

# 'Find newer ways to conserve energy'

Hema Hattangady, Managing Director, Conzerv - a pioneer in the digital metering industry, which is also into designing, development and implementation of energy management systems for industrial applications - speaks of how energy conservation is an increasingly growing concern and how these benefits can be tapped through energy audits

Environmental: Global warming is a consequence of large-scale release of greenhouse gases. The combustion of fossil fuels is one of the major contributors to global warming. Taking steps to save energy is one way of contributing towards environmental sustainability. Energy management is the science of discovering and developing such measures to save this single most important resource on earth.

## **What is the role of Conzerv in energy conservation?**

Our role is to provide our customers with the tools, which will enable them to conserve and manage energy efficiently; be a partner with our customers in their efforts on energy management; enable them with products, systems and services to comply with government legislations; and bring about awareness on energy management and conservation.

## **How do you conduct the energy audit to help the customer realize the scope for savings?**

A successful energy management programme begins with a thorough energy audit. The energy audit evaluates the efficiency of all process systems that use energy and provides answers to the following questions: How much energy are we consuming? Where is the energy consumed? How efficiently is the

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energy consumed? Can there be improvements in energy use?

The energy auditor starts at the point of energy input to the plant like the utility transformer output or generating stations like boilers, etc., locating all energy sources coming into a facility. The auditor then identifies energy streams for each fuel, quantifies those energy streams into discrete functions, evaluates the efficiency of each of those functions, and identifies energy and cost savings opportunities.

Audit activities, in general order, include identifying all energy systems; examining all activities which consumes energy; assessing the actual energy input for each operation; comparing that with standard energy input to perform the operation; finding out ways and means to achieve that minimum level. The report also recommends ways to improve efficiency through improvements in operation and maintenance items, and through installation of energy conservation measures. The last step in the energy audit process is to recommend an action plan for the facility which establishes a permanent energy cost control program, and assigns one

person or a team of people to continually monitor and improve the energy efficiency and energy productivity of the company.

## **How do you educate the customer on energy conservation measures?**

- We conduct the power festival known as Urjotsav - Energy management seminars in key cities and industrial hubs globally with focus on energy efficiency
- Through customized training programs for corporates
- Presentation of papers on energy efficiency in international seminars and conferences.
- Participation in exhibitions related to Energy conservation.

## **What is your vision for the company?**

My vision for Conzerv is for us to be the first choice for customers when they are considering a top-class energy management system for their plants. While Conzerv already enjoys a 40 percent market share for digital meters alone and 25 percent for energy audit services, we hope to capture 60 to 70 percent of the market in the next three years. Conzerv also has a presence in Malaysia, the UAE, Thailand and the USA and exports have risen to Rs.3crore and are likely to go up by Rs.6crore by 2008.