



“Power industry is under positive stress”

Anand Bansal, Chief Executive Officer, India Uniper Power Services

How are you likely to leverage mega expo—Elecrama?

Elecrama is giving us a great platform to connect with sector thought leaders, like-minded industry professionals, potential clients and stakeholders. We are participating in this mega expo and even presenting and sharing our experience and outlook on some of the emerging topics such as micro grids.

What are the opportunities you see in the power equipment industry?

The power industry in general is under stress and I would call it “positive” stress. This positive stress is the main driver which is shaping the market and is compelling the supplier to innovate both in terms of technology and agility. The market has, to some extent, over supply of conventional power plants. Renewables are becoming more cost competitive and the competition including international players is increasing. In the conventional space, we see a moderate growth in ancillaries particularly with respect to water conservation, flue gas desulphurisation and particulate matter emission.

How emerging technologies impacting pricing and efficiency?

Most of emerging technologies are tightly coupled to the positive stress on the power sector. As

mentioned earlier, we are betting on efficiency and reliability improvement technologies. “Data” and “digitisation” will play a key role in determining which power plants will survive and for how long. Data-driven decision making in power plants is no longer a thing of the future. At Uniper, we have developed our own digital platform called Enerlytics which provides visibility to help plants operate effectively and outperform competitors. Digital tools like Enerlytics also help improve the efficiency of power plants and make them more reliable through inbuilt AI enabled predictive, condition monitoring system. Also, emissions abatement systems will see a rise in demand, which will foster competition and definitely bring costs down. In general, for all these emerging technologies besides pricing, we have to focus on implementation and getting it right in the first time itself. There is little leeway for trial and error.

To what extent have we adopted global benchmarks?

Indian market is tightly integrated to global benchmarks and standards. The general level of awareness within the power sector in India is quite high. Market leaders are constantly on the lookout of standardisation and best practices. Having said that, there may be pockets of tailor-made solutions that are being used as a stop gap

arrangement, but these are more like exception than norm. Unorganised sector is surviving, and shall continue to do so in providing services, be it in O&M, installation, retrofit, shut down or break down. These are extremely local activities and are managed in unorganised sector.

When do you expect new orders coming your way?

IUPS being a niche energy services provider with a diverse range of customizable and flexible solutions, we are quite optimistic in terms of business growth. We are convinced that with increasing pressure on asset owners for performance, compounded with rapid addition of renewable capacity, there shall be a huge demand for professional O&M, efficiency improvement, flexibility and digital services which are based on proven practices of international standards.

What initiatives can boost R&D in the power equipment sector?

India Uniper Power Services being a JV of Uniper Kraftwerke GmbH and India Power has access to Uniper’s R&D and innovations that is globally respected for its high-end results. Over the past 100 years Uniper has been in leading market position in Europe and many other countries and has developed several tools, techniques, engineering solutions etc. Besides several other reasons, boost in R&D can be fueled by ‘value driven’ market dynamics.