

# iPLON Services – Training & Skill set Building



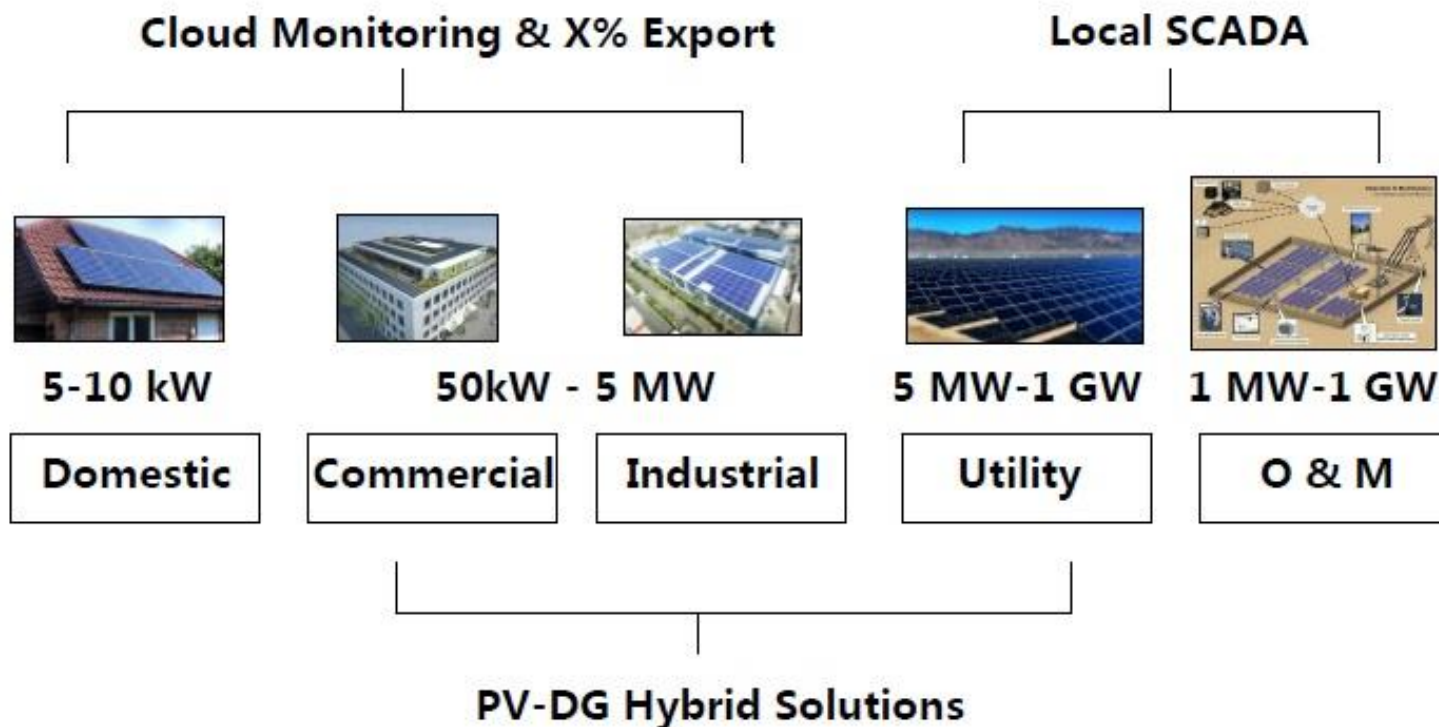
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Chennai, Tamil Nadu, India 600 004



# Agenda

- Aims ( why and what motivation)
- About Solar-log and iPLON cooperation
- Business Case (AMC for PV rooftops & Utility Plants)
- Methods, Tools and Training ( Web4 U)
- PV Doctors and PV Nurses
- Stakeholders and team building
- Next steps

