Challenge Statement: Future of Smart Gas Meters in India - potential, growth strategy, tech-infra, data gathering & billing requirements along with competition benchmarking

About Raychem RPG (www.raychemrpg.com)

Raychem RPG is an engineering company involved in strengthening technologies in the infrastructure and power segment, for more than 30 years, with an annual turnover of over INR 1000 crores.

One of our product lines involves manufacturing & marketing of domestic G1.6 Gas Meters for City Gas Distribution for over 13 years now. At RRL, we take pride that our Gas meters are completely **MADE IN INDIA** unlike our competition. Being a local company, we bring those advantages of serviceability & availability to our customers as we are dependent on the India market only. We have till date supplied 31 lac meters contributing to roughly 50% of the industry demand which are working well & reliably over the last 13 years with full ability to service the same. Given the increased demand, we are also investing to enhance our manufacturing capacity from current 7.5 lacs to 12lacs meters per annum.

Challenge:

One of the key challenges for the biz is around how to map the future dynamics of shift from mechanical to smart metering solutions and having a deeper understanding of the ecosystem including the supporting infrastructure.

Area of focus:

1) What are the existing technologies for the product (Smart Gas Meters), the communication protocols, the data management, etc. This should focus on the current and as well evolving technology deep dive analysis. This will give a broader perspective as to what is happening in the marketplace and where it is headed, to help us be future ready.

2) Which are the top companies operating in these technologies globally and India. What type of collaborations exist and how are they evolving. This will help us identify the right partners to collaborate.

3) Market Potential and expected growth (CAGR) mid-term (5 years) and long-term (10 years). Wherever data is limited, support assumptions with sound rationales such as key drivers.

4) Existing Competition (both currently present in India as well as currently not present in India), their product offerings including technology adopted, tie-ups, their USPs and any likely entrants. Number of competitors to be analysed to be restricted to a maximum of 10.

Team is required to present a business case covering the above aspects with a flash of broad capex requirements and RoI.

Note. Evaluation would have 50% weightage for Eco-system (points 1 & 2 above) followed by 20% for Competition (point 4), 15% for market potential (point 3) and 15% for Capex requirement and RoI.