# iPLON Services – Training & Skill set Building

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## 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

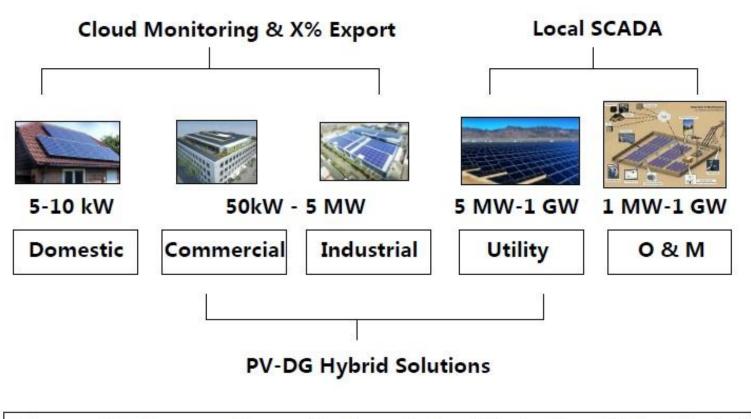


AMC for PV plants ( kW to GW)



kW to GW PV Solutions





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

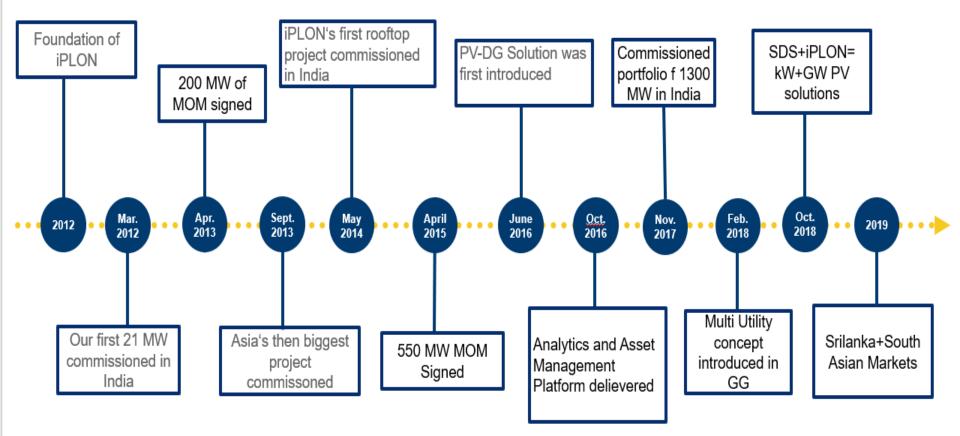
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### iPLON team- Chennai (Head office)

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### iPLON's Milestones



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#### **iPLON O&M solutions**

iPLON®

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

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Monitoring



## Methods, Tools and Training

(PV Diagnosis by PV Nurses and PV Doctors)



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Workshop in Chennai (29.11.2018)



## **PV Nurses and Doctors AMC Platform**



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# Monitoring the performance of the plant



**PV** nurses

### PV Doctors at site



PV Tool Kit



Hardware







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**





Site at Hyderabad







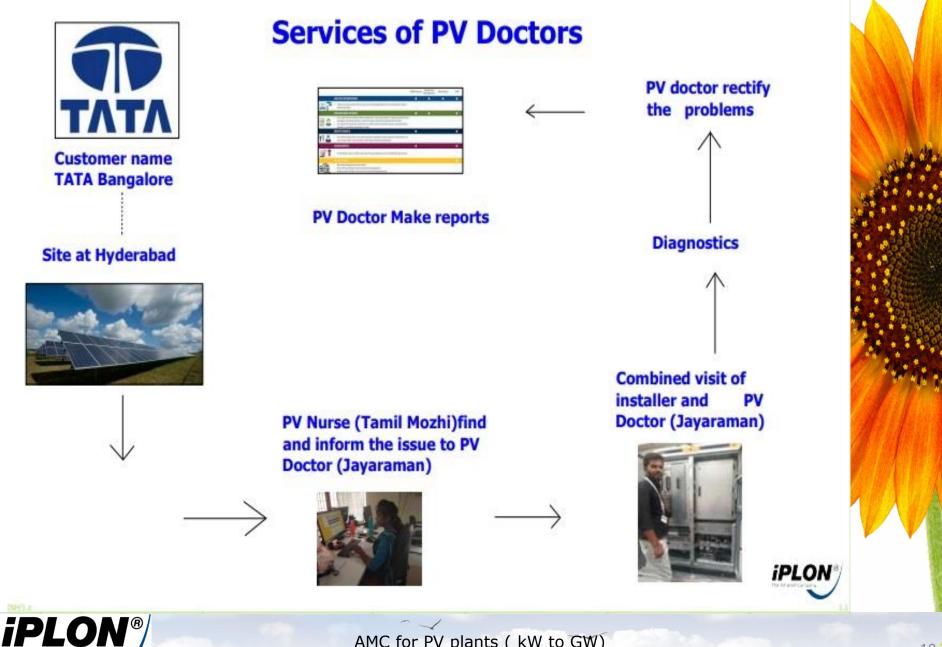
#### iPLON PV Nurse(Tamil Mozhi)find the issue remotely







