

# Cup of Change



DISRUPTING  
ENERGY DISTRIBUTION MANAGEMENT  
WITH COMBINATION OF IOT HARDWARE & OTA  
SOFTWARE

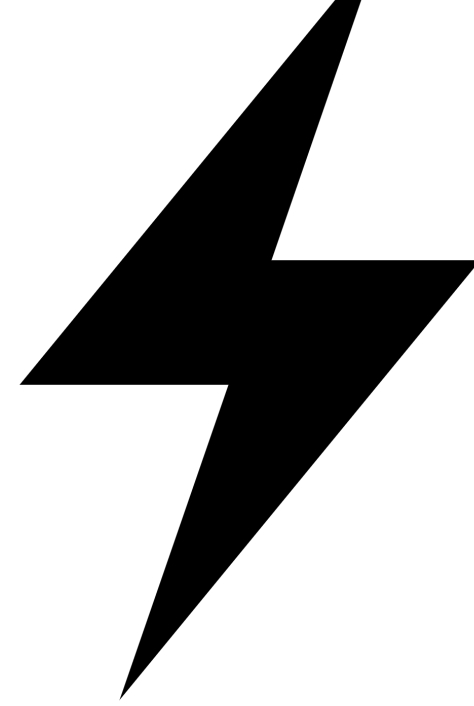
**ASTUTE**  
ENERGY



# THE PROBLEM

Energy Distribution Management in India yet highly dependent upon old technology and can't afford new technology to replace them

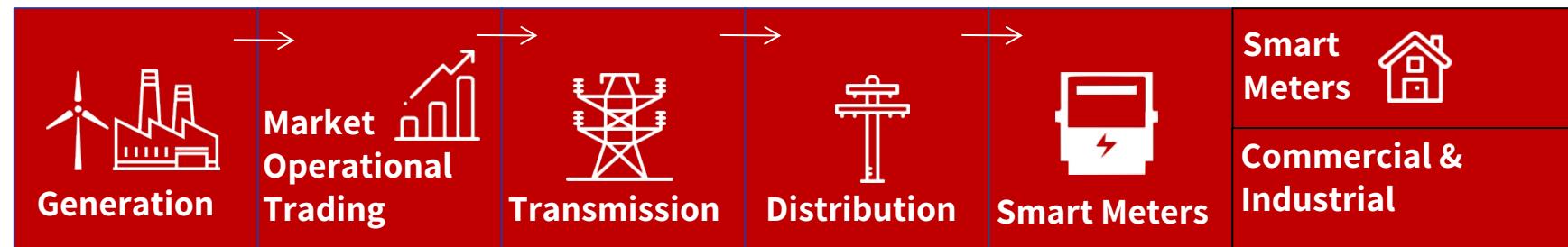




**Making Power Substations, DTRs,  
Poles and meters **Digitally Intelligent**  
by combination of **IOT Hardware** and  
**OTA upgradable software at cost**  
**effective price to disrupt****

# Scope for Digital Transformation

## Currently Focus on Electricity Distribution



Asset Lifecycle Management	Asset performance management				Smart Meters Commercial & Industrial
	Digital field worker				
	Smart asset planning				
Grid Optimization & Aggregation	Energy aggregation platforms	Real-time supply & demand platform		Connected & interoperable devices	
		Real-time network controls			
Integrated Customer Services			Energy storage integration	Energy management	
				Digital customer model	
				Energy solution integration	
Beyond the Electron				Living services	
				Industrial services	
				Municipal services	

**Value Unlocked**

- Increased asset life
- Improved productivity
- Optimized site decisions

- Trust & Transparency
- Enhanced experience
- Hyper personalization

- Data monetization
- Gateway to other services

- Real-time optimization
- Demand aggregation
- System flexibility
- Reduction of loss
- Real-time pricing

Source: Accenture research for the Digital Transformation of Industries project

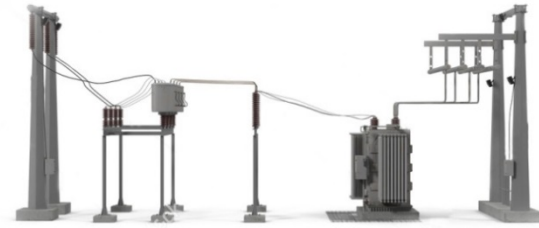
Market Opportunity of USD 1.3tn between 2016-2025

