



# K XCHANGE

ENABLING DIGITAL TRANSFORMATION OF UTILITIES

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INTELLISMART BULLETIN

**A NEW YEAR**

- \* Renewed Hope
- \* New Opportunities
- \* New Adventures
- \* New Ways to Give and Love.

May this be  
your best year ever!

## FROM THE DESK OF INTELLISMART LEADERSHIP

Celebrating two-year journey of IntelliSmart, many achievements to unfold

In its 2-year journey since inception, IntelliSmart has grown from a small startup company to become leading smart meter solution provider in India and gone on to win the countries first smart meter tender floated on DBFOOT arrangement.

Company has contributed a lot to the current TOTEX model and the SBD on DBFOOT arrangement. We have the pole position in winning and executing the projects. As we now progress towards pioneering in digitalization in the power distribution sector to commemorate the organization's successful run, capturing some of key achievements of IntelliSmart/ EESL. Look forward to the happening times ahead.

### JOURNEY SO FAR....



## COLLABORATION FOR NEXT GENERATION SMART GRID TECHNOLOGY

### IntelliSmart and IIT Delhi collaborated to develop next generation Smart Grid technology solutions & capabilities

IntelliSmart has signed a MOU with the IIT Delhi's industry interface arm Foundation for Innovation and Technology Transfer (FITT) to define next-generation smart-grid functions, advanced research to drive the development of real-time smart grid solutions with potential to achieve improved revenue management, increased billing efficiency & control, consumer satisfaction and opening the smart grid data for many newer applications and monetization.

The collaboration is in line with IntelliSmart's continuous efforts to advance digitalisation in power distribution systems. It aims to evolve new age real-time communication capabilities of Advanced Metering Infrastructure (AMI) functional specifications which will be supported by the enhanced capabilities of next generation equipment/ solutions to be developed by the country's leading research institute IIT Delhi utilizing its advance research outcome in the field of energy efficiency, learning based smart IOT system, smart sensing, data analytics, IOT security, advance communication technology frameworks of 5G NR/ NB-IOT and MEC framework.

Products/ solutions will include centralized infrastructure that interconnects with DISCOMs, power quality and health monitoring real-time systems of distribution network & the next-generation smart-meters capable for online connectivity. We will also seek to create sustainable solutions for identified operational problems in the areas of system architecture and design features.

Collaboration between IntelliSmart and IIT Delhi is our endeavour to advance the process of digitalisation in the power sector. By marrying our on ground execution experience and ability with IIT Delhi's academic and research capability, we seek to create that perfect synergy that will enable us to contribute to the development of the new-age smart grid system by leveraging opportunities in the areas of energy efficiency, AI/ML, blockchain, IoT security and advanced communication technology frameworks that will ultimately benefit the country and consumers

– Mr. Anil Rawal, CEO and MD IntelliSmart



# DIGITILISATION A WAY FORWARD FOR UTILITIES

Utilities being one of the oldest industries have evolved and are carrying the legacy in terms of processes, technologies and mind set of the people. With the latest development of the technologies, utilities are going through transformation of the business processes, business operating models, business metrics and technology landscapes. They are adopting numerous technologies because of advancement in technologies, social media, customer demands along with environmental factors such as severe weather and climate changes. Digital utilities solutions shall be focused on below six areas.

