



KXCHANGE

ENABLING DIGITAL TRANSFORMATION OF UTILITIES

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LEADERSHIP**

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INTELLISMART BULLETIN

Smart combination of IT and operational technology is pertinent to implement digital technologies in the utilities. Smart meters act as backbone for such digitalisation as they combine benefits of real time 2-way data communication providing better optics for informed decision making with remote operations through connect/disconnect capabilities.



Energy Transition ushers into new era of smart metering through competitive bidding – IntelliSmart secures country’s first TOTEX based competitive project in Assam

AMI project in Assam will usher Assam to the era of transformation in the power distribution through the digitalization process. IntelliSmart stays committed to the provisioning of Smart metering and Smart Grid services through competitive models which shall be the most cost-effective way of price discovery for consumers. We shall continue to have higher focus on Assam for shouldering the digital initiatives of the state to help Assam’s drive to be on the forefront of the energy map of the country. Smart metering shall create systemic efficiency improvements in financial and operational health of DISCOMs, along with consumer empowerment by giving them control on consumption based on their capacity and need as well building transparency by providing regular data on their consumption. IntelliSmart’s core purpose is to be the most preferred digital partner of the utilities and we are slowly but steadily moving towards our goal.



Assam project entails implementation of 6.2 lakh smart meters within the time frame of 30 months. This is the first smart metering project on TOTEX mode (CAPEX + OPEX) through competitive mode. Assam gets the distinction of leading the smart metering drive of the country on competitive model.

IntelliSmart becomes the first Advance Metering Infrastructure Service Provider (AMISP) to undertake pre-paid smart metering project through bidding route under DBFOOT arrangement.



CM Dr @himantabiswa handed over letters of award for AIIB & Smart Meter Projects in presence of Hon Power Min Shri @BimalBorah119.

The Rs 3284-cr AIIB funded project will facilitate sustainable development & enhance transformation capacity to cater to future load growth.

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DIGITAL DISCOMS: ADDRESSING CAPACITY BUILDING NEEDS

Digitalisation entails support from smart meters and smart grids for revolutionizing power distribution sector. With Government of India’s vision of smart meter installation, one of the biggest challenges facing the distribution sector is availability of skilled manpower across functions and ranks. With digitalization driving across the value chain, skill development becomes imperative for the entire sector and all the more so in the distribution sector. Unlike conventional meters, smart metering is at convergence of IT, telecom and electro-mechanical systems and requires skilled, specialized manpower for different areas- meter installation, O&M activities, telecommunications, customer services and data analytics. This will also involve introduction of new roles and specializations not known previously to the distribution sector.

Mobilizing trained manpower on such a large scale will require

- Upskilling of existing IT and Operations cadre of the DISCOMs
- Designing courses, apprenticeships, curriculum upgradations for vocational and technical programs at ITI, Diploma, UG and PG levels
- Bringing in lateral talent to the sector from a far more evolved IT and Telecom sector
- Pitching in by Large Corporate Houses for developing in-house training infrastructure

In this context, role of private players - project management consultants, system integrators, contractors becomes extremely critical in complementing the efforts of DISCOMs. Strategic partnerships between private corporations and public utilities along with investments in manpower will enable this digital revolution. Though, there has been a lot of work done by Power Sector Skill Council (PSSC) on the skill trainings for different trades which is being conducted through ITIs, VTIs etc. Also, as per the recent report of PSSC, 69 ITIs have also been adopted by PSUs or Private Organizations.

The issue is that all these courses focus on the basic skill set for the Sector whereas with the rapid pace of change in the technology, need for skilled talent is rising exponentially which cannot be managed by the current infrastructure.

The corporate & Govt. should also focus on creating State-of-the-art laboratories/incubation centres with latest technology simulations. This will enable hands-on-training from subject matter experts which will certainly act as a unique differentiator in the talent upskilling journey.

Further, companies should work on changing the work environment through better soft skills training, reducing hierarchical barriers and experienced managers from other sector should be inducted to incorporate best practices from other sectors. With demography in India’s favour and this window of young India available for next 10-15 Years, this is an opportunity to catch them young and have a skilled and fungible workforce for future.

Solutioning Avenues

Quick Wins

- Implementing training infra upgradation on tie-up with existing Training Institutes like NTPC PMI, NPTI etc. for.
- Providing Hands on Simulator like practical interventions.
- Harnessing full potential of current courses / Qualification packs of PSSC.

Long Term Approach

- Development of specific need-based trainings having tie up with cross sectoral expertise.
- Benchmarking with the best nationally and internationally.
- Long term behavioral conditioning towards customer centric initiatives.
- Regular and continued upskilling to match the technological upgradations.

