



Co-Creating Energy Sustenance

Workshop Invitation

Improve & Diversify your Business in
Clean Technology

28th - 30th January 2011
VNIT, Nagpur

www.iies.in

Organized by



Vijnana Bharati



Ministry of New & Renewable Energy,
Govt. of India

Hosted by



VNIT, Nagpur

Co-organizers



सोमसेम



ENERGY IS LIFE
BEE
CONSERVE IT



PCRA

Partners



Endless energy. Infinite possibilities.

1st India International Energy Summit (IIES)

IIES 2011 is an 'Abhiyan' to improve upon the entire Energy Eco-system – Technology Innovation, Commercialization, Distribution, Financing, Policy, skilled Human resource and bringing positive change to people's life.

IIES 2011 Events

- ◆ **Urja Yatra** (Pan India Mobilization)
- ◆ **Workshops** (B2B Market Development)
- ◆ **Plenary sessions** (Knowledge Networking)
- ◆ **Paper Presentations** (Raising innovation R&D)
- ◆ **Energy Expo** (Product/Service Exhibition)
- ◆ **Energy Village** (Voice of Common man)

Workshops

- Understand emerging opportunities in Clean Tech sector both as consumers and producers to improve, scale-up & diversify —Techno-commercial viability, risks & returns
- Benchmark practices & innovations in Renewables with industry leaders
- Gain hands-on and relevant business/investment knowledge through demo of products, one-to-one counseling, case studies, open forum and domain networking

Workshops on:

1. **Operationalizing Energy Efficiency (EE) for SMEs through Co-creation**
2. **Solar PV System – Technology, Risks, Manufacturing, EPC, O&M, Investment**
3. **Utility Monitoring & Distribution Franchisee (DF) – Enhancing SEB's Performance**

Workshop Organizer

pManifold is a Management Consulting company, that quick enable businesses to improve, scale-up or diversify sustainably. It supports Urban (Tier-2 and Tier-3 cities) growth and Rural inclusion theme businesses in Clean Tech, IT, Education and Finance. In Clean Tech, it is currently focused on Solar Advisory, Energy Efficiency delivery models and Energy & Performance Monitoring. Key services include Business Assessment, Strategic Planning and Implementation.



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Other Salient features of IIES 2011

Urja Yatra

- Started from 4 corners of India, covering 19 states, 8000km & culminating at Nagpur on 27th Jan. 2011
- Showcasing innovative models, success stories & latest technologies in Renewable Energy.
- Total of 250 public meetings reaching out to more than 1 Crore people during the journey
- Innovative SMS feedback system supported by **pManifold** and **Harrier Infosystem** to collect public opinions, preferences and interested dealers/retailers contacts pan India

Plenary Sessions & Paper Presentations

- Knowledge Transfer by leading experts - Solar PV, Solar Thermal, Waste-to-Energy, Energy Management, Energy Financials, Energy Monitoring, Rural Energy Technologies
- Speakers: CAZRI, Solar Energy Center, GenSol, Alter NRG, CEPT, KLG Systel, True Power International, IITB, DTU etc.

Energy Expo

- Showcasing the latest trends, technologies, and success stories in the fields of energy efficiency and renewable energy technology applications
- Strengthening B2B and B2C channel for Energy Products & Services

Energy Village

- Open forum for commons to get their voices heard
- Finding solutions to Rural energy issues
- Demonstration of Renewable Energy products

Workshop Sponsorships

Platinum	Rs.100K (Banner +1 Expo stall + 5 delegates free)
Gold	Rs.50K (Banner + 5 delegates free)
Silver	Rs.25K (Banner + 2 delegates free)
Banners	Rs.20K (Banner + 2 delegates free)

Energy Expo Stall Registration: Rs. 24K per stall

Register @ www.iies.in

Delegate Fees: Rs.1000 per workshop

Contact

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Workshop 1. (28th Jan, 2:00am - 7:00pm)

Operationalizing Energy Efficiency (EE) for SMEs through Co-creation

Get counseled. Co-create EE Financing Model

Coverage:

- Energy Audit results from various SME clusters
- Real Industrial EE Case studies by SME Owners
- Financing Energy loans for SMEs – Risk mitigations
- Optimization in Heating Processes
- Energy Savings in Ventilation & Air Conditioning
- Process Energy Optimization & Electric bill reduction
- Banks willingness on EE project financing

Key Highlights:

- One-to-one free EE counseling
- Open design for SMEs needed EE loan product
- Free Energy Audit for best participation in workshop
- Offline energy assessment through survey

Speakers:

- ◆ **Milind Chittarwar, Founder, SEE-Tech Solutions** leading ESCO of country with 15+ years experience in EE (*Co-chair*)
- ◆ **Dinesh Rathi, Founder, Dinesh Rathi Associates** leading consultancy in water and energy utility optimization
- ◆ **Bhanu Prakash Verma, DGM, SIDBI, Nagpur** leading bank for promotion of Small scale industries and most active portfolio in EE for SMEs
- ◆ **Sanjeev Kumar, Project Coordinator, MSME Foundation** involved in cluster based MSME development by enhancing their competitiveness & generating sustainable employment
- ◆ **Udayan Shrouti, Promoter, Libra Agencies** Utility services with channel partner to Thermax, KSB Pumps, Kaeser Compressors, Legris India and Nord Drive Systems
- ◆ **Shankar Ghime, Proprietor, Air Technics** involved in HVAC, Refrigeration, Fire Fighting, Plumbing, Automation etc.

