



India Energy Storage Alliance

The India Energy Storage Alliance (IESA) was launched in 2012 by Customized Energy Solutions to promote Energy Storage and Micro grid technologies and their applications in India. IESA does this by creating awareness among various stakeholders to make the Indian industry and power sector more competitive and efficient, and by promoting information exchange with the end users to assist with more informed decision making. IESA also provides insights to technology developers and system integrators on the policy landscape and business opportunities in India through frequent interaction with key stakeholders. With response received from the storage industry across the globe, the IESA is quickly gaining a strong foothold across various stakeholders and technology providers.

IESA – Knowledge Partner Network

To further the growth of awareness about storage and the application of storage to solve electricity system problems, the IESA has also launched the Knowledge Partner Network (IESA KPN) for an open and transparent information exchange that will assist with decision making. Proactive Indian state owned utilities and regulatory commissions, statutory central government bodies like power research institutes, leading power transmission utilities, Special Economic Zone (SEZ)/ townships, telecom towers and infrastructure industry, industries (metals, petroleum etc.), storage supply chain vendors / manufacturers, universities / research groups, hotel groups and other key market participants in the storage arena are actively taking part in this alliance to broaden the vision and help realize the key goal of the IESA.

Strategic Partners

IESA is proud to have key strategic alliances for bringing together the leaders of global trade organizations.





IESA Activities

During last 1 year, we have focused on building a strong foundation for understanding the need for energy storage and microgrids in India. We have also focused on building relationships across the stakeholders through sharing of information of latest trends in technologies and applications as well as business models through direct one on one interaction with various policy makers as well as presentations at numerous national and international events. IESA has also increased awareness about the opportunities for integration of these technologies and the potential impact, across the globe by series of presentations at top international events including events organized by our strategic partners such as Electricity Storage Association, CNESA, USIBC, BVES, NAATBATT, NY Best, California Energy Storage Alliance and ISGF.

During this time, IESA has also compiled the most comprehensive assessment of market potential for energy storage and microgrid technologies in India for 2013-2020. This assessment takes into consideration the current opportunities as well as detailed overview of various growth scenarios and key government initiatives such as National Solar Mission and national Electric Mobility Mission. Our initial estimates suggest a 15-20 GW market potential for energy storage technologies for applications ranging from 5-10 kW for distributed telecom towers or residential backup systems to MW scale systems for C&I applications or even larger systems for renewable integration and ancillary services.

IESA Members

During past 6 months IESA has tremendous response from various stakeholders and has a growing list of members that have joined IESA- Knowledge partner Network. The IESA membership is diverse and includes manufacturers, academic / research institutions, technology and materials developers, start-ups, engineering firms, systems integrators, as well as large end-users.





IESA – Knowledge Partner Network Member Registration Form

IESA KPN Membership

- ☐ **Regular Membership** - Private companies, System integrators, Technology providers, C&I sector etc.
(Rs. 1,00,000 or \$2,000 / Year)
- ☐ **Special Membership** – Govt agencies, regulators, NGOs/ Social Enterprise, Academic/ Research groups
(Rs. 50,000 or \$ 1,000 / year)

IESA – KPN Member details:

Primary Contact Details:

Mr/Mrs/Dr/Prof: _____ First name: _____ Last name: _____

Job title/Position: _____

Organization name: _____

Address: _____

City: _____ State: _____

Zipcode: _____ Country: _____

Phone: () _____ Fax: () _____

Email: _____

☐ I agree to the full terms and conditions

Signature: _____ Date: _____

Contacts

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**CUSTOMIZED
ENERGY SOLUTIONS**



Aim of IESA KPN network is to help members understand the various energy storage technologies and applications. IESA team will work with various members to develop case studies to help KPN members make an informed decision on which technology, or combination of technologies to adopt for the most efficient and effective solution to their need. The key privileges and benefits include:

1. Participation in up to nine webinars per annum on highlighting various emerging and current proven energy storage technologies and subsequent discussions to analyse the best fit for their requirement.
2. Quarterly white paper on global best practices / case studies and successful implementations of various EES technologies.
3. Invited participation during the technology study tour and the annual IESA conference to have direct meetings with various leading technology providers from around the globe.
4. 10% Discount on participation, exhibiting and sponsorship opportunities during the IESA and strategic partner events.
5. 10% Discount on IESA published reports focusing on energy storage opportunities in various sectors.

Benefits of joining the IESA Knowledge Partner Network (IESA KPN)

You pay		
Annual fee	\$2,000	
You get		
Participation in the webinar for IESA KPN members	\$900	\$ 100 for each seminar, 9 seminars per annum
Quarterly white papers / Case Studies submitted to IESA KPN Members	\$1,000	\$ 250 for each white paper / Case Study
10% Discount on Participation in Technical tour being conducted by IESA	\$1000	Participation in appropriate round table discussions for exploring project / partnership opportunities
50% discount on two delegate passes for IESA annual conference	\$1000	2 X \$ 1000. This is an indicative price as per industry standards
5% discount on Exhibiting at IESA annual conference	\$250	The price for exhibiting is \$ 5000. This is an indicative price as per industry standards
10-20% discount while participating in any strategic partner events	\$250+	Depends on the nature and number of events participated
10 % discount on IESA published special reports	\$300+	Depends on the number of reports of interest to KPN member
Total direct Benefits	\$5,000+	IESA KPN Members save over \$3000