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Right Questions



Business Insights



Integrated Solutions



Value Multipliers

**Advisory Consulting Done on  
Strategic & Commercial  
Intelligence for Utility wise  
Smart Meter Application in  
India**

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# Creating Winning Cultures by Combining Key Elements

*Culture provides the greatest source of competitive advantage. In fact, majority of us would believe an organization that lacks a high-performance culture is doomed to mediocrity. Our focus is to combine two key elements while engaging with clients i.e. "High performance values and behaviours" and "Unique personality and soul"*

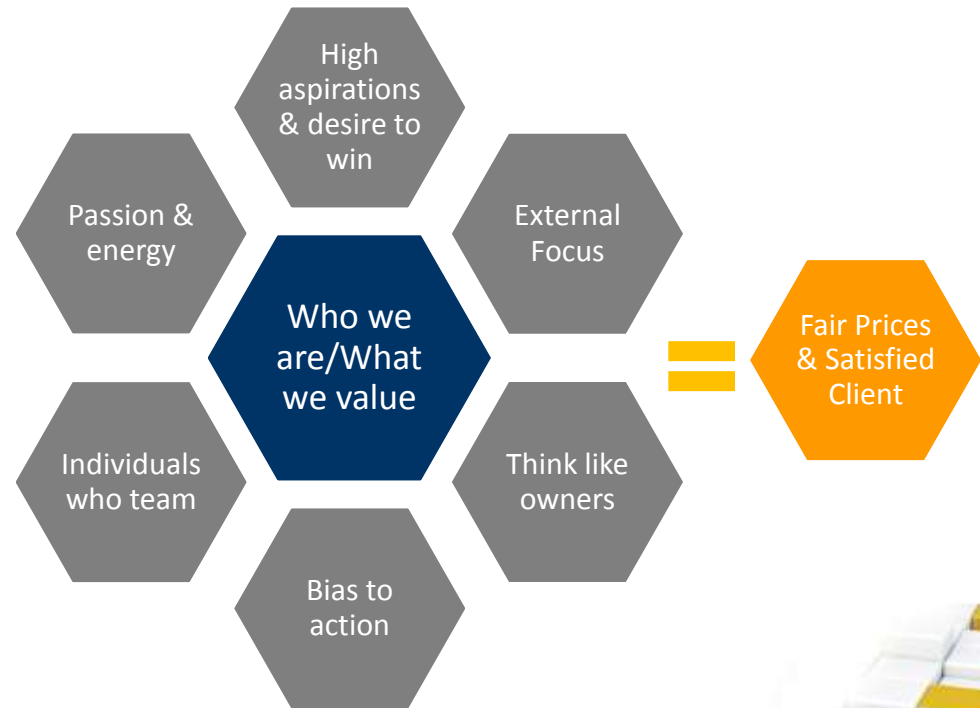
High performance values and behaviors

Significant similarities exist across high-performing organisation

Unique personality and soul

Every high performing company is unique

*Thanks to our rich experience in energy & infrastructure sector of target market of South Asia (mainly India), we can offer quality at competitive prices. All services are pre-determined and factored in one price.*



# Our Competency Verticals: Industries and Deliverables

	POWER	COAL	OIL & GAS	RENEWABLE	INFRASTRUCTURE
Research Reports	Power Equipment market in India	Coal Mining Equipment's Market in India	Gas Price Benchmarking in India	Offshore Wind Policy in India	EPC Contracts in India
CRS	Steam Turbine Market in India	Landed Price for Imported Coal	Upcoming Projects in India	Biofuel assessment for Punjab	Power distribution utility performance in India
ACS	Opportunity Assessment & Entry Strategy in Indian Energy Market – Evaluating Best Practices				
	Best Practices / Competitive Benchmark analysis in Indian BTG Market		Operational Rating for power discoms	Wind Tool for Turbine Output	Regulatory Gap Analysis
Newsstand	Power Weekly and Perspectives	Coal Weekly and Perspectives	Oil & gas Weekly and Perspectives	RE Weekly and Perspectives	Infra Weekly and Perspectives
Editorial	Exclusive Pont of Views & Opinions/ Blogs and Though leadership articles				

# Client's Expectation

*Our Client's expectation from ENINCON as shared in the scope are highlighted below:*