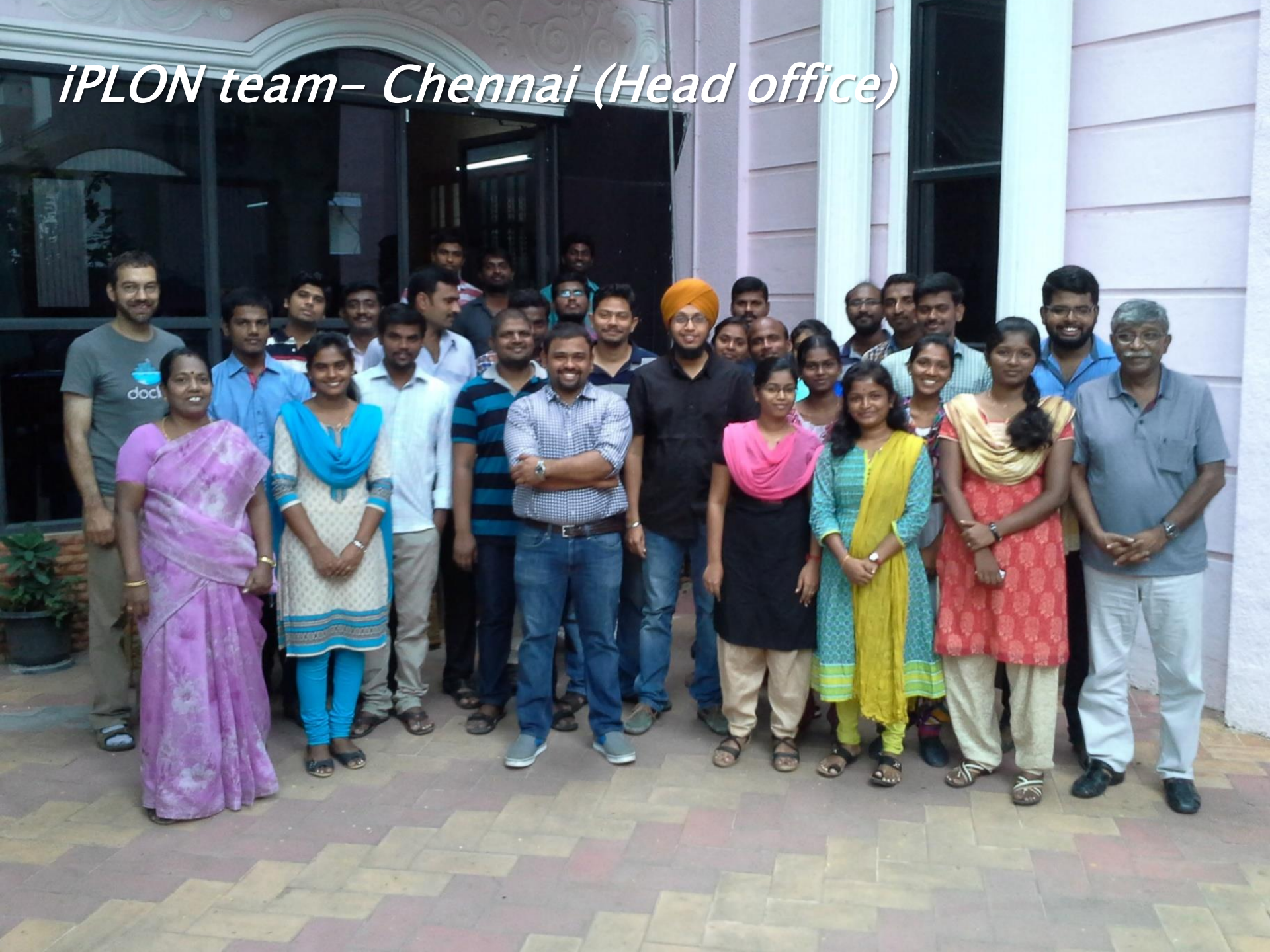




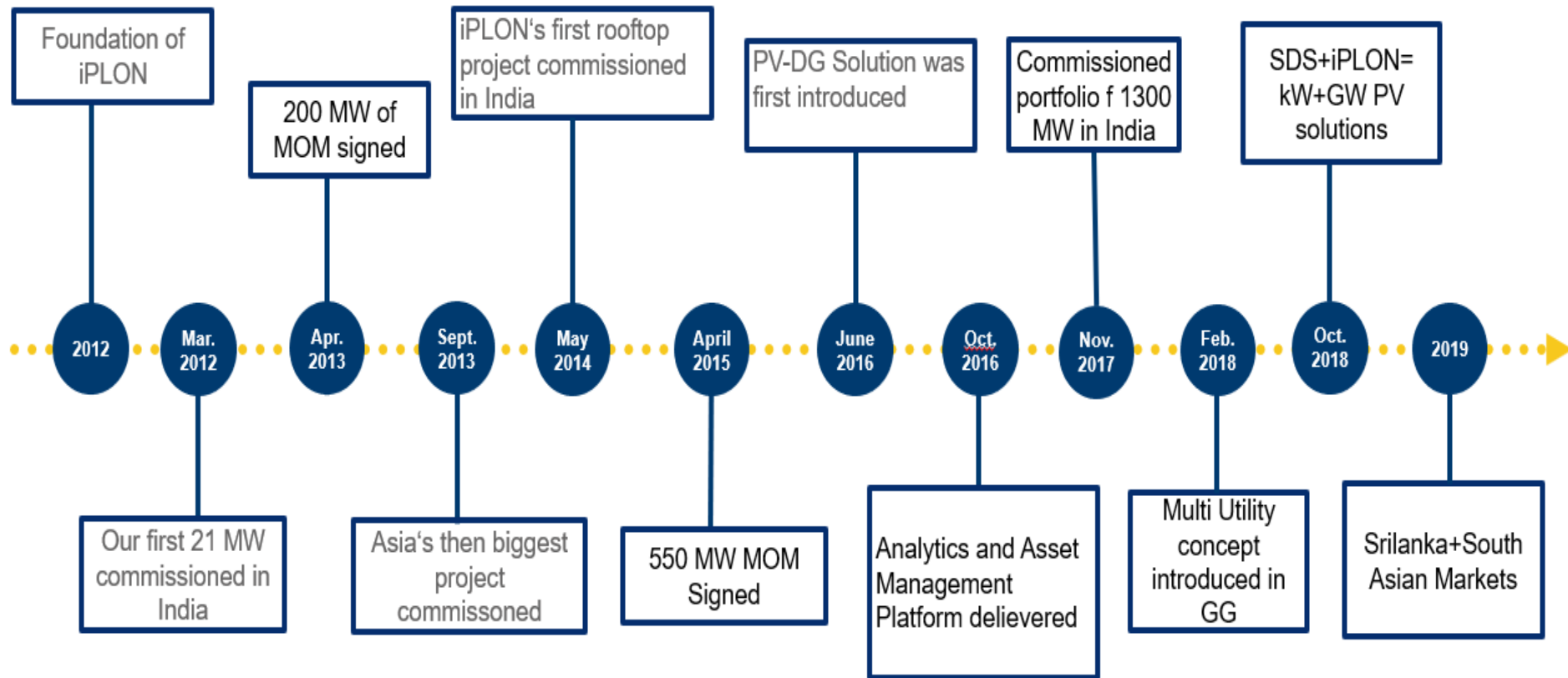
**2 Innovative German Companies from Baden Wurtemberg(Solar Cluster)  
Cooperating(JV) for Solutions in Indian PV Industry**



# *iPLON team- Chennai (Head office)*



# iPLON's Milestones





