



ConnectM
a Sasken and IDG Ventures company

ConnectM M2M Platform 2012

*To be India's leading **M2M platform and solution company***



Key Facts

- 50,000+ Assets Under Management
- 20+ customers: 75% customers are big multinational corporations
- Managing 5000 cell sites on our M2M platform
- 3 Mn sq.ft of Enterprise Office space Energy Management through our platform
- Winner of Logica's India Innovation Partner award
- Winner of IBM Smart Camp for innovative start-ups
- Patent pending technology
- Centre of Excellence for Sierra Wireless
- Global Investors: IDG, Sasken



IDG Ventures India and Sasken Communication Technologies have together committed to invest 6M\$



- ▶ Sasken is a Telecom R&D Services major
- ▶ 3500+ people, 200M\$ in Revenue
- ▶ Listed on BSE and NSE in India

- ▶ 150M\$ early stage VC Fund
- ▶ Global network of 220 invested companies, 1B\$
- ▶ 9 companies in the India portfolio

ConnectM, Members of the Board

Rajiv Mody, Chairman of the Board

- ▶ Chairman and CEO, Sasken
- ▶ Founded Sasken in 1989
- ▶ Sasken is now a 200M\$ public-listed company

Dr G Venkatesh

- ▶ Executive Director & CTO/CSO, Sasken
- ▶ His role at Sasken has spanned from Technology, Engineering, Telecom and as head of the Product Division of Sasken

Murali Ramalingam, Managing Director

Sudhir Sethi

- ▶ Founder, Chairman & Managing Director, IDG Ventures India
- ▶ Leading venture investor in technology space in India; On the Board of Global Indian VC Association and UTI Ventures; Member NASSCOM Regional Council; DQ "Top 10 IT Professional"; Red Herring Top 5 Venture Investor; Seed investor and Board Member Mindtree Consulting; Served on Board of Infotech Enterprises.

T C Meenakshisundaram

- ▶ Founder, Managing Director, IDG Ventures India
- ▶ Formerly, Chief Financial Officer and President of Corporate Services at Venture Infotek, a leading payments processing company in India



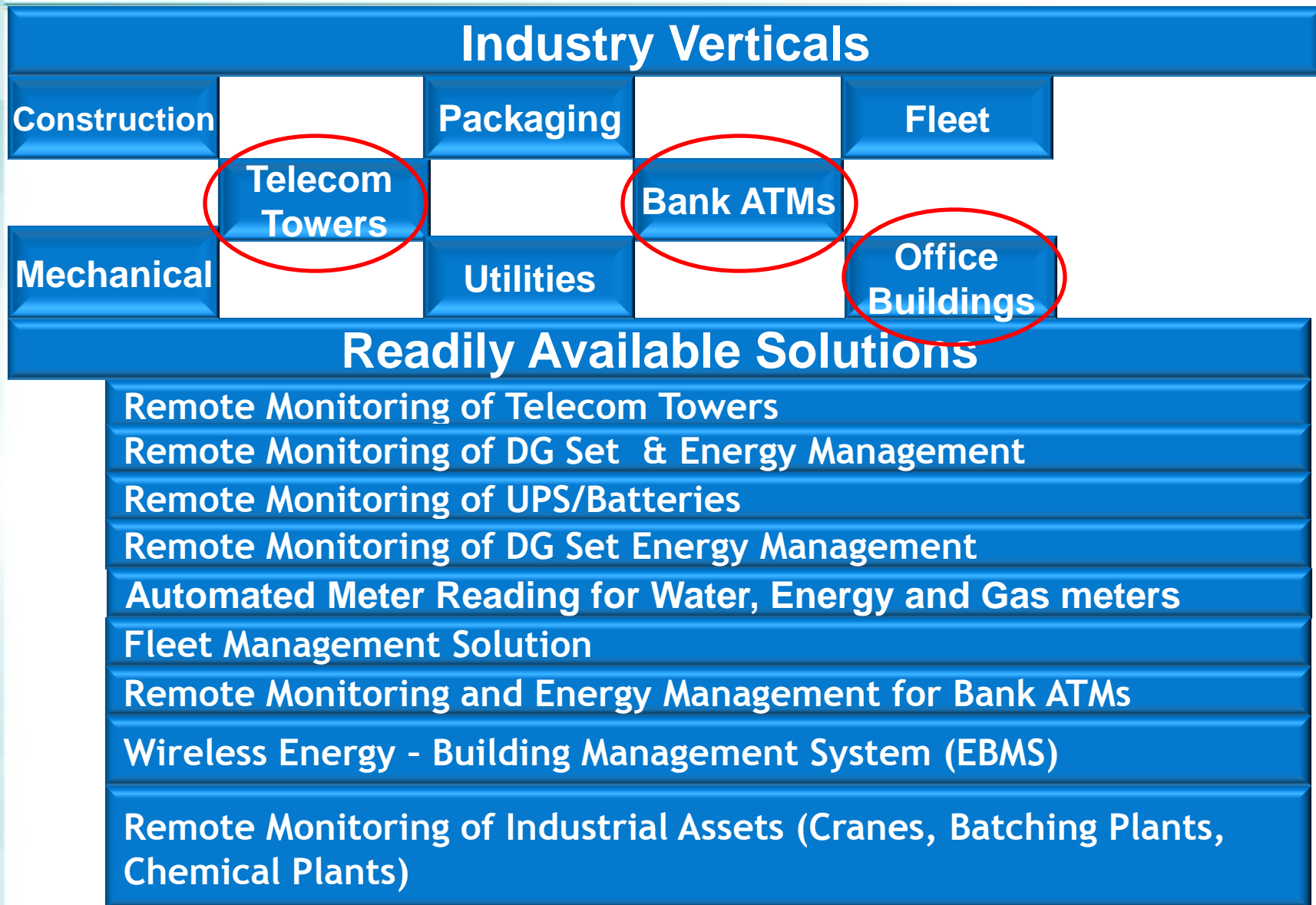
Our Customers ...