## FOCUS AREAS FOR DIGITAL TRANSFORMATION

<p><b>Predictability in Utility Business value chain</b></p> <p>The hardware, software, services, business processes and consumer needs to support and implement analytics like:</p> <ul style="list-style-type: none"> <li>• Analytics hardware, such as analytics-specific servers</li> <li>• Software and middleware that support analytics applications or offer enterprise-wide analytics capabilities</li> <li>• Communications networks and services such as data management and integration</li> </ul>	<p><b>Digitally Intelligent Equipment</b></p> <ul style="list-style-type: none"> <li>• Digital intelligent machines required to harness the potential of RE generation, smart meters, demand response, micro grid and others.</li> <li>• Real-time data collection through a myriad of 'Intelligent devices'</li> <li>• Real-time and secure high bandwidth communications network(s).</li> <li>• Automation across the grid to drive inefficiencies out of today's business models</li> <li>• Customer interface, Services, products including brochures &amp; catalogues to be digitally intelligent</li> </ul>	<p><b>Align with Generation Y culture</b></p> <ul style="list-style-type: none"> <li>• Utilities need to manage their customers, employees and partner and most of them belongs to Y (young) generation.</li> <li>• Utilities need to incorporate social media as part of their broader customer engagement programs.</li> <li>• Social media will help improve the current relationship of utilities and consumers.</li> <li>• Energy conservation, customer education, branding and promotion and emergency response programme are some of the adoption by utilities for social media platform.</li> </ul>
<p><b>Real Time Customer Engagement</b></p> <ul style="list-style-type: none"> <li>• Deregulation demands quick response to market requirements or competitive programs.</li> <li>• Increased focus on energy efficiency campaigns and demand response programs requires personalized customer engagement across multiple channels.</li> <li>• Need of real time customer interactions and utilities to adapt right technology mix to take advantage of these initiatives.</li> </ul>	<p><b>Leveraging Collective Intelligence</b></p> <ul style="list-style-type: none"> <li>• Technologies like smart meters and smart homes, together with the rise of mobile connectivity and social media, are playing a major role in transforming how utilities, customers and supplier interact.</li> <li>• Digital, interactive and segmented catalogue to select the right product &amp; services.</li> <li>• Bidirectional interactive portals/ social site to discuss issues and innovations in real time.</li> <li>• Devices and sensors with robust security – Real time on cloud making tracking , interrogation and trouble shooting from anywhere</li> </ul>	<p><b>Be Real</b></p> <ul style="list-style-type: none"> <li>• A Real-time network in which information could flow seamlessly between workers, customers, partners and critical infrastructure on site.</li> <li>• This will enable automatically transmit billing information into Utilities billing systems, improvement in production and customer service levels by enabling the workforce.</li> <li>• Utilities can easily imagine the impact on their business and profitability if they could do more – without adding people or assets.</li> </ul>

Old operating models are not proving enough for utilities for sustenance and will fail in the hyper connected world. To adapt to the big changes in hyper connected world, building a digital utilities by leveraging the convergence of technologies is the key.