About Author



KARUN KHANNA

Karun is Head Human Resource at IntelliSmart. He has more than 15 years of experience in providing effective HR leadership to the business for implementing HR strategies in-line with business requirements.

03 EMPLOYEE ENGAGEMENT WITHIN INTELLISMART

A 2 days training program on “Finance for Non Finance” was conducted at Club Patio, South City-1, Gurgaon. A mixed group of employees from different geographies and different functions participated and benefitted from the extensive and rich experience of over 27 years of Trainer Mr. Rajesh Saluja. Different areas of finance like Accounting, Costing, Budgeting, Various Financial Statements were covered in the crisply designed, interactive sessions across these 2 days.

TRAINING INITIATIVES- FINANCE



As part of Diwali week celebrations, a host of online and offline games and activities were conducted for IntelliSmart employees across locations. This included online Tambola, Ethnic Wear competition, Dumb Charades among others. Employees were extremely excited to participate in these games and Winners took home exciting prizes.

DIWALI CELEBRATIONS WITHIN INTELLISMART



CRITICAL SUCCESS FACTORS FOR EFFECTIVE AMI OPERATIONS

Government of India (GoI)'s ambitious plan to implement 250 million smart meters across country needs well planned operations that is driven through standardized processes for delivering qualitative results. The AMI projects implemented so far have established that it is an intricate solution involving deep evaluation of state specific as-is infrastructure, extensive deliberation with stakeholders, customized design of AMI architecture, onboarding of meter OEMs and implementing robust processes to run round the clock operations on the ground on one hand and ensuring consumer satisfaction on the other.

Further implementation of AMI system in any Utility/ DISCOM would require a high level of synergy between deployment of software/IT systems and roll out of smart meters at ground level which is handled by Planning & Operations Team at Central as well as at Field Level to monitor the progress of the project.

Large scale implementation of AMI projects and further scaling of such program to achieve the mandated targets shall require institutionalization of a framework that covers planning, communication, cashflows comprehensive planning, implementation of automated processes, effective communication/ coordination among internal & external stakeholders and revenue cashflows in the project.

Critical Success Factors for Driving Value Driven Operations of AMI Solution



Planning: Create a realistic granular deployment plan considering the anticipated bottlenecks/early red flags i.e., Smart Meter, SIM, Seals, Skilled/Semi-Skilled Manpower with clear roles & responsibilities and closure time.



Processes: Implementation of automated processes to run the operations and agile enough to cater the required changes to enhance the process based on the lesson learnt.



Communication: Ensure early engagement/awareness of consumers pre & post implementation to enhance acceptability, communicate benefits and interruptions through effective communication media and organizing workshops at DISCOM's Division/Sub-Division level to avoid consumer resistances in the field.



Co-ordination: Effective coordination among the Stakeholders involved and Business Function to work in unison to provide requisite to each other.



Cashflow Management: Ensure proper balance between cash inflows from DISCOMs to AMISP and outflows from AMISP to Vendors/OEMs to Manpower.

The implementation of the above cited framework will not only result faster & timely deployment of smart meters but also will ensure significant savings in operational cost resulting in passing on benefits to the consumers.

About Author



Ravi Kumar Suraj

Ravi is Senior Manager & Project Management Officer at IntelliSmart. He has close to 10 years of experience in project management, planning, smart metering bid process management,, business development, supply chain management contract management, strategy etc.

INR 8,982 crore released for payment of subsidies to DISCOMs



State government has informed that they have released INR 8,982 crore for FY 2021 and FY 2022 (₹4,230 crore and ₹4,752 crore respectively) towards the subsidies payable to power distribution companies.

Cabinet approves privatisation of electricity distribution in Dadra & Nagar Haveli and Daman & Diu



Government has approved the formation SPV to privatize distribution business in UTs of Dadra & Nagar Haveli and Daman & Diu, sale of equity shares of the newly formed company to highest bidder and formation of Trust(s) for serving employees' liabilities.

KSEB to install prepaid smart meters in state



KSEB has decided to install prepaid smart meters for all consumers across the state. The estimated cost for installing smart meters for 1.3 crore consumers will be around INR 9,216 crore. INR 1,170 crore will be provided as central grant.

Odisha to get INR 441.66 cr investment for demand side management of electricity



Odisha will get a total investment of INR 441.66 crore for demand side management (DSM) programme launched by ISC and EESL in partnership with four DISCOMs in the state.

Automatic Pass-through Model': State DISCOMs to pay higher power tariffs if fuel costs spike



To ensure timely compensation to GENCOs for any post-contract spike in fuel costs, power ministry has asked SERCs to adopt an 'automatic pass-through model', which will require the state-run power DISCOMs to pay higher tariffs to power plants as soon as the cost of fuel escalates.