Telecom



IT, ITES, BFSI, Industrial, FMCG

ConnectM portfolio of M2M Applications



 *ConnectM Recommended Solutions for Aircel*





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ConnectM Energy Management Solution for Office Buildings

ConnectM Total Energy Management Solution (EMS) includes:

1. Intelligent Indoor Lighting control
2. HVAC low-side Operations Optimization
3. Enthalpy Control Solutions
4. DG Energy Management
5. UPS Monitoring
6. Energy Sub-Metering in the Facility
7. Energy Savers for lighting and mixed loads

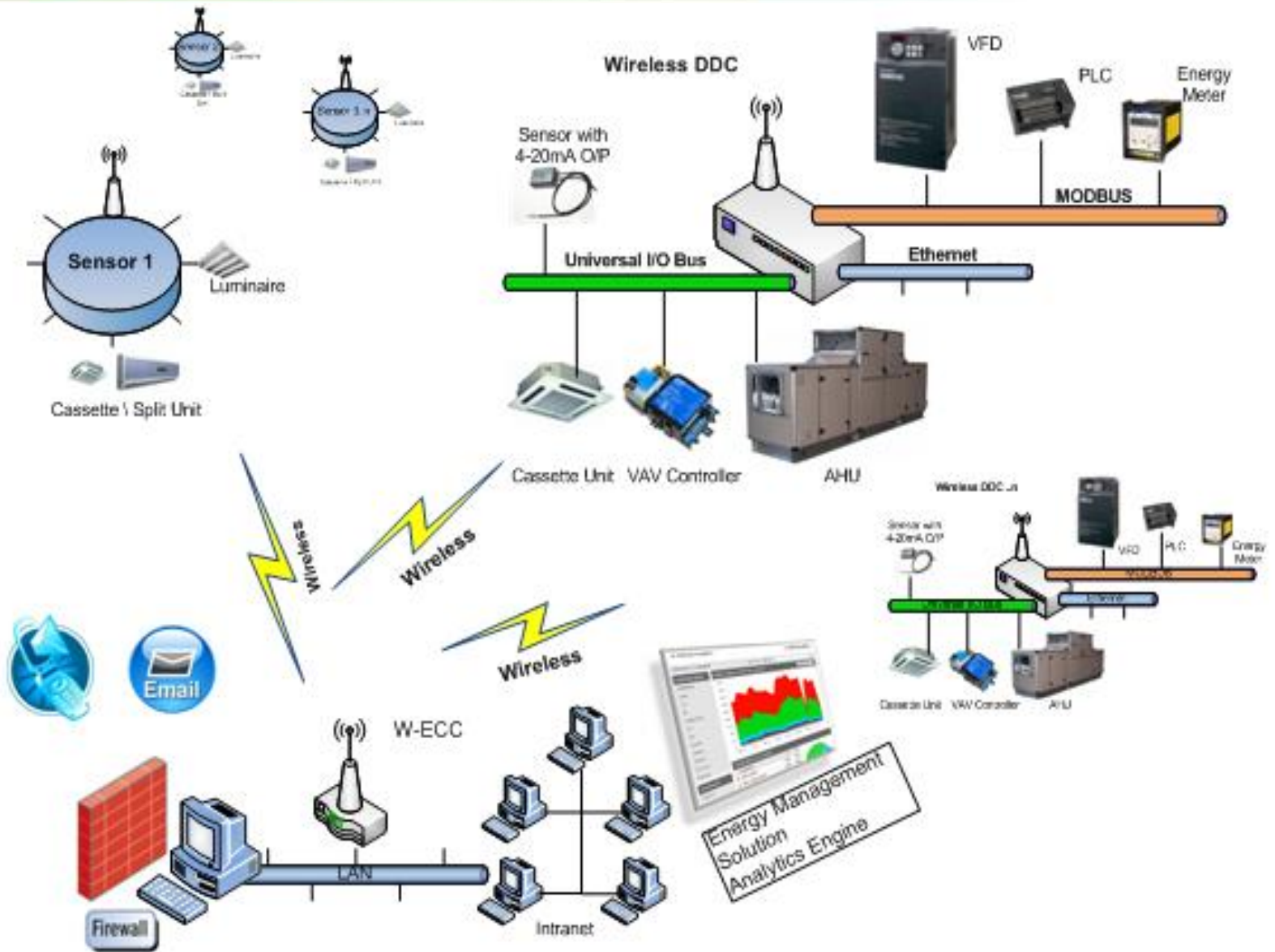
Offices
IT Parks
Commercial Space
Malls
Hotels
Hospitals
Manufacturing
Process
Industry