Scope of Study	Detail's Required
<b>1. Utility wise roadmap for implementing smart meters and mapping preferred technology for same</b>	<ul style="list-style-type: none"><li>• Evolving with a utility wise roadmap in terms of adaptability of the smart meters till 2020 and future projections basis the trend and implementation scale of smart meters as per utility till 2025</li><li>• Developing a preference list as per applicable technologies basis each utility and roadmap in terms of adaptability of these technologies till 2020</li><li>• Outlining acceptability of smart metering instruments and future projections for utility wise adaptability of the available technologies by 2025</li></ul>
<b>2. Utility wise investment tune for smart meter application till 2020 and parametric rating of state wise distribution utilities</b>	<ul style="list-style-type: none"><li>• Compiling the planned investment or in some cases likely investments by the utilities for adopting smart metering either on pilot or full roll out basis for coming 3-4 years and future projections for investments till 2020</li><li>• Parametric evaluation of each distribution utility to evolve with a rating of the distribution utilities with due weightage for each parameters and based on factual datasets compiled through primary research input</li></ul>
<b>3. Utility wise consumer base adapt for smart metering under different categories and expected price ranges as per utility in near future</b>	<ul style="list-style-type: none"><li>• Utility wise consumer base identification with classification as indicated and future projections under different categories of consumers</li><li>• Developing a price range based list for utilities for smart meters as per the application i.e. on pilot basis or on full roll out basis in near future</li></ul>
<b>4. Competitor benchmarking and analysis</b>	<ul style="list-style-type: none"><li>• Identifying parameters and conducting benchmarking study on both technical and financial parameters</li></ul>

# Scope of Engagement

Scope of Work would be to assist “X” in raising Strategic Decisions through **ENINCON’S Exclusive Market Intelligence Services** to track Indian Smart Meter market and study the distribution utility performance under identified segments. The objective would be achieved through following deliverables.

## Identified Segment-wise deliverables\*

### Smart meter implementation roadmap

- Adaptability of smart meters till 2020 in India
- Preferred Technology Trends (Mapping on pan India basis)
- Utility wise investment tune till 2020 and planned budgetary outlay for smart meters

### Parametric rating of discoms and consumer analysis

- Parametric rating power distribution utilities on pan India basis
- Utility wise consumer segregation and acceptance of smart meters as per the said classification
- Future projections for smart meter application as per different consumer categories

### Expected price and Competitor analysis for smart meters

- Expected price range of smart meters as per utility wise acceptance and on level of implementation i.e. pilot or full roll out
- Regional Trends (Mapping India)
- Tracking Market and Competition in this segment and benchmarking competition