Who will benefit?

SMEs – Rolling mills (Aluminium, Iron & Steel), Pharma, Engineering, Foundries, Forging units, Dairy, Textile etc, ESCOs - Energy Service Companies, Energy experts, Vendors in EE, Banks, Entrepreneurs

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Workshop 2. (29th Jan, 9:30am - 5:00pm)

Solar PV System – Technology, Risks, Manufacturing, EPC, O&M, Investment

Sun is for Everyone.. Diversify Business

Coverage:

- Overview of existing policies & support in solar
- Consumer products – Applications and Potential
- Off-grid and Roof-top Solar solutions for buildings
- Grid connected (MW) size Solar PV plants
- Solar Components: Manufacturing Process

Key Highlights:

- Latest innovations - Solar ATM, Solar Refrigeration & chiller for remote milk collection, Solar LED light, solar powered telecom towers, hybrid with wind
- Solar Module Manufacturing Process and Investment decision metric
- Local dealership opportunities through franchisee entrepreneurship for solar value chain
- Detailed techno-commercial understanding to support investment decision to house captive & grid-connected solar
- New and exciting career opportunities

Speakers:

- ◆ **Akash, Founder, INDIS Energy** supports technology selection, implementation, acquisition & innovation in clean-tech including Solar & EE, 12 patents (*Co-chair*)
- ◆ **K.E.Ragunaathan, MD, Solkar Solar Industry** 25+ years innovating solar across products, manufacturing solar PV modules; India, Singapore & UAE presence
- ◆ **Adithya N., R&D Head, Intelizon Energy** global network of development, manufacturing, and channel partners for Solar, grid and battery technology
- ◆ **Abhijit Chakravorty, AGM, RM, SBI, Nagpur** one of biggest Nationalised Bank of the country

Who will benefit?

Investors - Module manufacturing, Power Plant Developer/ EPC, Component manufacturing like structures; Entrepreneurs, Product/service businesses in Solar & other renewables, Real Estate/Infra Developers, Financers, Distributors, Technocrats, Power Producers

Sponsor:



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Workshop 3 (30th Jan, 9:30am - 5:00pm)

Utility Monitoring & Distribution Franchisee (DF) – Enhancing SEBs Performance

Drive performance through Measurements & Analytics. Make winning DF bid

Coverage:

- Status quo and impact of DF in India
- Issues with DF – Utilities perspective
- Techno-business Parameterization – Bidders perspective
- Best practices DF Implementation – Techno/Commercial
- Best practices DF Implementation – HR and soft issues
- Measurements in Distribution Network – Diagnostics and Prognostics
- Utility Monitoring & ERP/IT integration
- Realistic road-map to Smart grid in India

Key Highlights:

- Demystify myths on DF and get people co-create value
- Participated by the first and best in Privatized Distribution
- Measurements, simulations and analytics importance to drive utility's business
- Learn KPIs of utility business to drive effective decisions
- Making power grid network smart

Speakers:

- ◆ **Murhari Kele, Supt. Engineer, MSEDCL, Nagpur** (*Co-chair*)
- ◆ **Rajendra Mahajan, AVP Power Sector Div., GTL** Operating DF at Aurangabad (*Platinum Sponsor*)
- ◆ **Kamal Maheshwari, VP, SPANCO** 40K+ employees IT company with new diversification into DF (*Silver Sponsor*)
- ◆ **Hemant Diddee, Founder, Heta Datain** Real time productivity & Utility monitoring data logging
- ◆ **Nagaraja Ramappa, Founder, PRDC** knowledge & simulation driven Power consulting
- ◆ **Pratap Dhumale, L&T** diversified company with strong positioning in Distribution through projects under R-APDRP
- ◆ **Yogendra Singh, Butola, AGM NDPL** joint venture between Tata Power and Delhi Govt. for Delhi distribution since 2002

Who will benefit?

SEB utilities – Sr. Mgmt., staff & employees, DF business groups – existing, new & potentials, Businesses – product/services in IT, Utility ERP & Monitoring, Policy makers, Power Producers

Sponsors: **SPANCO**



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