PTR Losses & Health

Monitoring Losses

Outage Alerts

Real Time Auditing



1

**CBISM**

For Substations

iRDS

For Poles

3

Remote Re/Dis-Connection

Real Time Load Monitoring

Theft Protection

Real Time Pole Level Energy Auditing

**Products & Solutions over IOT  
Solving Energy Distribution Monitoring**

PTR Losses & Health

Monitoring Losses & Alerts

Feeder Reliability

Real Time Auditing



2

**iDTRM**

For Distribution Transformers

**Mobile App  
As Meter**

4

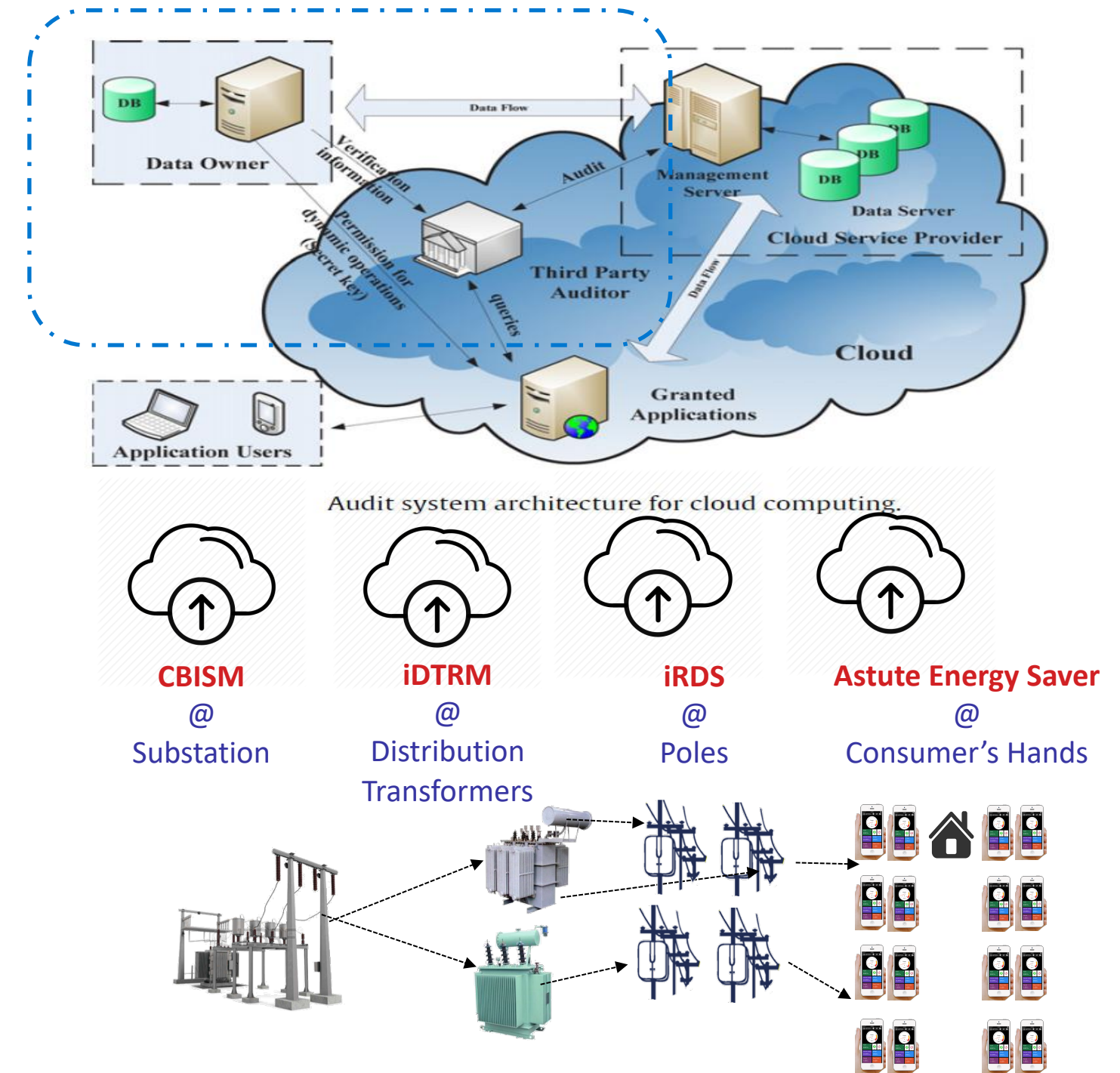
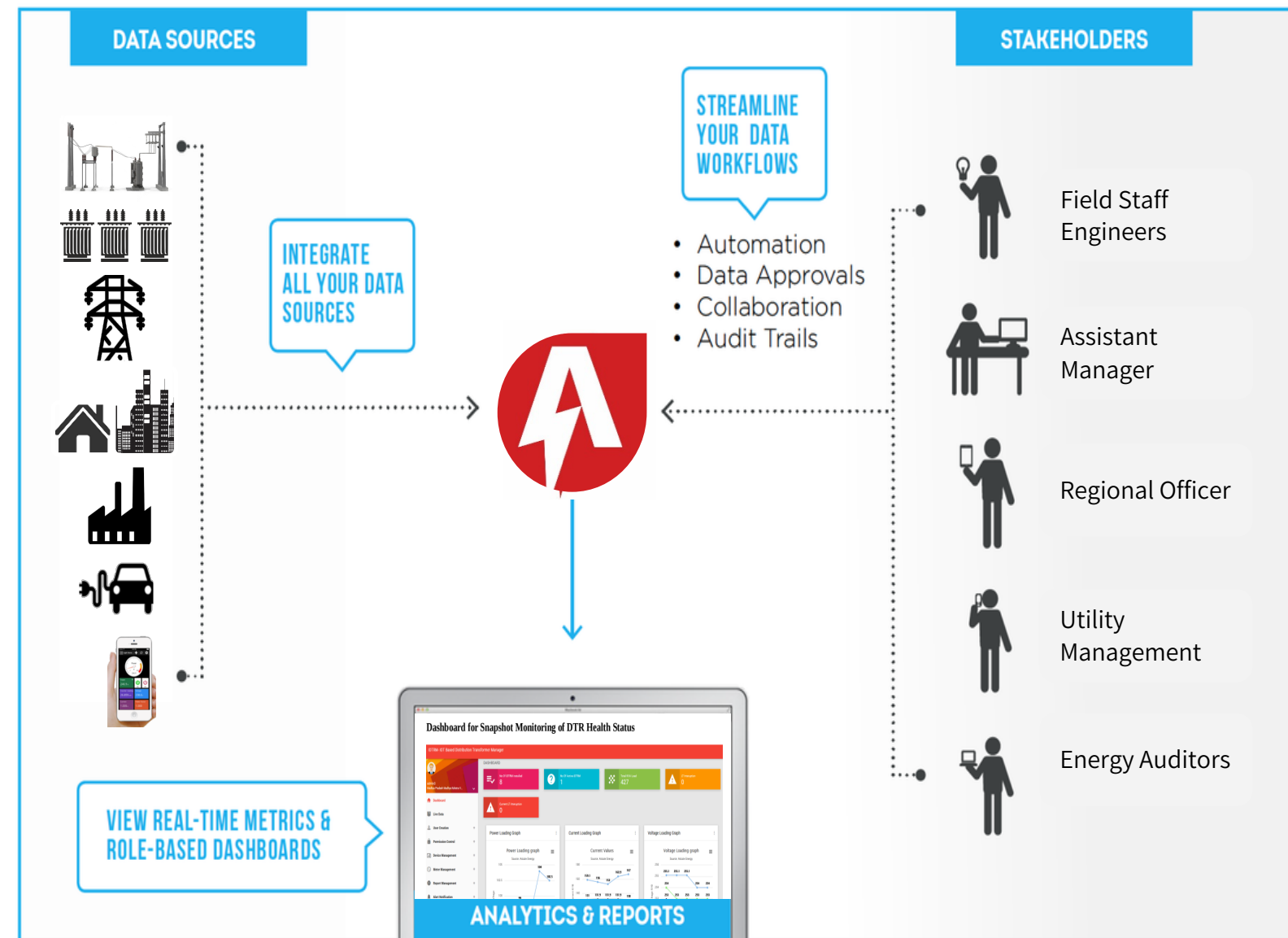
Real Time Metering on Mobile

