



CEO Jotting

Kiran Deolalkar

CEO, Founder Sedibuz Consulting LLP

It has been a wonderfully eventful beginning to April. We had the Press Meet in Kolkata, with around 30 plus press officials. The event to introduce our popular Health & Hygiene Monitoring IOT device was very well appreciated. We are expecting enquiries to come in from different Kolkata government bodies.

April, is also the month Sedibuz completed 3 years of being an IT consulting startup to a multifaceted growing enterprise. This landmark event held at our HQ city was well attended by our OEMs, partners and everyone who contributed to our growth. An evening of appreciation, thank you, fun, food and lots of 'catching up'.

Sedibuz 3rd Anniversary Celebration!



Focus Product of the Month

AssetCues is an enterprise grade Asset Tracking and Management software, which automates the Fixed Asset Inventory, Tracking, Maintenance and Management functions.

Every enterprise typically has a wide variety of assets such as machines, equipment, tools, computers, servers, office furniture and so on and so forth. Depending upon the industry they operate in, the asset mix changes. So, If we talk about a typical manufacturing company, their asset base largely consists of machines, equipment and tools. If we talk of an IT company, their assets investments typically include computers, laptops, servers, etc. If we talk about construction companies, the majority of their assets are construction equipment at site. Similarly, If we talk about

pharma research companies / laboratory or an hospital, their asset investments are mainly in biomedical equipment.

If one looks at the nature of assets, they would agree that assets are at the core of revenue generation in any organization. Hence it is very critical to improve the performance and utilization of assets. And the performance and utilization of assets cannot be improved without investing in technology to automate the tracking and maintenance of assets.

AssetCues leverages mobility, cloud, RFID, IoT, and GPS technologies to automate the asset inventory, tracking and maintenance management processes. It has certified integrations with leading ERPs including SAP.



Interested! To Know More E-Connect

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Team Recognition



Technology Talks

Nikhil Alulkar

Sr Vice President & Head - India, SAARC
at Tech Mahindra



India is establishing itself as a major force as the digital economy. With more than 65 Cr internet subscribers, we are the largest and fastest-growing markets for digital consumers. By any number of key metrics, from internet connections to app downloads, both the volume and the growth of its digital economy now exceeds those of most the other countries. The Digital Transformation huge but it was not achieved overnight. India's road to digital transformation was paved by important initiatives by Government of India that led to new digital platforms for the citizens and improved access to such platforms.

Now, let's look at Digital Transformation Stages

Digitization: Use of Technology

Government of India implemented a well thought Digital Enablement programme under which it provided support to the key pillars - Broadband & Mobile Connectivity, Public Internet Access, e-Governance, e-Services – Electronic Delivery of Services, Information for All, Electronics Manufacturing, IT services etc. Propelled by falling cost & rising availability of smartphones and high-speed connectivity, internet and mobile data reached to remotest, and most rural parts of of the country. Even today, Government and the private sector are moving rapidly to spread high-speed connectivity across the country and provide the hardware and services to put Indian consumers and businesses online.

One of the earliest success in digitisation was **Aadhaar**, the national biometric digital identity

program, which enrolled more than 1.25 billion people making it the single largest digital ID program in the world. It is hastening the spread of other digital services. Linking this ID to financial entities built platform for digital transactions. Introduction to Unified Payments Interface (UPI) enabled and created boost in digital payments in every part of the country. From flourishing businesses to modest street vendors, UPI is helping everyone with payments and transactions. In the recent pandemic era, Digital payment transactions surged to new peaks. This also encourages a number of private players to provide alternatives for digital payments which completely transformed the Indian economy.

Early Digitization was foundation to today's Digital Transformation ...

Digital Transformation: Transform operations and processes

Due to easily available high speed internet and deeper connectivity in rural areas too, public and private sectors can now transform their operations and processes to be more effective, agile and time sensitive. Use of modern technology and data backed by Aadhar, empowered India to accomplish its prestigious vaccination drive (covid) successfully within record time.

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Unified online tax payment platforms are creating powerful incentive for businesses to digitize their operations. Introduction of Digi-Locker and e-Sign, allowed businesses to upgrade their operations from age old paper work to digital. This definitely helped businesses to operate in “business as usual” way even during lockdowns and when employees were working remotely.

