

**H**ema Hattangady, the managing director of Conzerv Systems, says she helps corporate houses



prevent the incidence of "negawatts", which is short for negative watts, or wasted energy. Previously called Enercon Systems Pvt Ltd, Bangalore-based Conzerv offers enterprise energy management systems that help industrial and commercial power users to reduce energy costs. "I got the company's first international contract from a Singapore-based company about seven years ago," she says. Today, Conzerv's customer list includes General Electric, PepsiCo India, Wipro and the Taj Hotels, and has offices in Boston, Bangkok, Sharjah, and Kuala Lumpur. Its turnover last year was Rs40 crore and the company has an annual growth rate of 30 per cent. ♦