## Monitoring

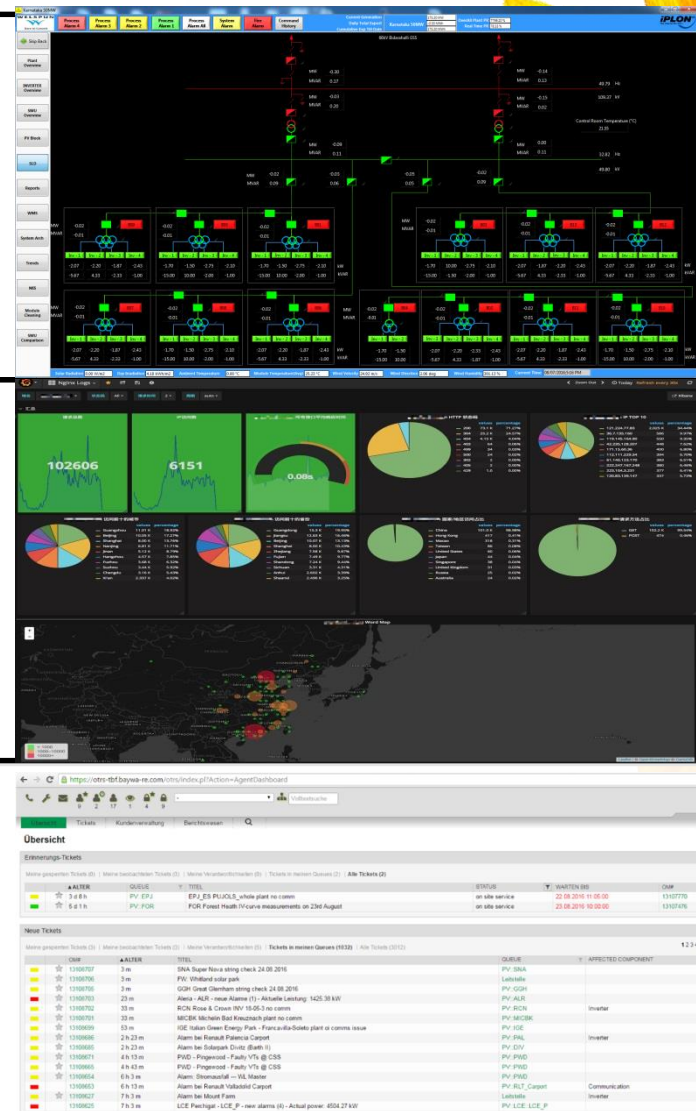
- Local plant monitoring – SCADA systems
- Power factor correction/control systems
- Forecasting services
- SLDC connectivity; OTA/Remote updates
- Customized reporting package
- Data sharing to PD/EPC/Govt. Agency