While Government is modernizing its operations with initiatives like e-Governance, e-Suvidha, private sector is also enormously benefited with the surge in internet and data usage. Many start-ups and new businesses empowered by technology are operating successfully and driving tech employment, tax collection and building the country to next level

From Foundation of Digitization to What next transformation

Leverage data and digitize further

India as country is on the way to embrace digitization in new sectors like agriculture, healthcare, education, manufacturing, logistics.

Indian Agriculture

Digital technology can alter this ecosystem in several ways. By using granular data like soil conditions, weather, agricultural equipment data Precision advisory services can optimize inputs such as fertilizer and pesticides. It can help increase the crop yields by 15 percent or more. After harvest, farmers could use online marketplaces to transact with a larger pool of potential buyers.

Indian Healthcare

Indian healthcare has started its journey of creating and maintaining Electronic Health Records. This data can help medical practitioners in more accurate diagnostics and medication prescriptions. Digital solutions can help alleviate the shortage of medical professionals by making doctors and nurses more productive. Telemedicine, for example, enables doctors to consult with patients over a digital voice or video link rather in person; this could allow them to see more patients overall and permit doctors in cities to serve patients in rural areas. It can also reduce consultation costs and making medication affordable to common man.

Education

With Digi-education, children from remote areas can now get better learning opportunities. Effective learning programmes and materials are now within the reach to everyone – in cities and rural, privileged and poor, alike.

Government and Public sector

Public sector services are not behind. All Post Office services are now digitized and soon consumers will be able to operate seamlessly from any city. Smart digital meters for metered services like Electricity and Gas will be a reality in near future.

Road Ahead

India has emerged as fastest growing digital economy. However, there is still much more to accomplish. Navigating and keeping pace with fast moving, emerging digital landscape will not be easy. Unlocking the opportunities will be a challenge for the government, for businesses large and small, and for individual Indians.

Government can aid the digital transformation of the nation even further by taking firm steps such as access to data, lower costs of devices especially smartphones, high speed technology and seamless connectivity (5G, 6G), quality and local language content, renewable energy, seamless power supply, and green technology. More and more government services should be brought online with more departments talking to each other. Government and local authorities also need to create regulatory environment that supports digital adoption and protects citizens' privacy.

These initiatives will further motivate individual and businesses to embrace technology and digital solutions. Business leaders will need to assess how and where digital may disrupt their company and industry and set priorities for how to adapt. Organizations will need to be agile and think of themselves as digital-first organizations.

Industry Wisdom

Rupendra Bhatnagar - General Secretary & Convener of the India Smart Grid Forum.

He has run the energy BUs for SAP, Oracle, IBM and Microsoft in India and is a leading industry expert.



Demand Response for Utilities in India with Capex & Opex Benefits

Background

Smart grid adoption has gathered pace in US, Europe and other high income countries. This has significantly been driven by success of demand response (DR) solutions, whereby load/demand is increasingly being controlled on near-real-time basis to (a) match the variable power supplied from renewable energy sources, (b) avoid high costs of power purchase at peak hours. DR has become a critical goal for utilities to address the above two business objectives.

However, DR has yet not seen significant adoption in India – barring the earlier/legacy practices of forced DR (load-shedding) and associated assets such as diesel generators, battery/inverter backup, etc. There are several reasons for this: (1) Low renewable penetration(now picking up), (2) No Time of Usage (TOU) pricing barring exceptions, (3) Inversions in peak-load-pricing vs. base-pricing due to over-capacity, (4) Unwillingness of ultra-price-sensitive Indian customers to buy remotely controlled assets, (5) Low penetration of reliable,low-cost wireless broadband, (6) Behavioral factors related to climate, incentives, control, etc.,(7) No ROI justification for utilities / governments to invest in DR, (8) Absence of custom DR solutions to address these problems.

Many of factors (1) - (7) apply not just to India but to most developing countries. Hence instead of trying to unsuccessfully apply DR solutions for developed countries in India, an effective DR solution that addresses these

factors needs to be deployed in India & developing countries.

With India already having the 3rd largest electricity consumption globally and on course to exceed the EU's total electricity consumption in 10 years (a significant share of which the Indian government has committed to enable via renewables) it is the right time to define and rollout an India-specific DR solution with progressive utilities that are keen to invest in smart grid enabled capabilities.

