

## Company Brief:

Husk Power Systems (HPS) is an innovative triple bottomline company that provides power to over 50,000 rural Indians in a financially sustainable, scalable, environmentally friendly, and profitable manner.



HPS installs and operates mini power plants in un-electrified villages in India. Currently, HPS operates 20 plants in Bihar, India, where it serves over 55 villages, an estimated 10,000 households and 100,000 customers.

HPS uses a biomass gasification based proprietary electricity generation process, wherein it converts biomass waste such as rice husks into electricity (3-phase, 220V AC, 50Hz) and distributes electricity directly to households and small businesses. HPS has demonstrated itself as a reliable power supply provider by maintaining an average uptime of ~95%.

HPS has successfully built a scalable platform in the rural Indian market, proven by 30 months of operating experience, plant installation rate of 1 per week, and an employee base of >80 people. Currently run by young, passionate and experienced management team with deep roots in India and a combined experience of over 35 years in leadership roles both in India and the U.S. (in companies like International Rectifiers, Intel Corp and Private Equity firms), HPS is funded by a great pool of strategic investors: Draper, Fisher & Jurvetson (DFJ), Cisco, Acumen Fund, Shell Foundation, LGT/DASRA, Bamboo Finance and Ministry of new and renewable energy.

During the next 5 years, HPS will expand its operations within India and install over 2,000 new power plants in U.P., Bihar, West Bengal, Uttarkhand, Orissa, Tamil Nadu, Andhra Pradesh and Maharashtra. By 2014, HPS will provide power to 1 million households and 10 million customers.

## Immersion Experiences:

Location: Rural areas (Adequate accommodation and transportation facilities provided by HPS)

Report to: Gyanesh Pandey, CEO

Department: Plant Operations, Auditing

Language Requirements: Hindi, comfortable with local dialects

What an intern will be immersing into will be the vast majority of our nation - a majority which has never been seen as a worthy consumer. Every moment spent amongst the vast masses is an experience, so very often an eye opening one. The common-intuition, bred to sustain urban values, falls flat in the rural settings. The experience to a newcomer is often that of a fight with the impossible. The method behind the madness takes time and patience to unravel but is worth all the frustrations of the process.

The interns will get to feel a working system for electricity generation and distribution and would be expected to produce new ideas to improve the processes and the systems. Our mini-power plants power 1-4 villages; 5-6 such plants make a cluster; 5-6 such clusters make a region.

[Note: HPS has offered three immersion experiences for the 2010 edition of the E4SI Fellowship. Applicants are invited to apply to one, two or all of them.]

### **HPS – A: Logistics/Procurement**

As Cluster Husk Delivery Scheduler, an intern will get to experience the logistics and management of husk procurement and delivery to different plants in a cluster. The work will involve: putting the past data together and understanding the present system, using the data to chart a cheaper and more efficient procurement and delivery structure. The work will have ample scope for innovation

### **HPS – B: Junior Engineer**

As Junior Engineer, Electrical/ Mechanical engineering students would be expected to take ownership of machine operations at two to three plants. This work exposes an intern to the machine and its operation and maintenance process. One of the key learning points of this experience would be respect for seemingly simple pieces of machine in today's hi-tech age.

### **HPS – C: Auditing**

As an Auditor, an intern would get exposure to the entire system and its functioning. The intern would study the practices and present observations with suggestions for improvements. This work will bring the intern in direct touch with the consumers and would be a very unique experience in understanding the patterns at the bottom of the pyramid.