Energy Saving Campaigns

High load Alerts & Notifications

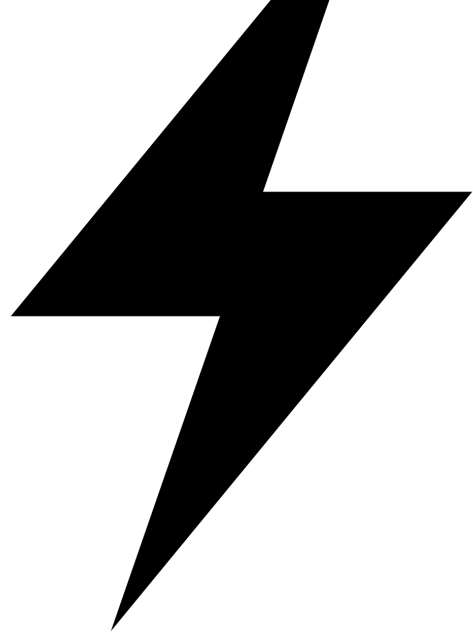
Convenient

# 5. Energy Audit & Compliance System



Our Audit platform measures power, current and voltage values of both the transmitter and receiver side at Substations, DTRs, Pole & Consumer levels respectively.

These readings are **uploaded on cloud / secured server** with real-time from every level; so at cloud server we compare the power transmitted through station and the summation of the powers at the load sides real-time to ensure there is no gaps. If there is gap, so an **Alert** will send to the operator through **alert message** with real-time information **along with tentative location map** to curb the theft/tampering losses instantly.



# CONSUMER FOCUS

Mobile App As Electric Meter  
only focus on how to make  
Consumer's life more  
meaningful

Consumer IVRS or ID with facility to add more IDs on + Sign Button.

- Current Month Units Consumption
- Average Consumption per Hour
- % Variation with Previous Month

**ASTUTE ENERGY**

29 Nov 2018 | 04:59:50 PM

IVRS 10023140019 **ON**

Current Meter Reading  
**02535324**

**Nov 2018** ▼ **10%**

Units Consumption	Units Per Hour
1250.752 Kwh	2.523

Unbilled Amount	Unbilled Units
₹12,720.00 (Approx)	1275.42

Voltage Utilization

Home History Bills Help

Control Switch to Remotely Operate Supply  
Connection Status  
ON to OFF  
OFF to ON

Indicator for showing volume of Units consumed & Amount from the Check / Trip Reset or Last Billing date

Consumer Can Save upto

**20%-50%**

Of their monthly bills





# BENEFITS

## REDUCES COST

One IOT meter for Group of Households made cost reduced

## IMPROVES LIFE

Consumers are happy to get complete control on their consumptions

## INCREASES PROFIT

Use of Mobile App by Consumers paves more Value-Added Services i.e., more profit

## SAVING USAGE

Saving of lot of power by various handy power awareness programs



# FOUNDERS & INVESTOR

## **Jay Jain, 40, Co-Founder**

Jay is having 17 years of experience and having sound knowledge in sales, marketing and finance. Founded more than 14+ companies across telecom, fin-tech, advertising, content and education. His last venture was EarlySalary from where he successfully exited.



## **Vijay Jain, 42, Founder**

Vijay is having 22 years of experience and having sound knowledge in technology, electronics and electrical. Founded more than 13+ companies across telecom, advertising, content, education. He has done his BE from Pune university.



## **Navin Surya, 47, Investor**

Navin, a distinguished name in the Electronic and Retail Payment Systems in the country and having more than 25 years of experience in digital economy and he is also a Chairman Emeritus of PCI and he was MD of ItzCash Card, India's first multi-purpose prepaid cash card.





# LET'S TALK!

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ENERGY

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