IntelliSmart has won its first order from the Assam government to install about six lakh smart meters in the state. In this regard, a Letter of Award (LoA) was awarded to the company from the APDCL to install the meters in 19 circles. Mr. Anil Rawal, MD and CEO, IntelliSmart told PTI during an interaction.



No transmission charge waiver for green power projects from July 2028



To expedite the installation of RE projects MOP clarified that 100% ISTS charge will be levied on RE projects commissioned on and after July 1, 2028. Currently, ISTS charges are exempted on RE power for DISCOMs.

Green certificates trade to resume on IEX, PXIL



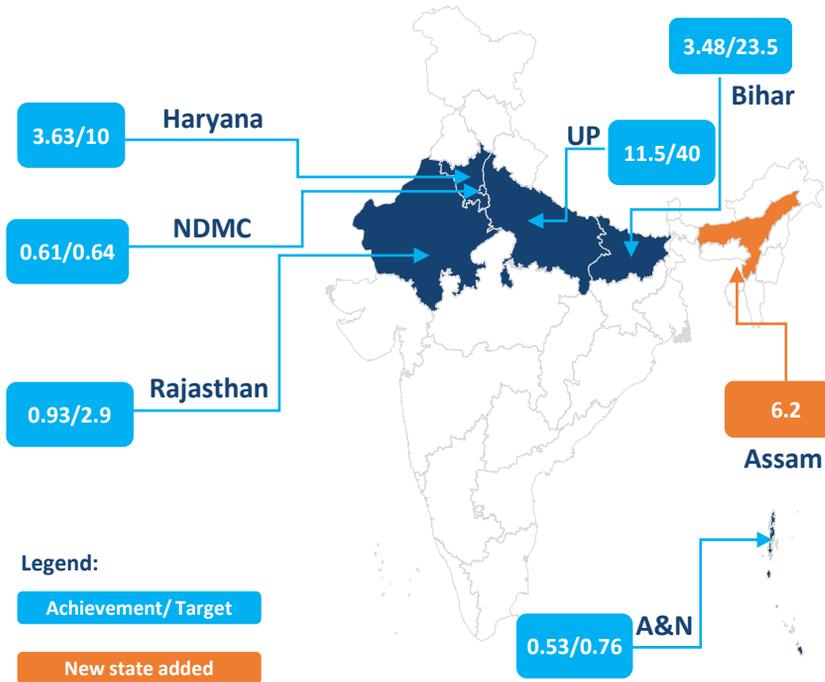
IEX in statement said the last REC trade session took place in June 2020. The trade has been resumed in line with APTEL's recent order dated November 9, 2021, and CERC order dated November 18, 2021.

No immunity from IBC for state DISCOMs, says Centre



IBC provisions are now fully applicable to state run electricity distribution companies, and the CIRP can be initiated against them, the power ministry said, potentially allowing creditors to turn the screws.

Key Development Under Smart Meter Programme – Till 30th November 2021



- ~78 Lakh meters of existing project.
- ~21 Lakh meters installed.
- Meter installation ramp-up in Andaman with ~1,000 meters installation per day.
- Kick-off consumer awareness campaign under RDSS in association with REC.
- Development of consumer mobile APP underway, district survey undertaken in Bihar for gauging user acceptance.
- Tender floated for procurement of 6.2 lakh smart meter.

Awards and Recognitions

Team of the Month, OCT'21- Finance Team



Sumit Grover
Chief Finance Officer



Ashwini Kumar Gupta
Sr. Manager



Nilanshi Zabakh
CS & Asst. Manager



Anshul Tyagi
Asst. Manager



Sonaika
Finance Associate



Balmukund Somani
Asst. Manager

CEO AWARD FOR H1, FY 2022



Saahas - Head (BP, Compliance, Ethics & QHSE)



Congratulations to all the winners!!!

IntelliSmart

IntelliSmart is a joint venture of EESL (Energy Efficiency Services Limited, A Joint venture of PSUs of Ministry of Power, Government of India) along with NIIF (National Investment and Infrastructure Fund, a Government of India backed fund). It is responsible for enabling implementation of Smart meters across the country. The focus of IntelliSmart is to drive efficiencies for DISCOMs, improve revenue management, increase billing efficiency and consumer satisfaction. With our vision of creating a digitalized & resilient power sector, through innovative technological solutions, IntelliSmart is well placed to determine future of infrastructure.

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Happy to hear from you

Newsletter is meant to share updates, case studies, success stories and experiences with various stakeholders on regular basis. For any suggestions/ queries/ inputs, please write to newsletter@intellismartinfa.in.



Solve this Riddle

What is seen in the middle of March and April that can't be seen at the beginning or end of either month.

What am I?

Last Riddle Correct and Early Respondents

Amit Sungroya, EESL

Brajesh Kumar, EESL

Anil Garg, IntelliSmart



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