



# Future of Distributed Energy Systems in India

Gautam Mohanka  
GALO Energy





## **Gautam Mohanka, Owner of Galo Energy Pvt. Ltd.**

- Also owner of **Gautam Solar Pvt. Ltd.**
- Distributed Energy specialist with about 20+ yrs. experience
- Manufactured & Supplied over **70 MWh** in Distributed Application
- Developed various types of BMS including
  - Microcontroller based BMS
  - 48 V BMS
  - Hierarchical BMS

# Lithium Storage for Residential Back-up

- Market for Power Back-up
  - 24 x 7 power not achieved yet
  - Rostering still on
  - Grid failure due to Break-downs, etc increasing
  - Going forward, Utilities facing financial problems
- Cost – big hindrance esp. under COVID
- Can be taken up as a part of Solar Rooftop Package
- Subsidy & Loan Support – Vital
- Preference still for Lead Acid – preference for bigger size

# Rooftop Solar + Storage for C&I Consumers

- Makes more Financial Sense than Residential Market
- Could be useful due to 2 reasons
  - Some Mission Critical / Always on System needs UPS Back-up
  - Time of the Day billing already applicable
- Affected due to Economic Issue – but will bounce back
- Good Market – Benefits need to be marketed well

# Rural Electrification & Experience of Saubhagya Scheme

- Meant for highly remote Rural Areas
  - River Islands
  - Forest Areas
  - Mountainous Areas & other far flung areas
- Need a rugged product suitable for rough usage
- Customers happy but prefer Lead Acid for size
- Compact System – meant for LED Lights, Fan & Mobile Charging
- Much faster deployment than conventional Electricity

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