**About Author**



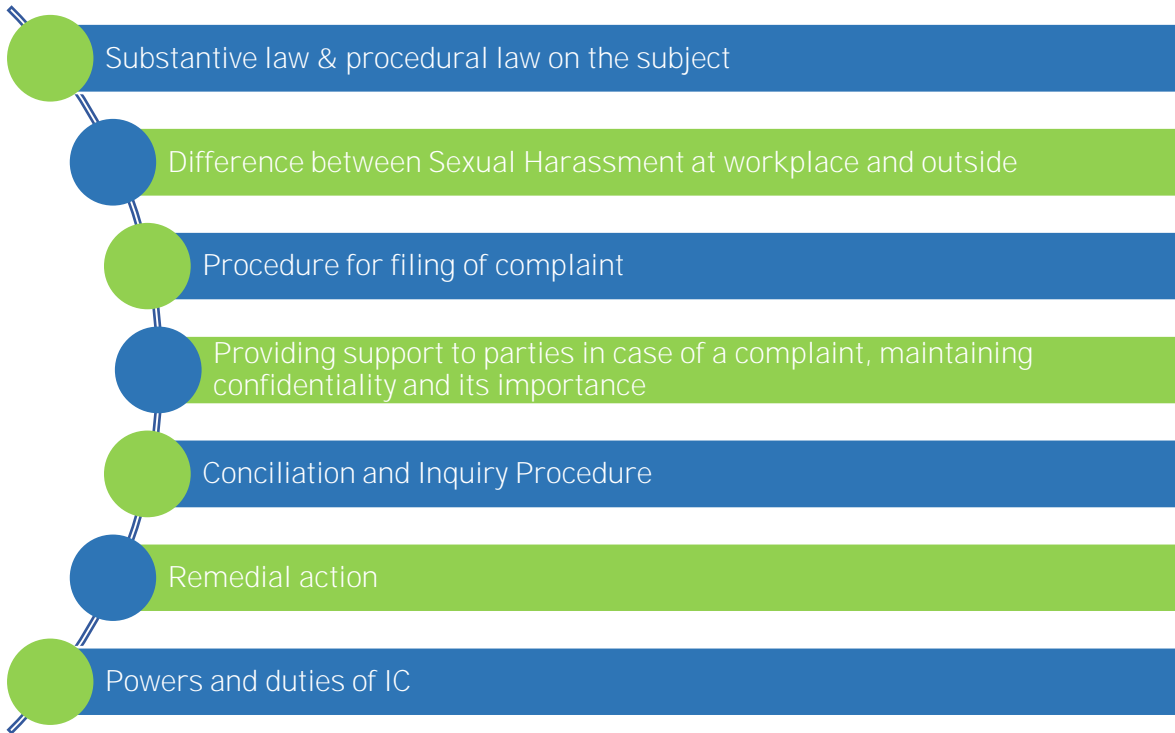
**GAUTAM KUMAR**

Mr. Gautam Kumar is the Chief Technology Officer at IntelliSmart. He has diversified cross functional experience of 28 years in Technology Solutioning, Consulting and Project Delivery for IoT and Smart Metering, Enterprise Business Application from integration through to deployment



## EMPLOYEE ENGAGEMENT WITHIN INTELLISMART

A comprehensive technical & legal training program for members of the Internal Complaints Committee (IC) under IntelliSmart POSH (Prevention of Sexual Harassment) policy was conducted in Dec'21. The training encapsulated below topics, which were discussed with reference to real life cases and court judgements.



In addition to this, all the employees of IntelliSmart also participated in a mandatory online crisp training module of 35 mins, followed by quiz and certificate of completion. The purpose of this was enhancing employees' awareness, sensitivity to this important area and ensuring a healthy workplace environment while being legally compliant at the same time.

### POSH TRAINING SNAPSHOT



**Power ministry wants to bring electricity under GST**



The power ministry has told the finance ministry it favours bringing electricity under the goods and services tax, outlining a proposal that could help reduce electricity tariff for consumers.

**Meghalaya, Assam firm up power sector proposals under RDSS scheme**



State governments of Meghalaya and Assam have become the frontrunners in planning their operational and financial reforms as well as the underlying works to accomplish it under Revamped Distribution Sector Scheme

**Pre-paid smart metering and power accounting, priority for Modi Govt**



Pre-paid smart metering and total energy accounting in the power sector is going to be the top priority of the Modi Government in the coming four years for which it has already kept a budget outlay of Rs 3,03,758 crore.

**Govt signs 140-million-euro loan agreement with KfW for energy sector reforms in Madhya Pradesh**



The project comprises two components -- implementation of smart meters and Advanced Metering Infrastructure (AMI); and separation of agriculture and non-agriculture feeders.

**Lending to DISCOMs: Power ministry asks SBI to follow stricter norms**



The Union power ministry has asked SBI follow strict prudential norms when it comes to lending to state-run power distribution companies, warning that unchecked lending to the financially-stressed entities can expose the bank's loan assets to risks

IntelliSmart signed MoU with IIT Delhi's Industry interface arm FITT to collaborate on defining next-generation smart-grid solutions.



**New DISCOM norms: No power from other sources if GENCO dues pending**



The Centre is set to notify rules that would prevent DISCOMs with large outstanding dues to generation companies from sourcing power from other generation companies or power exchanges, Power Minister RK Singh said.