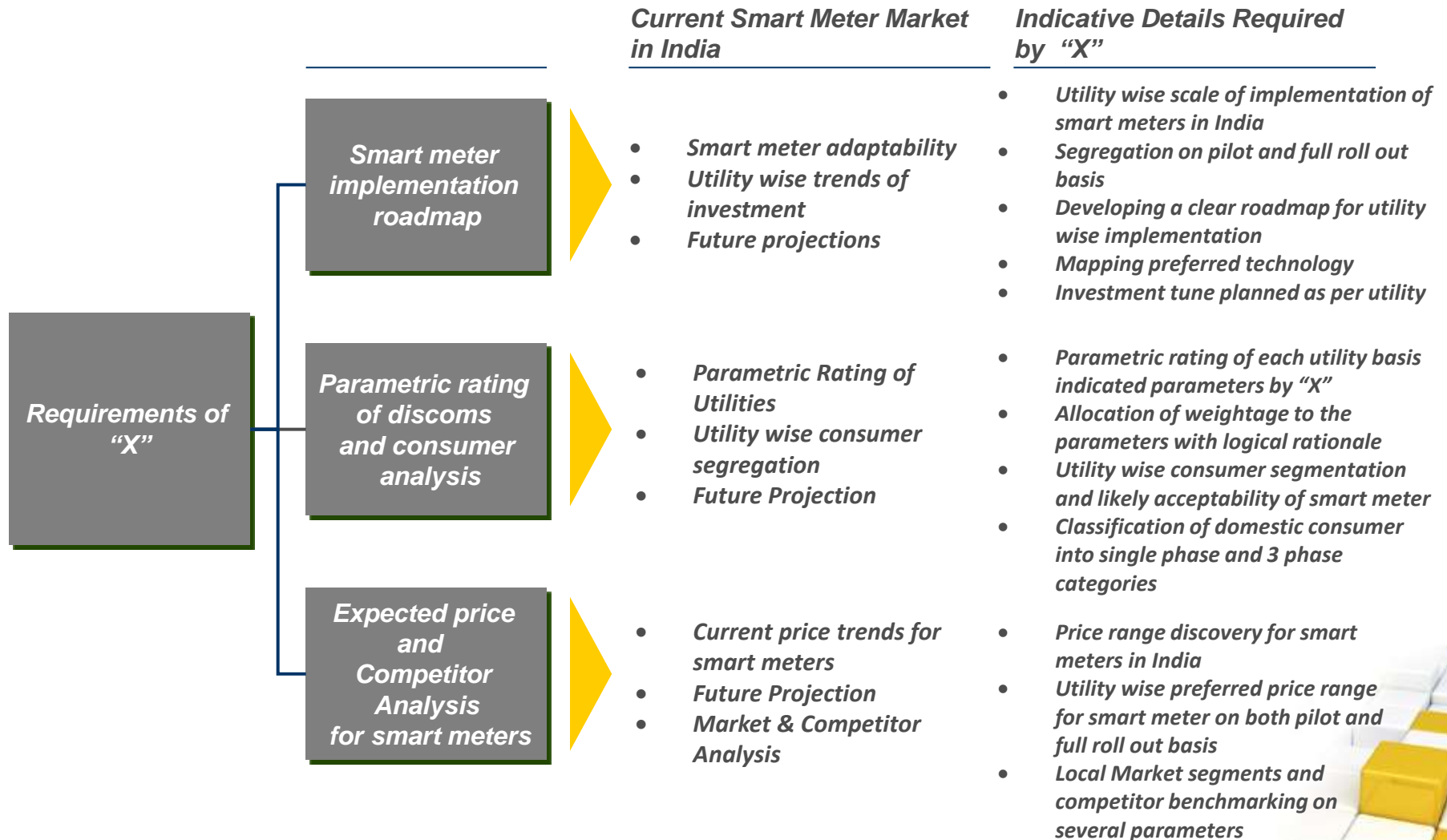
Smart meter market potential in India and Investments planned as per utility with entire competitor analysis of the segment

\* All deliverables as per details indicated by our client “X” in the shared scope document

Objective: To Identify, Generate and Aligned all Business Opportunities in Indian Smart Market space, to help Power India as a leading player in the segment

# ENINCON'S Understanding

**ENINCON** envisions achievement of long term objective of our client "X", through its Market Intelligence Services in Indian Smart meter market segment to capture upcoming market opportunities.

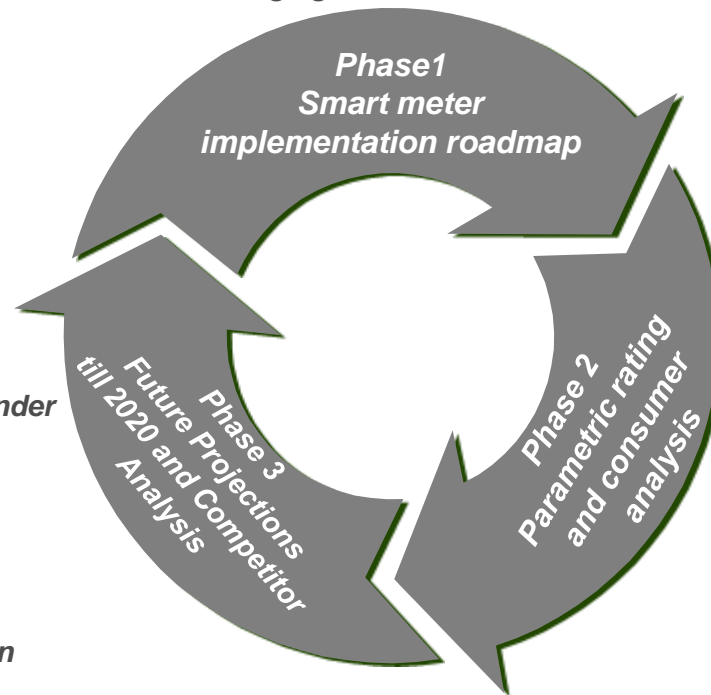


# Proposed Approach & Methodology

**ENINCON** believes that approach & methodology for an assignment is the key constructible pillars for successfully implementation of the endeavors of our clients.