## Analytics

- Cloud based Analytics
- Predictive alarm generations
- Panel, Inverter degradation analysis
- User defined/customizable dashboards
- Benchmarking of multiple plants
- Birds eye view of complete portfolio
- Future of micro grid systems

## Tech. Plant Management

- Ticketing with historical correlation
- Scheduling of Preventive maintenance
- Spare part management
- Break down call logs with RCA report
- Portfolio revenue reports
- Document Management System





# Methods, Tools and Training

(PV Diagnosis by PV Nurses and PV Doctors)



Workshop in Chennai (29.11.2018)

# PV Nurses and Doctors AMC Platform



**PV Doctors  
at site**



**Monitoring the  
performance of the plant**



**PV nurses**



**PV Tool Kit**



**Hardware**



**Software**



**Training**



# Services of PV Nurses



Customer name  
TATA Bangalore

PV Nurse (Tamil Mozhi) find  
and inform the issue to TATA  
for acknowledging the PV  
Doctor (Jayaraman) services

PV Nurse Make reports



iPLON PV Nurse (Tamil  
Mozhi) find the issue remotely



Site at Hyderabad



Issues at site





Customer name  
TATA Bangalore

Site at Hyderabad



## Services of PV Doctors



PV Doctor Make reports

PV Nurse (Tamil Mozhi) find  
and inform the issue to PV  
Doctor (Jayaraman)