All of the above on Wireless platform

**we have expertise on retro-fit projects.*

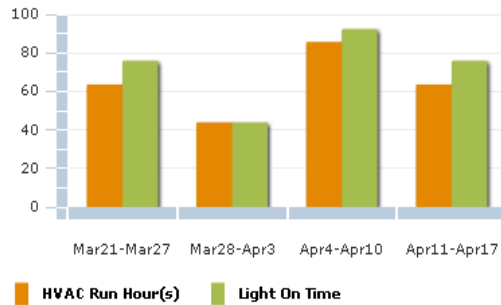


EMS Architecture

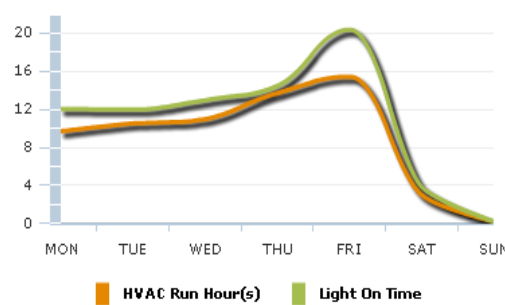


Energy Management - Dashboard

Comparison between weeks



RunHour pattern for last 7 days



Energy consumption for last 7 days

HVAC | **Light**

Energy consuming locations(HVAC)

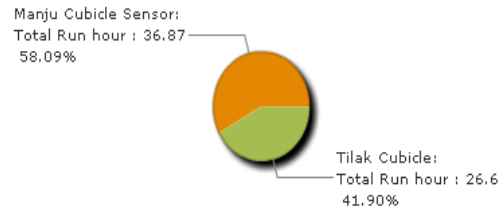
Location Name	Run Hour
Manju Cubicle Sensor	36.87
Tilak Cubicle	26.6

Live Monitoring

Live status of favorite sensors

Location Name	Status	
	L...	H...
Board Room (Left)	●	●
Gokul Cubicle Sensor	●	●
Tilak Cubicle	●	●
Rajkumar Chougule	●	●
Manju Cubicle Sensor	●	●
Murali Cabin Sensor	●	●