- 1 • **Information through allied ministries and Govt. bodies**
  - **ENINCON'S Knowledge Central**
  - **Analyst's assessment**
  - **F2F Interviews**
  - **Scan of past trends and trend analysis**
  - **Expert Vetting through ENINCON'S knowledge grid**

- 2 • **F2F Interviews**
  - **Structured close ended questionnaire**
  - **RTC's and Conferences**
  - **Detailed market survey**
  - **Expert Vetting**
  - **Information through allied ministries and Govt. bodies**
  - **Scan of past trends and trend analysis**

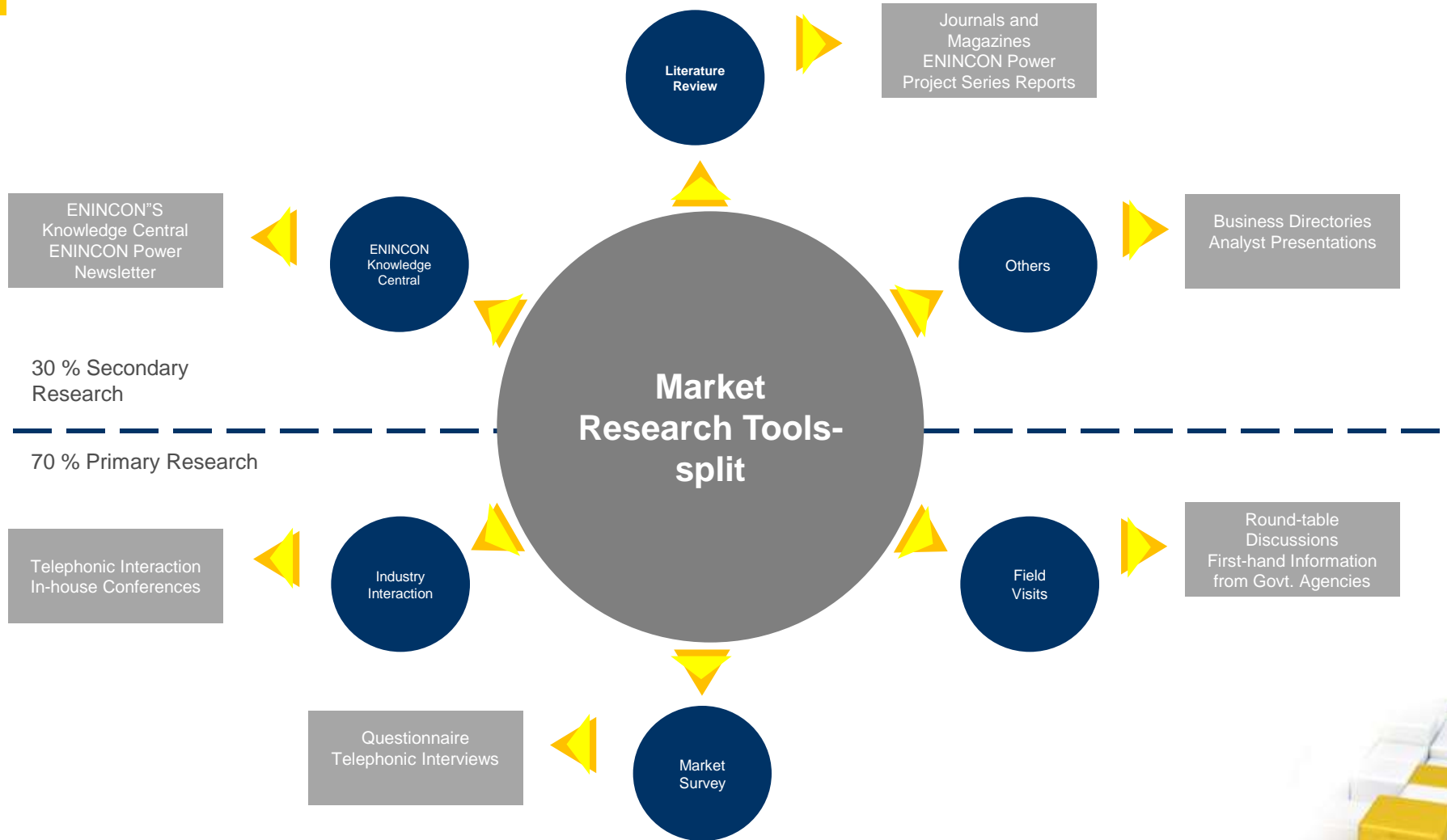


- 3 • **Trend Analysis**
  - **Factoring of factors which affect portfolio of smart metering in future**
  - **Exclusive model for future smart meter requirement under identified segments**
  - **Expert Vetting**
  - **F2F Interviews**
  - **Structured close ended questionnaire**
  - **Detailed market survey**
  - **Client feed back integration**



