

# **250 MILLION SMART METERS ROLLOUT**

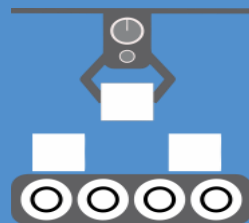
## **Industry Readiness and Challenges ahead**

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# About Genus



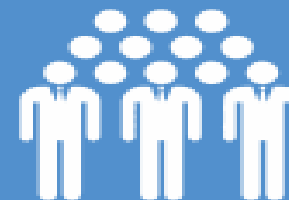
70+ MILLION  
Electricity Meters  
Installed



10+ MILLION  
Production Capacity



700000+ SQ FT  
Integrated  
Manufacturing



3500+  
Active Manpower



R & D Lab  
Recognized by Govt. Of  
India

- 10,000,000 Meter Manufacturing Capacity per annum
- 70,000,000 meters deployed across 17 countries
- 3,000,000+ Smart Meters Supplied
- Rural Electrification of 100,000+ Villages
- A CMMI Level-3 Company
- Accredited with Various National and International Certifications
- Complete Forward and Backward Integration
- End to End AMI Solutions

- Genus Power is the first company in Asia-Pacific to achieve the milestone of supplying more than 30 lakh Smart Meters
- At present our production capacity stands more than 1 Cr. per annum, the overall production capacity of domestic Industry is more than 10 Cr. per annum
- The capacity can be further ramped up based on demand
- We are the Class-I local supplier as per DPIIT definition and local content in our Smart Meters is more than 60%
- We have experienced execution team for Meter installation, integration, O&M and field support
- We have demonstrated history of successful supply and installation of Smart Meters in various on-going Smart Meters/AMI projects in India
- To impart training and capacity building session for DISCOM, we have signed MoU with Tata Power-DDL

- The availability of electronic components , Particularly IC, is a challenge in global market however, same can be addressed by clear demand road-map
- The AMISP SBD allows bidder to participate in bid without BIS license, obtaining the license post award may delay the project
- As per SBD there is dependency on third party lab which may cause delay, FAT at presence of utility inspector should be continued
- SBD considers technically qualified lowest bidder whereas, considering the project timeline, Quality Cum Cost based (QCBS) selection process should be followed

- In our opinion, in SBD due flexibility should be given to utility for customization also as utilities learnt certain things the hard way , based on , consumer nature and demography .This experience should be given due consideration.
- RDSS has very strict timelines and accordingly the related process timing should be optimized, the bidder must have valid type test the time of bidding and not after award of contract
- Smart Meter is key component in overall solution, adequate attention should be given to the Smart Meter supply experience according to the overall tendered quantity

# Thank You