Occupancy comparison for last 7 days



Communication Status

Sensors not communicating more than a day

Location Name	Day(s)	Last Communication

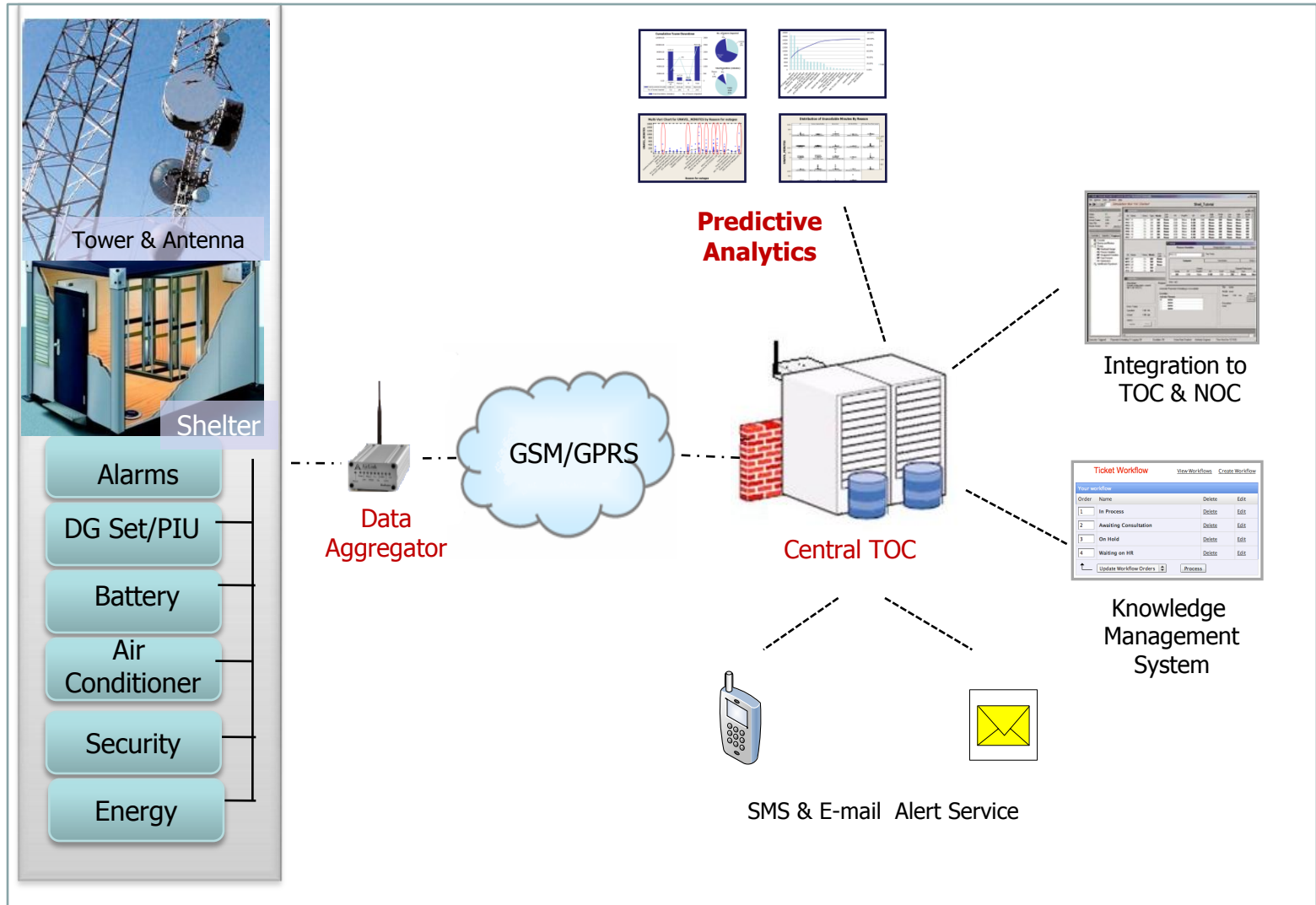




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ConnectM Telecom Tower Monitoring Solution

Telecom Remote Monitoring Solution



Enhance productivity | Improve Asset Utilization| Maximize availability
Minimize operating cost | Optimize energy consumption