Characterization

Most utilities in India see a load profile where the peak day time load (9am to 7pm) is driven off (i) window/split AC usage in homes & offices – responsible for 40-60% increase over base load of urban utilities, (ii) agricultural pump-set use in villages – responsible for 30-70% increase over base load of non-urban utilities. Both these loads are critical in nature (i.e. cannot be curtailed). However, they can be time-cycled to limited extents (switched off say 25%/33%/etc.of the time) without causing significant discomfort or significant productivity-losses to the end-customers.

Utility Capex Benefit

India has an installed generation capacity of 300 GW (2016). With annual 6-7% demand increase it is currently adding approximately 20 GW of capacity annually. Approximately \$0.6m of Capex for transmission and distribution is required to add each MW of capacity. I.e. Indian utilities are investing about

\$12B Capex annually in their grids. This figure will be \$36B in 15 years as India's electricity demand & installed capacity are expected to triple over this period. Shaving the peak load by DR by a few percentage points each year can avoid a large part of this Capex investment for adding capacity. This will be a huge relief for India's cash-starved and debt-burdened utilities.

Utility Opex Benefit

In 2015-6 India's electricity sector has had a situation over over-capacity with a plant load factor of 60-65%. This is due to several reasons, which while not examined in this paper, can be taken as a temporary situation not expected to last more than 1-2 years more. As a result, there exists a price-inversion with peak-load power prices dipping below base-load power contract prices, as recently setup power plants without long-term contracts vie to sell power while also competing against solar & wind plants which have a partly assured off-take. Hence utilities find themselves in a situation where sales at peak-load generate more Operating Income than sales at non-peak load. Hence price-differential as a driver to reduce peak load currently does not exist in India.

End-Customer Benefit

There is a perception in utilities in India that to make DR work there would need to be differential pricing support via TOU pricing else

some form of incentivizing the customer via tariff subsidies on the bill. Both these models would become subject to regulatory approvals that are known to be extremely challenging. This is a major reason why utilities have not tried DR or believe it will not be acceptable to customers.

However, while such mechanisms would make DR programs more attractive to end-customers, this analysis aims to establish that DR – if benefits are communicated properly to customers – is a self-justifying value proposition for customers to adopt even without such decision drivers.

Hence the utility may choose to manage DR power cycles from the feeder for pump-sets – saving hardware and communication costs as one feeder serves around 50 pump-sets. Or the utility may use part of its saving from reduced supply of free power as a result of power to incentivize farmers to use DR at pump-sets.

Conclusion

Clearly, while DR may be a close to breakeven investment at initial 1 MW pilot stages, these pilots need to be undertaken by utilities in India as early as possible. This is as the returns from Capex avoidance, Opex saving (assuming peak price inversion is corrected over next 1-2 years and partial savings on supply of free power (for rural areas) will deliver significant returns to both urban and rural utilities in India.



Thought Incubator

Manisha Mone - Counselor, Licensed NLP Practitioner,
Sports & Positive Psychologist

Middle Adulthood...Make the most of it!

Few weeks ago, while watching the new season of the TV series “Wagale Ki Duniya”, the memories associated with other similar serials from 90s came gushing back. It also brought back the urge to watch one of my favorite series “Hum Panch”. Along with the other hilarious moments, my personal favorite was the dialogue, “Aunty mat kaho na” (Don't call me Aunty). But while watching it this time, I suddenly realized the gravity of that dialogue because now I had also been bestowed the title of “Aunty” and was included in the Aunty-clan. Honestly, entering the Middle Adulthood which is the term for the age between 40-55, can feel like a big deal as this is the age where transformation happens again. We are all familiar with the drastic physical changes that aging brings; skin loses its elasticity, the gums recede, hair-loss happens etc. But along with these changes there is also a major transformation that happens in the personality. Basically, the title Uncle or Aunty is not at all derogatory, but most of us repel this title in the beginning because with this title comes the underlying fear of aging. In today's youth-obsessed culture, people associate aging with losing beauty, love, and respect. The questions like, how will I look with wrinkled face? Or what if I start forgetting things? Or what if I find myself suffering from some medical condition and must become dependent on someone? And what if I have to be on pills for the rest of my life? These and many more questions start dancing in the face and that can really be terrifying. These all factors are responsible in creating a very

negative connotation to the process of aging and a lot of peer pressure is built to be in the race of defying age.

