

We believe in investing in the future to remain one-up on our competitors - Mr Hartek Singh

Hartek Power Private Ltd is India's fastest growing and most admired Engineering, Procurement and Construction (EPC) Company. It has expertise in executing high voltage substation turnkey projects, roof top solar, electrical infrastructure projects and manufactures complete range of power distribution equipments and solutions for industrial & utility needs. Hartek Power's Chairman and Managing Director, Mr Hartek Singh, speaks to IEEMA Journal about on becoming a global leader in providing complete power distribution and sustainable power solutions

Please share an overview of your upcoming projects by your organisation.

Our project division recently prevailed over many well established players to bag a 113-MW substation order from a leading solar developer. These projects are spread across five states and will be executed by next year. We are also executing various state electricity board (SEB) orders and projects from independent power producers across the country worth more than Rs 60 crore. These projects are likely to be commissioned by next year.

What are the priority areas to focus on right now?

At Hartek Power, we always believe in investing in the future and working

towards the overall sustainability of the ecosystem. Having ventured into clean/renewable energy five years ago, we are going the extra mile to "connect solar to the grid" in land-based projects. So far, we have connected close to 150 MW of solar power to the grid via substations and transmission lines. We are poised to add to this another 130 MW by March 2016.

We are also focusing on the rooftop solar market and have executed 3-MW rooftop projects so far. We are taking this market very seriously as it holds immense potential for growth and offers endless opportunities to emerging players. We also believe that rural electrification holds the key to the overall development of the country. Our focus is on adding value to this segment with our vast experience in power systems, thus contributing to the larger cause of nation building.

What are the projects in pipeline?

Hartek Power has been awarded complete turnkey substation orders up to 132 kv voltage class for close to 150 MW of solar projects at seven locations across the country. We are also executing complete turnkey 220 Kv and 66 Kv projects for various state electricity boards across India.

Please share your expansion plans for near future?

Since its inception about 25 years ago, Hartek Group has always believed in doing business with a focused strategy. This is the reason

why today we are one of the leading power solution providers in the country in the power transmission and distribution value chain. We believe that clean energy is the future. Since smart grids will make all the difference in times to come, we will use our core expertise in the domain to connect clean energy to the grid. The government's ambitious solar power generation target of 100 GW by 2022 is an indication of the huge growth this sector is poised for in coming years. Having entered into a technological tie-up with Schneider Electric three years

ago for manufacturing medium-voltage panels up to 33 kv, we are planning to increase the number of products as well as our production capacity in years to come.

What are the challenges if any faced by your organisation as well as by the sector currently?

Power/energy is the basic raw material required for any infrastructure growth. India being one of the fastest growing construction economies in the world, electricity will always be central to its needs. In the past decade or so, there has been a lot of private investment in the generation space, resulting in many new power plants, especially by private developers. But some challenges remain. For instance, the delays in approvals and other procedural delays affect the timelines of projects. We believe that India can call itself truly developed the day the entire rural India starts getting 24x7 electricity. The government has come up with many big plans for rural electrification, but what is required is time-bound implementation. It has taken many proactive steps, which will show positive results in the near future.

Where do you see your company in the next five years?

Hartek Group has always believed in doing focused business. As a result, we are one of the leaders in our domain. The next five years will be very crucial for the power sector in India. The kind of push the government is giving to clean and renewable energy and the kind of investments that are coming in, we are certain that clean energy will soon be the prime driver of the power industry's growth. We hope to cash in on this growth and capture a respectable market share in the domain. We also believe that technology will play a vital role in power systems and, eventually, smart grids and smart cities will be the future. We, at Hartek Power, have always believed in investing in the future to remain one-up on our competitors. ■