TOC Overview



- ◀ Energy Management
- ◀ Fuel Management
- ◀ Alarm Management
- ◀ Shelter Access Control
- ◀ Tower Asset Management
- ◀ Preventive Maintenance
- ◀ Managed Service

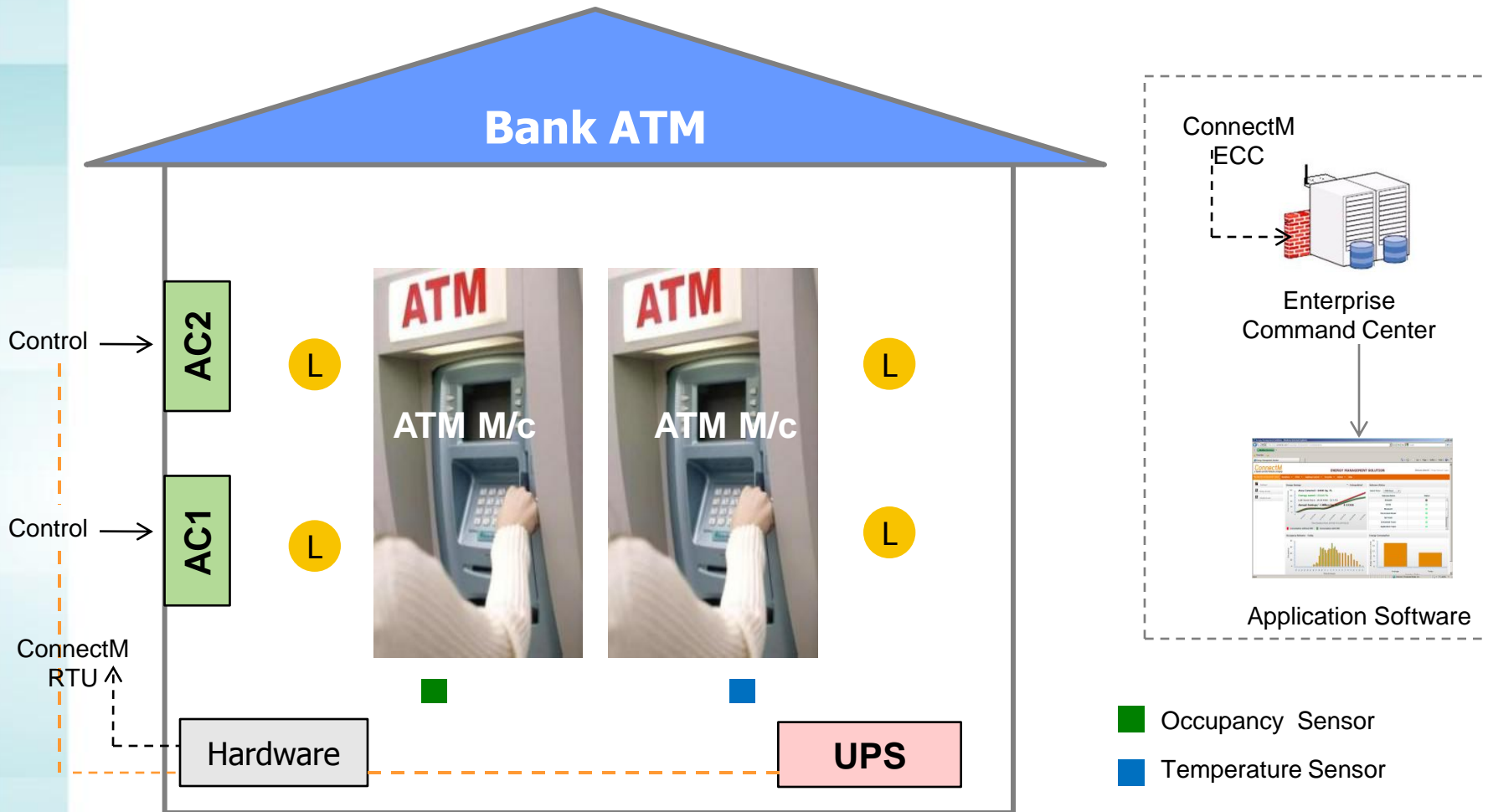




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ConnectM Bank ATM Monitoring Solution