AMC for PV plants ( kW to GW)



AMC for PV plants ( kW to GW)

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The Infranet Company

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



iPL

The Infranet Company

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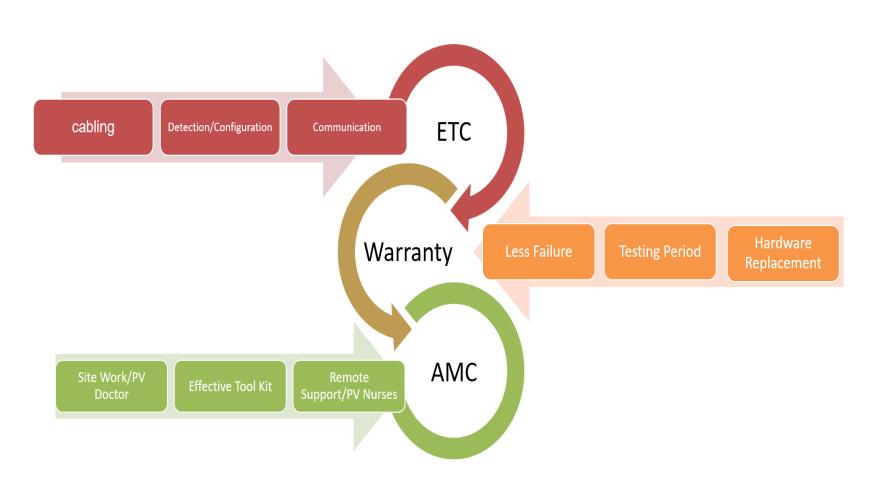


### Solar-Log<sup>™</sup>-iPLON(Ip-Log) Knowledge Building Centre-As Basis For Good AMC practice for PV Plants



#### Ip-Log Academy







#### 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)

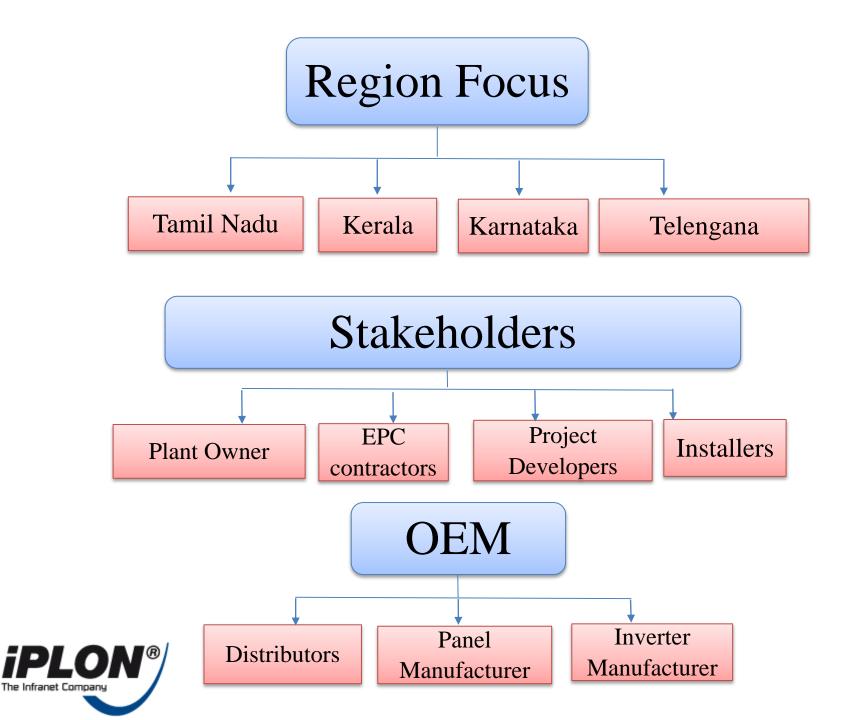


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## **PV Market Segment**



### 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

www.youtube.com/user/iPLONChann

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