PV doctor rectify  
the problems

Diagnostics

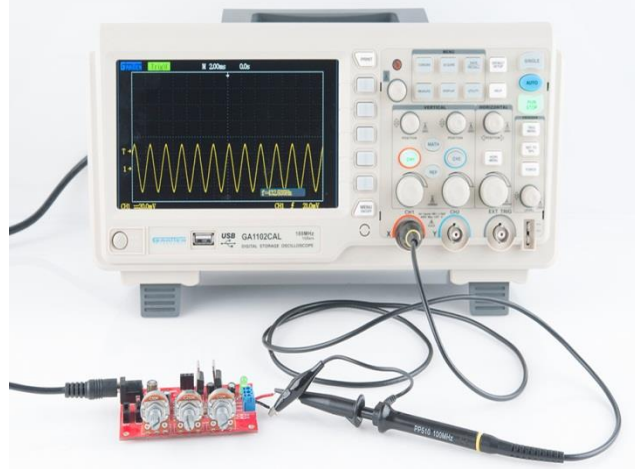
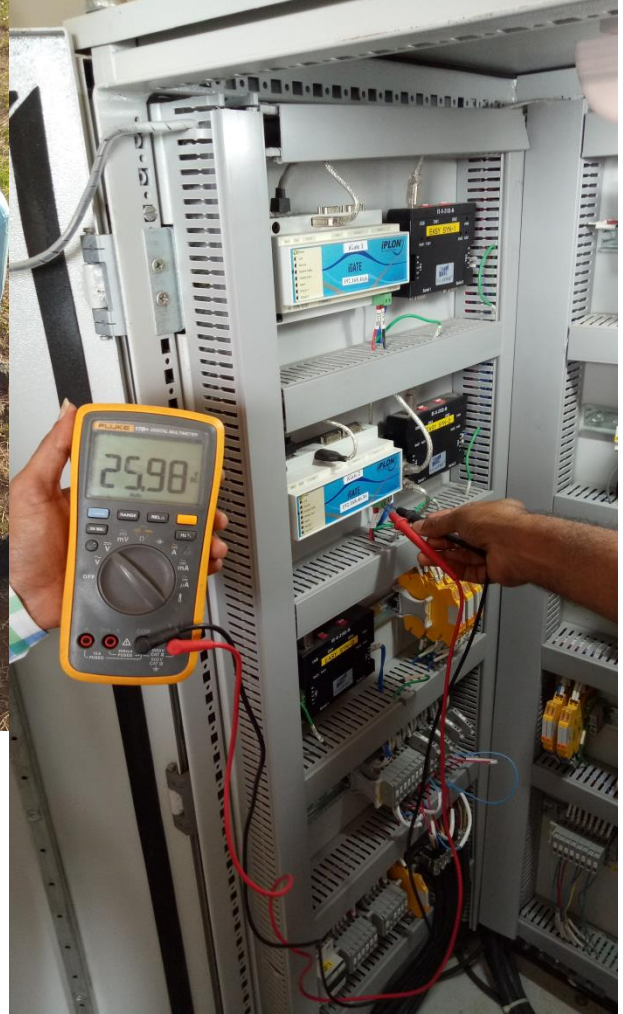
Combined visit of  
installer and PV  
Doctor (Jayaraman)



**iPLON**  
The Infranet Company



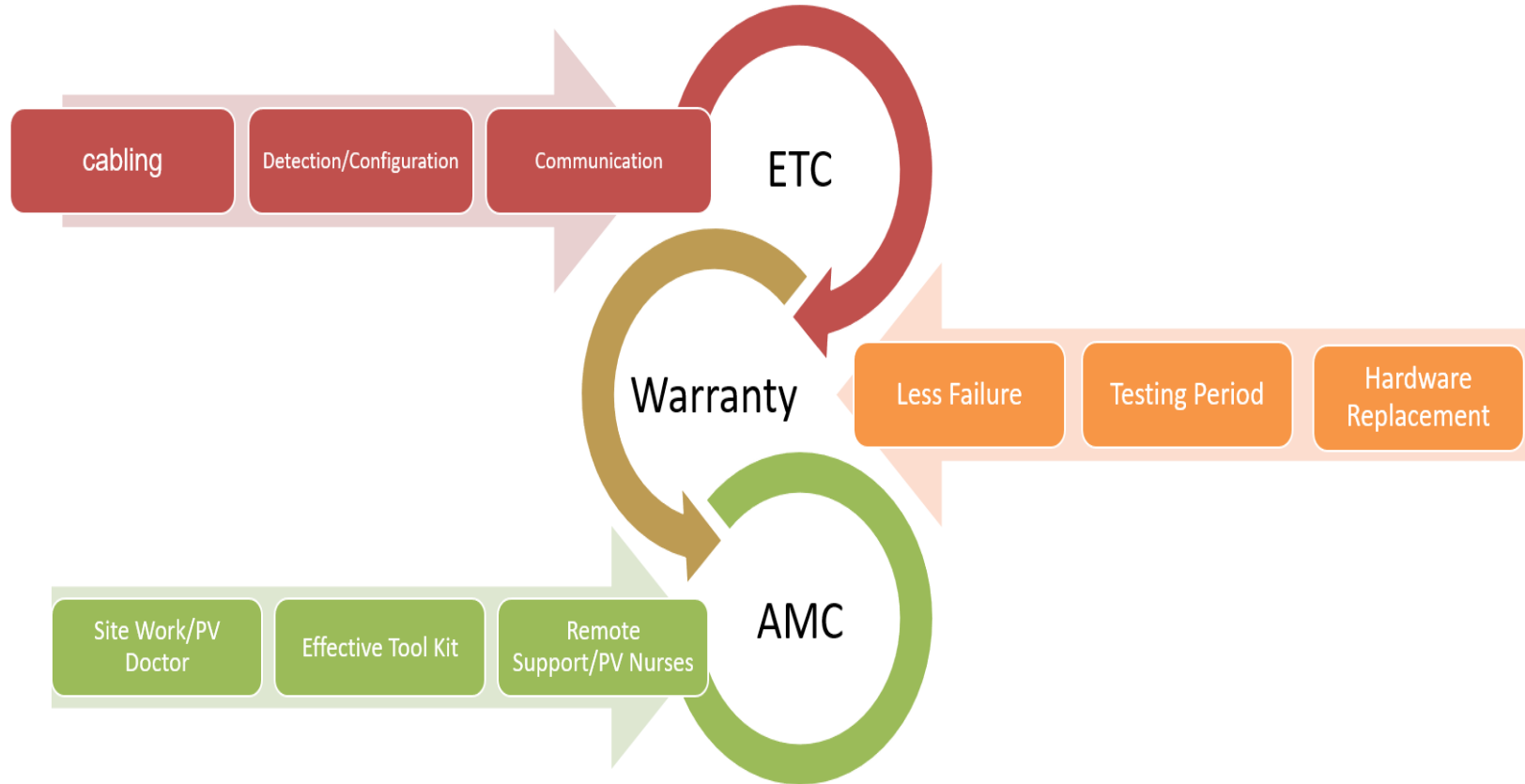
# PV Doctors already in role-at site, Communication Testing, Signal convertor, oscilloscope etc)







