



CASE STUDY

Genus Power Infrastructures Ltd



About

Established in 1992, Genus Power Infrastructures Limited is an ISO 9001 & 14001 certified company. It is an integral part of the USD 400M Kailash Group. Genus has two business divisions, namely Metering Solution division and Engineering Construction and Contract division, offering highly innovative and sustainable solutions to the power sector.

The Metering Solution division provides a complete range of electricity meters. The Engineering Construction and Contract division undertake turnkey power projects such as sub-stations erection, laying of transmission & distribution lines, rural electrification, switchyard, network refurbishment etc.

Business Challenges

Being a product and development company, in the utility space, Genus had been using rapid prototyping methods for performing the quality checks and tracking digital electricity meters. This involves significant R&D and testing. Genus R&D team relies heavily on business-critical applications.

To test the applications and establish a permanent proof of concept platform for its customers and the larger industry, Genus needed a dynamic, scalable and stable environment.

The challenge that Genus R&D and management team were facing was the heavy upfront investment on infrastructure and people, that they had to do in terms of setting up an environment and sustaining it for a prolonged period. Over and above there were other predictable and unpredictable, tangible and intangible cost that Genus had to be ready to bear.

Customer Profile

Chairman: **Shri I. C. Agarwal**

CEO & MD: **Shri R. K. Agarwal**

Jt. MD: **Shri J. K. Agarwal**

Head IT: **Mr Abhrajit De**

Headquarter: **Jaipur, Rajasthan**

Industry: **Power & Utility**

Established: **1992**

Challenges

- » Predicted heavy upfront CapEx investment
- » Limitation in real time scalability with in-house infrastructure
- » Need for quicker go-to-market

Solution Delivered

- » Scalable cloud server solution with API integration
- » High Capacity Network
- » Weekly Full Backup
- » Managed Services

Benefits

- » Zero CapEx investment
- » Quick go-to-market
- » Seamless migration
- » On-demand scalability
- » Real-time backup
- » 99.995% guaranteed uptime

Solution Delivered

Pi with its extensive stack of cloud solutions and services have significant understanding, knowledge and delivery experience in enterprise class cloud space. Harbour1®, our enterprise class cloud platform rides on our hyper scale Uptime Institute TIER IV Certified data center, hence assuring uninterrupted services and unbound scale. We have acquired significant industry credibility by successfully delivering similar and hyper scale cloud solutions to our customers across India and overseas.

In discussion with the Genus team, Pi solution team analyzed and understood the pain areas and business expectation. On the same lines Pi proposed a cloud solution with inline backup and storage facility. The cloud solution was provisioned on high capacity network to ensure the seamless onetime migration of data and subsequent data transfer between customer location and the hosted cloud instance.

Managed Services @Pi® ensured constant eyeballs on the cloud instances provisioned for Genus. This ensured regular updates, proactive alert and reporting, early risk mitigation and continued service availability for the Genus R&D team.

End Result and Benefits

The simple yet effective solution from Pi derived below benefits for Genus:

1. Zero CapEx investment by Genus
2. Seamless installation and go-live of the smart metering application on cloud
3. Undisrupted data migration from on-premise to cloud
4. On demand scalability of compute on cloud to meet sudden spike
5. Real time backup and snapshot to ensure zero data loss
6. 99.995% guaranteed uptime at the infrastructure level
7. Genus could deliver an effective SaaS product to its customers in the smart metering business
8. Quicker time to market

"We were looking at viable options for hosting our smart metering R&D infrastructure on cloud. As a part of this exercise, we evaluated multiple global and Indian cloud solutions. After an extensive due diligence, we finalized on Harbour1® from Pi DATACENTERS. The major driving factor for going with Harbour1® was its simple architecture, dedicated support model, and cost-effectiveness. The association has been going good and strong for close to 2 years now."

- Mr Abhrajit De
Vice President - Information Systems
Genus Power Infrastructures Ltd.