**Every house in Bihar will have smart pre-paid electric meters by 2025 Nitish Kumar**



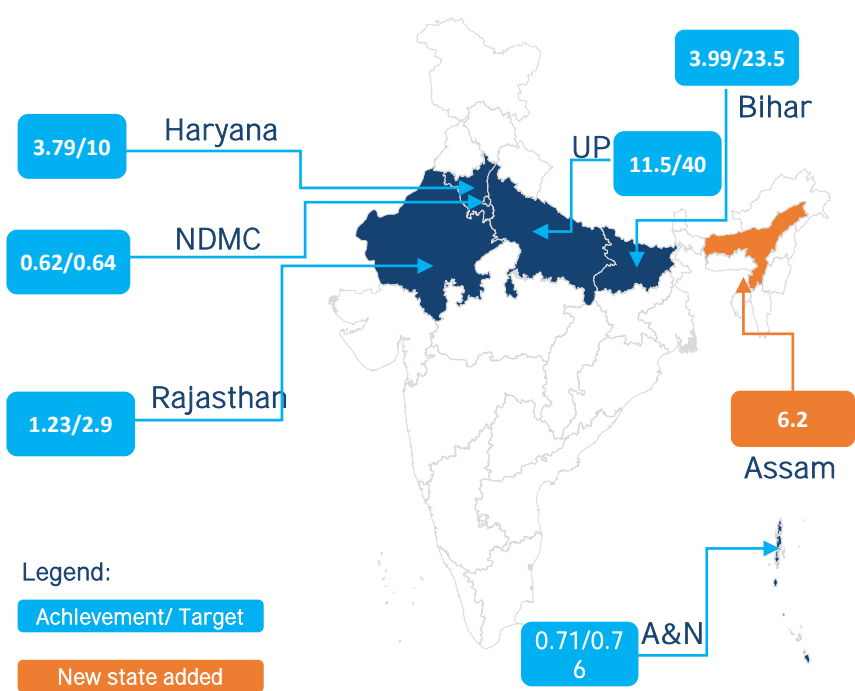
Bihar Chief Minister Nitish Kumar on Wednesday launched a scheme worth Rs 12,657 crore for installation of 'smart pre-paid electric meter' in all households in the state by March 2025.

**Power meters to go smart in Chandigarh, Centre okays Rs 119 crore**



The Union government has sanctioned INR 119 crore for the Chandigarh administration to convert all existing 2 lakh electricity meters into smart meters. MHA seeking appointment of an agency to kick-start the work .

Key Development Under Smart Meter Implementation – Till 31<sup>st</sup> December 2021



- ~84 Lakh meters of existing project.
- ~21.90 Lakh meters installed.
- Meter installation ramp-up in Bihar with more than 2,000 meters installation per day.
- Smart prepaid meter installation kick started in Katihar, Bihar
- IntelliSmart signs Agreement with APDCL to install over 6 lakh prepaid meters in Assam on TOTEX mode under DBFOOT arrangement.

Legend:  
Achievement/ Target  
New state added

Awards and Recognitions

SPOT Awards for the Month, NOV'21



**Abhishek Kumar**  
City In Charge  
Gorakhpur, UP



**Mehul Sharma**  
Quality Officer  
Ajmer, Rajasthan



**Gautam Kumar**  
SMOC Executive  
Patna, Bihar



**Avinash Sharma**  
Field Operations Engineer  
Ajmer, Rajasthan



**Ritu Raj**  
Asst. Contracts Manager  
Corporate

Employee of the month, Nov 2021



**Kunal Das** – Tendering Lead,  
Corporate



*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 NIIIF (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.

## Disclaimer

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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@intellismartinfra.in](mailto:newsletter@intellismartinfra.in).



## Solve this Puzzle

A man is looking at a photograph of someone. His friend asks who it is. The man replies, “Brothers and sisters, I have none. But that man’s father is my father’s son.”

Who was in the photograph?

### Last Riddle Correct and Early Respondents

Anil Garg, IntelliSmart

Brajesh Kumar , EESL

Gaurav Srivastava,  
IntelliSmart

Kamlesh Sanjay Mathane,  
EESL

Siddhant Prabhakar,  
IntelliSmart

SK Pathak, IntelliSmart



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