



Team Sunshot Technologies

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Energetica India team catches up with the Sunshot Technologies to learn more about the company and the role it envisions to play in the Solar sector in the near future.

ENERGETICA INDIA: Tell us about your company and its founders.

SUNSHOT TECHNOLOGIES TEAM: Sunshot Technologies offers customised on-site / rooftop solar power solutions for industrial and commercial electricity consumers, like malls, airports, railway stations, hospitals, manufacturing companies, cold storages, educational institutes, large commercial/IT buildings etc. Our solutions enable customers to source green power at affordable cost. Solar PV plant installed on the roof or site generates power. This is synchronized with grid power to provide seamless supply to existing electrical load connected at the premises.

Sunshot was established in September 2010. Anshumaan Bhatnagar, Indrajeet Dudile and Rahul Dasari are co-founders

in the start-up. We all are engineers and alumni of the 2007 batch of IIM Ahmedabad. After working in companies like Tata Sons, RPG Group, Nokia, the three came together for this venture.

We have worked extensively in wind energy, renewable energy regulations, sustainability and carbon mitigation domains and served various stake holders like power consumers, banks, electricity regulatory commissions and government bodies. Gaining from experience and industry network, 2013 onwards, we made a strong pivot towards rooftop solar because we feel that distributed energy is the way to go.

ENERGETICA INDIA: Sunshot has developed a cloud based IOT platform which can

control and monitor Power Plants. Please tell us more about it.

SUNSHOT TECHNOLOGIES TEAM: Our SCADA system has the following features:

- a. Access to Sunshot's proprietary web and hardware based data monitoring and control system for the solar PV plant. The web based tool allows you to view solar power plant performance in real time from any location with access to the internet.
- b. Sunshot's proprietary controllers to seamlessly synchronize the solar power plant with Electricity Board (EB/DISCOM) connection, Diesel Generator (DG) and various battery technologies.
- c. A common dashboard that has displays power consumption through various sources like DISCOM power,



DG sets, batteries/UPS system along with solar power. This system allows us to monitor the system performance and ensure the proper operation.

Daily, monthly or yearly generation reports can be downloaded in any of the format (pdf, xls, csv). The system also sends out error notification and daily report e-mails.

For predictive maintenance, the notification and alert mechanism is incorporated in the system.

ENERGETICA INDIA: What are the factors that give Sunshot a competitive advantage?

SUNSHOT TECHNOLOGIES TEAM: We are extremely service driven and quality focused. We deliver world-class solar plants. The testimony to this fact is that we have got multiple repeat orders from reputed corporates who are also leaders in their industry - like Cognizant, Whirlpool, Persistent, Mumbai Airport, Mahratta Chamber of Commerce Industries & Agriculture, and Anand Group. Sunshot has an experience and know-

how of setting up solar plants on variety of roofs. The roof can be RCC, metal sheets, curved roof, car ports. We have developed methods to install on these roofs such that its leakage proof and doesn't affect structural stability of the existing building or structure. We have executed projects at more than 100 locations across India for clients like MCCIA Pune (solar cafeteria), Cognizant Technology Solutions Chennai (Solar carport on Multi Level Car Parking building), non-penetrative solar plant installation on terminal buildings at Mumbai International Airport, Pune station among others.

Our deep understanding of solar technologies enables us to give operation and maintenance service which is extremely cut-above the rest. Our data driven maintenance activities (IOT platform) help in maintaining plant with minimum downtime and higher generation than industry standards.

ENERGETICA INDIA: What role do you envision Sunshot Technologies to play in the solar sector in India and

where do you see Sunshot Technologies 3 to 5 years from now?

SUNSHOT TECHNOLOGIES TEAM: Sunshot and its founders are already a part of various solar initiatives of the country. We are working with various industrial bodies like CII, Mahratta Chamber of Commerce Industries and Agriculture, Madras Chamber of Commerce, etc. We are also one of the founding members of Distributed Solar power alliance where we are trying to highlight the initiatives we should take to make solar more palatable in the country.

We want Sunshot to be at the cutting edge of rooftop solar, pushing the envelope, setting design, installation and O&M standards in the industry and we see that in the next 3-5 years from now, we emerge as one of the most reputed brand name in the rooftop solar segment.

We at Sunshot are extremely passionate and believe in educating about solar. We are called for, to speak about Solar and its benefits at various educational institutions and also at other various important events.