But ironically middle adulthood can be the best phase of one's life; with career in its better shape than a decade before, with maybe having a fair idea what is wanted from life and most importantly one might find themselves hitting the peak confidence. Though this phase maybe highly dominated by hormonal changes in both men and women it is also regarded as a period of reflection and change where most of the people undertake the emotional audit, reevaluate their priorities and emerge with a slightly different orientation to emotional regulation.

With a little change in the perspective and taking consciousness one can enjoy this phase with a new zeal. Few key pointers to do so:

Stop pretending to enjoy things you actually hate: Unlike teenage or youthhood, in this phase there is no need to impress anyone or adapt to habits and things that you actually don't enjoy. So, stop pretending and be yourself.

Learn to move on: Let go of grudges and let people off the hook for past offenses now that we are in the 40s and more mature, conscious choices of what to hold on and what to let go should be made. Similarly, move on with our own mistakes made in the past and very importantly stay away from toxic people.

Find a fitness routine, you love: Fitness comprises of physical as well as mental fitness, so along with physical exercise and

change in diet, also develop hobbies and activities that can be challenging to the mind.

Embrace your optimistic side: During this phase it is easy to fall on the glass-half-empty spectrum, but enjoying life more starts with channelizing the inner optimist. This can be achieved by utilizing the energy into developing new skills, learning new language, travelling more etc.

Develop a strong social support: Spend more time with friends, find time to volunteer for some social cause. Research shows that

strong social support may improve mental health. Overall, there is nothing to be scared about entering this “wonderful metamorphosis”. The 40s can be treated as the new 20s or second innings of 20s that is more poised, stable, mature, responsible and carefree. Embrace and carry the title of “Uncle” or “Aunty” with pride, understand that this title comes with grey-hair wisdom and maturity. No wonder the phrase “Life begins at 40” is so popular. Make the best of it!

Event This Month

Introducing Gandhvedh & Vayurvedh

The event was scheduled on 20 April' 22 at Press Club, Kolkata. We were honored to invite Guest Speaker Mr Kallol Ghosh, Director of Samaj Unnayan, Kolkata.

We organized an event to build awareness of the Government Investment on Swachh Bharat & Digital India Mission. We made our audience familiar with one of the revolutionary product- Gandhvedh and Vayurvedh by Viliso Technologies Pvt Ltd. An IoT based Electronic Wireless Health Hygiene Monitor which has ability to detect unpleasant odor gases & viruses with real-time alerts which can safeguard from Covid, Respiratory/Heart Diseases, Pneumonia & more. The Event was held in the presence of Sedibuz Team and 30+ Journalist from Press & Media for coverage.



Awareness of govt investment on Swachh Bharat & Digital India Mission by SEDIBUZ

CHRONICLE NEWS SERVICE

KOLKATA: Sedibuz Consulting LLP is a leading government consulting firms in the country with coherent team of consultants and technical professionals. We possess sturdy competency and experience of doing business with the government. We work closely with Municipal Corporations, Smart Cities, Public Utilities (Electricity, Water & Gas), State & Central Governments, Public Sector Undertakings and Public Infrastructure Agencies. We offer a full range of services, including technology services and solution, financial and business advisory, tax and regulatory, and risk advisory services. Our intent is to support our country by harnessing the power of technology. Government investment



on Swachh Bharat & Digital India Mission includes many products. Among them Gandhvedh and Vayurvedh are one of the revolutionary product. Gandhvedh is an IoT based electronic device that monitors Odour, Total Volatile Organic Compound (TVOC), Temperature and Humidity. Gandhvedh detects unpleasant odour emanating from toilets pre-dominantly due to human urine and faeces. People usually avoid using toilets due to unpleasant odour emanating from it. Our product helps users to identify toilets that carry

unpleasant smell. Through its unique dashboard, chart views and mobile alerts, Gandhvedh provides information to Community based organizations, NGOs and Government about the condition of toilets they are maintaining.

On the other hand Vayurvedh is also an IoT based electronic device that monitors various types of harmful gases and particulate matter in air. Vayurvedh monitors and stores data of invisible air constituents that are potentially threatening to human life and which are often ignored mainly because we cannot see them. Mobile and web application provides information to Individuals, Government, Facility service providers and Hospitals about various gases. It also provides alerts and safety tips to users when set levels are breached.



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