Solution Architecture – Lighting and AC Control + UPS



Requirement at ATMs

❖ Remote Monitoring of UPS in ATMs

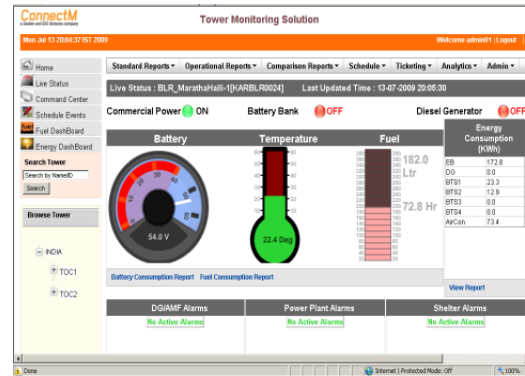
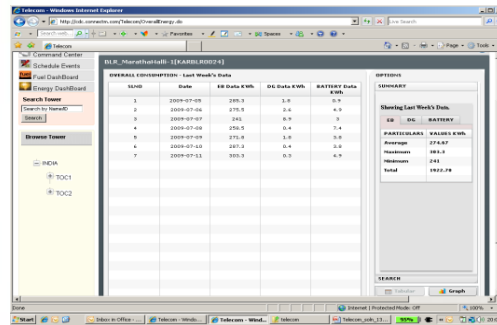
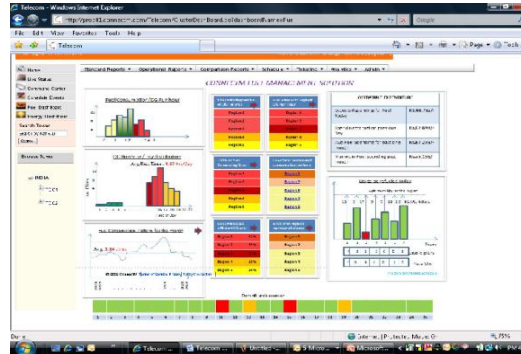
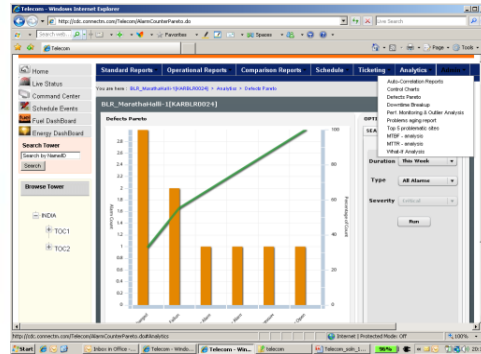
- To enhance user experience by minimizing ATM downtime on account of UPS drain out.
- Individual Battery level monitoring, reporting, alerting and analytics to identify aging batteries and replacing them before the entire bank ages out
- Centralized Control – Head Office/ Branch office level

❖ Energy Management in ATMs

- Energy Savings on Lighting and Air-conditioning in ATMs
- Green Banking – Positioning of Indian Bank as Green Bank
- Option to Implement in Branch and Regional offices



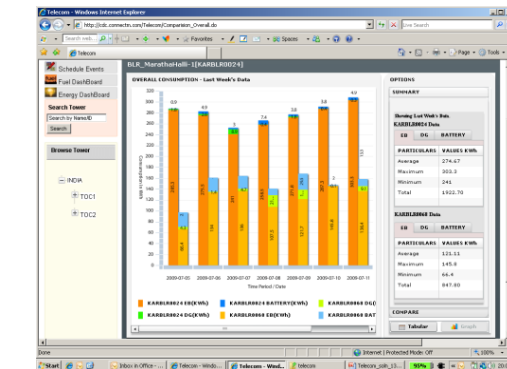
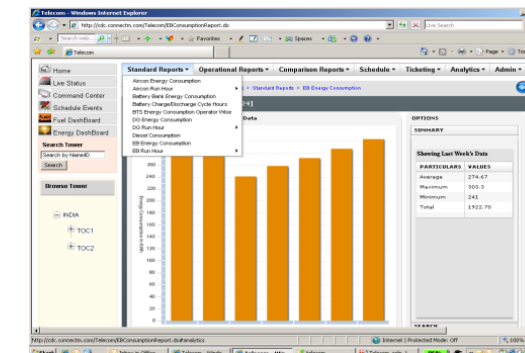
Diagnostics & Reporting Capability



