines.



# Procurement Perspective: What We Need



Data: Field performance, degradation rates, ESG audits



Partnerships: Engage with compliance-led suppliers, not just lowest price



Internal buy-in: Empower procurement to push back where needed



Tools: Scorecards that include ESG, tech maturity, and price risk

# Posing the Tough Questions

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Tech: What else can you provide beyond datasheets?

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ESG: How transparent is your supply chain – can you prove it?

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ESG: How are you preparing for ESG regulations coming into force?

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Price: How do you stand out if you're not Tier 1?

# Let's Collaborate



Procurement doesn't operate in a vacuum.



Let's open the conversation between buyers, suppliers, lenders, and developers.



We want:



- More transparency in tech performance and ESG credibility



- Earlier procurement involvement in project design



- Joint problem-solving around traceability, delivery risk, and pricing pressure



Together, we move procurement from firefighting to future-proofing.

# Final Thoughts

- The European PV module landscape in 2025 is shaped by intense price competition, rapid tech innovation (TOPCon, HJT, tandems, IBC), and increasing scrutiny on ESG compliance.
- Procurement professionals are no longer just negotiators—they are strategic risk managers, storytellers, and stewards of ethical value.
- How we source today shapes the energy market of tomorrow.





Any Questions



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Thank  
you for  
listening