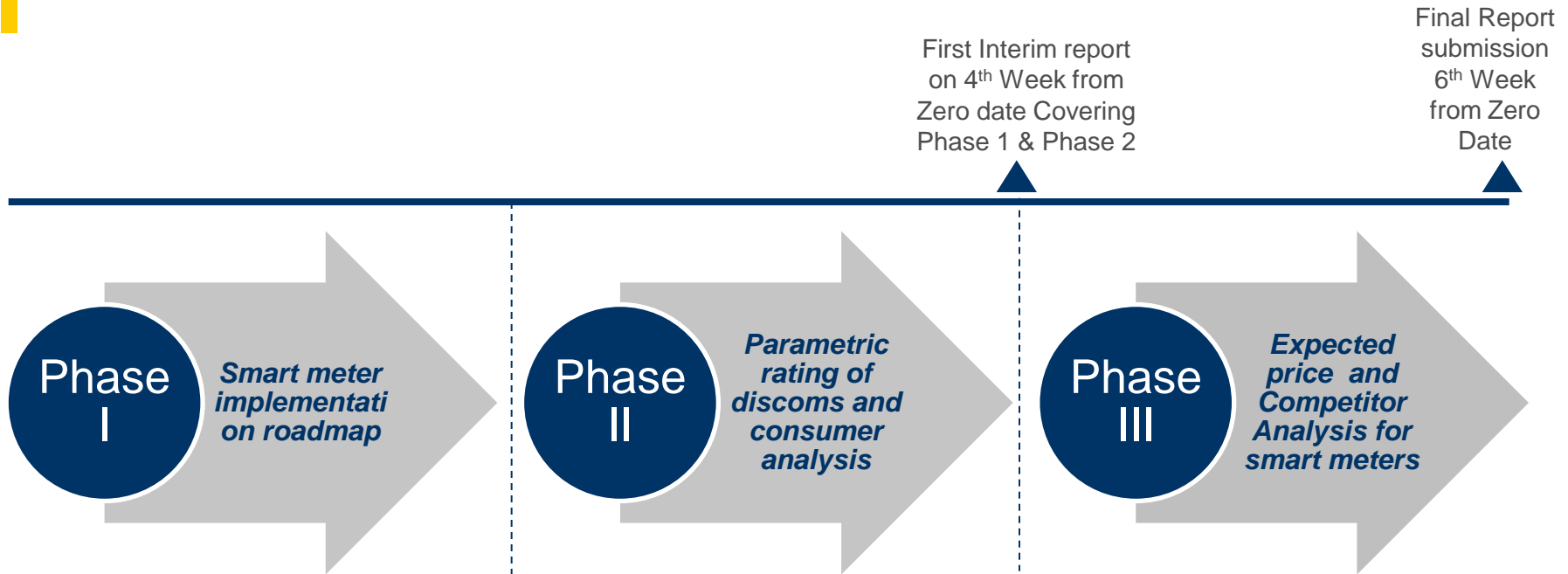
# Tools-split for Market Research

With ample experience in energy space, **ENINCON** possess strong expertise in market research through application of numerous sophisticated research tools.



# Proposed Timeline

## Template – Benchmarking as per Product Range & Technology Offered



## Proposed Team Structure



# Our References : Satisfied Customers are Our Success

- *Customer satisfaction, fairness, trust, the high quality of our services and striving for continuous improvement characterise our actions. In the last year we have taken over tasks and responsibility in different industries for small-sized and big-sized companies as well.*

## **Client Speaks – Extracts Select Few**

“The report in general was capturing the essence for which it was targeted. The quality of contents was good and analysis was in-depth. As regard to relevance, it provided us the market insight and useful tips for our business.”

We have been getting the Newsstand and TL Articles and are extremely satisfied with the product content, delivery and services.

**Do you have any queries: Please Contact Us**

THANK YOU

**[enincon.com/in](http://enincon.com/in)**

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