BLR_Marathahalli-[KARN00024]

Overall Consumption - Last Week's Data

DATE	Start	End	AVG KW	MAX KW	BATTERY STATE	OFFSETS
1	2009-07-05	2009-07-05	276.9	2.4	4.3	
2	2009-07-06	2009-07-06	276.9	2.4	4.3	
3	2009-07-07	2009-07-07	276.9	2.4	4.3	
4	2009-07-08	2009-07-08	276.9	2.4	4.3	
5	2009-07-09	2009-07-09	276.9	2.4	4.3	
6	2009-07-10	2009-07-10	276.9	2.4	4.3	
7	2009-07-11	2009-07-11	276.9	2.4	4.3	



Investments, Savings and Indicative ROI for the Solutions

Solution: Tower Monitoring Solution	
Particulars	Price (INR)
Capex (Per Tower)	Rs. 75,000
Opex (Per Tower Per Month depending on geographies covered)	Rs. 1200 - Rs. 1800
Revenue Share (Aircel:ConnectM)	50% : 50%
Indicative ROI	15 - 24 months

Solution: ATM Monitoring Solution	
Particulars	Price (INR)
Capex (Per ATM)	Rs. 35,000
Opex (Per ATM per month)	Rs. 2,000
Revenue Share (Aircel:ConnectM)	50% : 50%
Indicative ROI	20 - 30 months

Solution: Energy Management Solution	
Particulars	Price (INR)
Capex (Per Sq. Ft. of Built-Up Area)	Rs. 50
Opex (Per Sq. Ft. per Month)	Rs. 0.5
Revenue Share (Aircel:ConnectM)	50% : 50%
Indicative ROI	20 - 30 months



ConnectM M2M Other Applications deployed

Industry	Client	Solution	Benefits
Utilities	JUSCO	Automated Water Metering	Automated meter readings at water distribution zones in Jamshedpur. Enabled customer to get accurate data and integrate with their SAP. Made billing process completely automated and reduced manual intervention
Construction	HCC	Batching Plant Automation	Enabled real-time data collection and transmission of their concrete mixing plant to help customer to manage inventory better. Reduced planning time from months to real time. Data integration with SAP was made possible in real-time with out manual intervention and data accuracy was 100%
Construction Equipment	Electromech	Remote Monitoring and Diagnostics of Industrial Cranes	Enabled real-time monitoring of cranes for Emech at their customer locations to analyze usage patterns, diagnose break-downs, and avoid warranty claims due to abuse. Monitor critical parts of the cranes to avoid break-downs ensuring smoother production process.
Banking	HSBC	Remote Asset Management	Complete monitoring and control of energy assets like UPS, battery cells, Air conditioner critical to run servers and computers to avoid any down-time. Real time alerts for preventive maintenance and fault management helped customer to have information real-time and take appropriate actions. Solution resulted in improving uptime and energy savings and fuel pilferage
Water Treatment	Rochem	Remote SCADA	Helped Rochem to remotely monitor their water treatment plant and manage configurations of PLC units. Provided preventive maintenance alerts to improve efficiencies
Fleet Management	Volvo	Fleet Management	Integrated GPS tracking with the Volvo truck controller to extract information about machine run/idle time, fuel consumption, alerts that helped customers of Volvo to monitor the utilization of their vehicles and track their location accurately. Get maintenance alerts based on engine run hours.
Packaging	ITW	Remote PLC Monitoring & Programming	Enabled ITW to provide remote service to their clients where they had to visit them to make changes to PLC programs or configurations based on customer needs. This resulted in reducing cost and improved resource utilization better. Customers of ITW could see huge TAT for resolutions.

M2M Solutions Market Opportunity

Market Opportunity			
Solution	Current Install-base	Growth Potential in next 2 - 3 years	Growth Potential in Mn. \$
Telecom Tower Monitoring Solution	350,000 Towers	500,000 Towers	\$780
Building Energy Management Solution	250 Mn. Sq. ft.	400 Mn. Sq. Ft.	\$4,000
ATM monitoring Solution	50,000 ATMs	100,000 ATMs	\$100



Thank You

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