# Solar-Log™-iPLON(Ip-Log) Knowledge Building Centre- As Basis For Good AMC practice for PV Plants

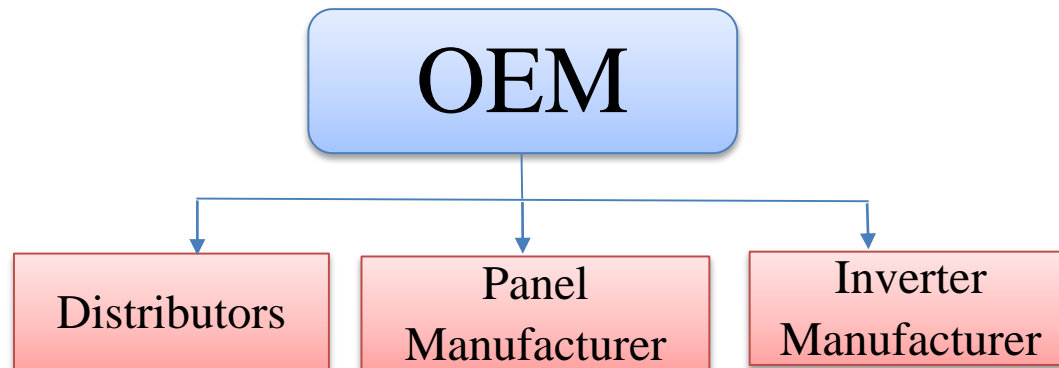
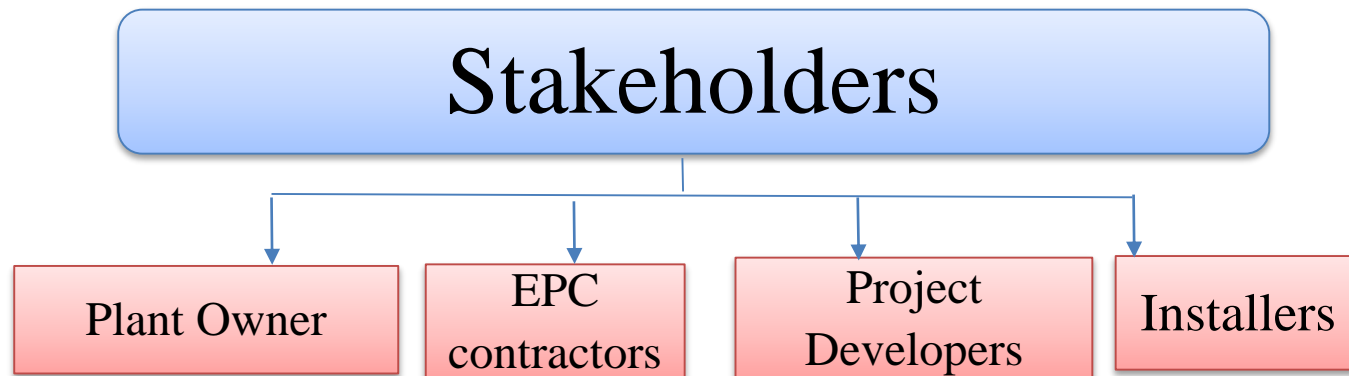
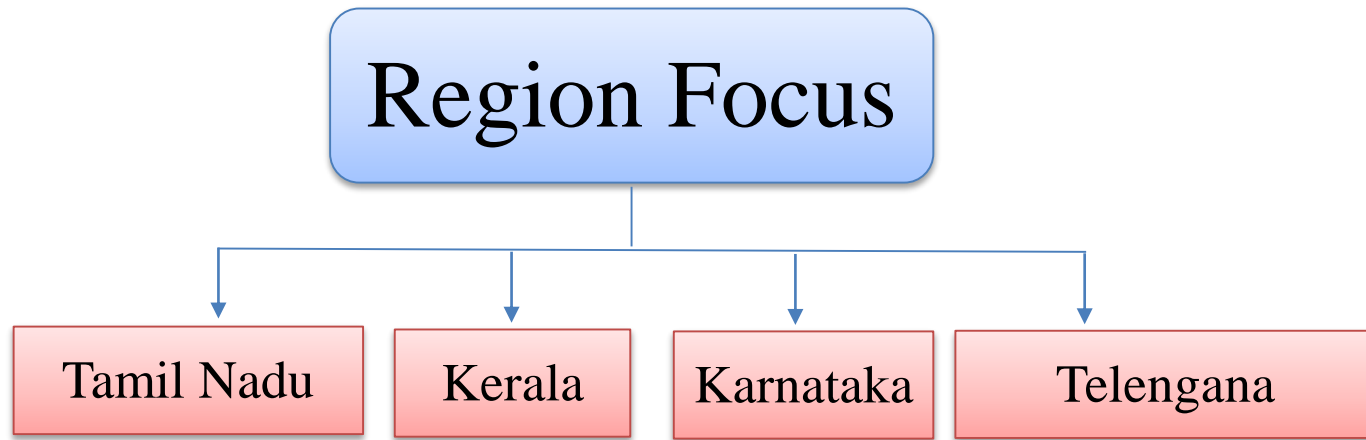


# Webinar Schedule?

- Module-1 - Basics Of monitoring And Introduction to Solar-Log Hardware  
(Jan 17-2019)
- Module-2 - Installation Steps, Cabling Issues with case studies. ( Jan 31-2019)
- Module-3- Device Detection, Configuration, Establishing connection. (Feb 15-2019)
- Module-4 – Introduction to Solar-Log Web Enerest.(Feb 28-2019)
- Module-5 – Solar-Log As O&M Tool(Premium )
- Module-6 – Zero Export And Energy Management with Solar-Log (Premium)







# PV Market Segment



Residential PV



PV-DG



Commercial PV



Industrial PV



Utility Scale PV

KW to GW Scale PV

# Training and workshop





# Training and workshop



# Training and workshop



# Training and Workshop





# Training and Workshop



# AMC is the future !

Why Solar-Log and iPLON together?

Solar-Log : Portfolio with 12 GW and iPLON's experience in the Local Indian market – Innovative companies – make sense to cooperate!

- iPLON Academy!! (PV DG training etc)
- Multi domain skill set (field, embedded, web and solar engineers)
- Lesson learnt in the last 6 years
- analogy 1 : comparison Germany and Tamilnadu (5000 companies)  
More opportunities! More projects! And hence More maintenance issues (we need PV Doctors!)
- analogy 2: bike/car repair shops (infra for mobility) : similarly we need infra for PV plants (we need PV doctors!)

# Sun Power Corporation – 1<sup>st</sup> Certified PV Doctor!

- 700 sites for Tata in India (AMC for 20 years)
- 63 sites in Tamil Nadu
- First PV Doctor Sun Power Corporation- already trained and certified.



# Knowledge is Wisdom!

- Hands-on technical workshop
- Webinars bi monthly (Vinayak will follow the details later)
- Working closely with Gandhigram university (job-placement service for renewable energy graduates!! – “campus interview” / iPLON Academy )

# Thank You!

[www.iplon.de](http://www.iplon.de)

[www.youtube.com/user/iPLONChannel](http://www.youtube.com/user/iPLONChannel)

