

*Want your factory to be a*



*Start with...*

## **SEE Tech's Energy Efficient Motor Program**

**(With Guaranteed Savings)**

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### **Retrofitting EE Technologies**

SEE Tech Solutions, an Energy Service Company (ESCO) is committed to deliver you reduced carbon footprints & profits together in most optimal way the EE (Energy Efficient) Technologies. Here are some of the EE technologies that we are enabling for our customers:

- EE Motors IE-4 & IE-5 (direct mounting & RPM control)
- Servo Motors for hydraulic applications
- EE Pumps
- EE Blowers
- EC Fans & Plug Fans in AHUs
- Localizing or centralizing the utility (Boiler, Hot Water, TFH, Compressed Air, Water Pumping, Hot Air, Dust Collectors, Man-cleaning & others)
- Compressed Air Heat Recovery
- Chiller & Package ACs Performance Improvement (Advance Controller, ATCS, CTI approved CT, Evaporative Condensers & others)
- Chiller Replacement
- CT Retrofits
- Fuel shift for higher Rs/kCal in Driers, Ovens & Furnaces
- EE Insulating paints
- Heat Pumps for hot water
- Heat Pumps (High temperature process applications, 60 to 90<sup>0</sup> C)
- APFC
- SaveIT for Energy Monitoring
- LEDs
- Lighting design for factories
- Other EE Retrofits

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### *1. Benefits to Customers:*

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1. Get savings up to 5% to 23% of the motor input KW or payback period up to 24 months in many cases (Ref: details in item 4)
  2. Financially feasible options for adaptation of IE4 & IE5 motors
  3. Motor & VFD Warranties up to 3 years
  4. EMI or Leasing options available (Subject to terms of the leasing/financing company)
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### *2. Terms of The Program:*

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1. The project will be executed on a turnkey basis with guaranteed savings.
  2. All the motors, pulley, belts & VFD (if required) are selected, sized, and supplied by SEE Tech to achieve the guaranteed minimum savings of 5% to 23% of the motor input KW or payback period of 24 Months in many cases.
  3. All the motors & drives supplied by SEE Tech will have 3 years of warranty against any manufacturing defect from the date of supply.
  4. If the minimum guaranteed savings are not delivered then, SEE Tech will take back the motor & VFD (supplied by us) and refund the amount towards the same.
  5. SEE Tech may arrange the finance (at interest) for the project (if needed). This depends on the borrower and the policies of financiers.
  6. Demonstration of the guaranteed savings by comparing the motor input power (KW) before (existing motor) and after (New EE motor IE-4 or IE-5) as per the table below.
  7. Working hours per year of the motors will be agreed upon and prefixed.
  8. SEE Tech will take the old motor at buyback/scrap value.
  9. IE4 & IE5 motors make will be Bharat Bijlee, CG or Matel or SEE Tech.
  10. VFD make will be CG or Amtech or ABB or Schneider.
  11. Our responsibility is limited up to the equipment supplied by us, demonstrating the guaranteed savings at the time of installation (only) and the warrantee (as specified). There is no other liability on us of any kind.
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### *3. Exclusions:*

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1. Any motor foundation modification or fabrication
2. Any coupling, flange or hardware required for installation of Motor & VFD
3. Any Civil, POP & painting work, if any
4. Storage space for the Motors, Pulley & VFDs
5. Installation, mounting & electrical connections of Motors & VFDs
6. Enclosure for the VFDs

#### 4. Investment Vs Returns from SEE Tech's Energy Efficiency Motor Program

##### Option A: Energy Efficient Motors (IE-4)

Sr	Motor Size, KW	Investment of EE Motor (IE 4), Rs. <sup>1</sup>	Investment of EE Motor (IE 4) + VFD, Rs. <sup>1</sup>	Minimum Guaranteed Saving, %	Annual Savings, Rs. <sup>2</sup>
1	0.75	16,389	34,553	18%	10,052
2	1.1	18,014	36,179	18%	14,743
3	1.5	20,454	38,618	18%	20,104
4	2.2	30,375	48,539	13%	21,296
5	3.7	33,210	54,050	13%	35,815
6	5.5	44,550	67,516	13%	53,239
7	7.5	54,000	83,024	10%	55,845
8	11	89,100	1,23,927	10%	81,906
9	15	1,10,025	1,54,039	8%	89,352
10	18.5	1,32,975	1,88,653	8%	1,10,201
11	22	1,51,875	2,12,113	8%	1,31,050
12	30	2,22,656	3,33,356	5%	1,11,690
13	37	2,56,500	3,83,173	5%	1,37,751
14	45	2,83,500	4,19,997	5%	1,67,535

<sup>1</sup> Minimum Guaranteed Savings of 5% to 18% or Payback of 24 Months in many cases

<sup>2</sup> Minimum Guaranteed Savings of 5% to 18% Savings with 24 hours working per Day & Rs. 8.5/unit rate

##### Option B: Energy Efficient Motors (IE-5)

Sr	Motor KW	Investment of EE Motor (IE 5) <sup>3</sup>	Investment of EE Motor (IE 5) +VFD <sup>3</sup>	Minimum Guaranteed Saving, %	Annual Savings, Rs. <sup>4</sup>
1	0.75	20,155	39,665	23%	12,844
2	1.1	21,605	41,115	23%	18,838
3	1.5	21,605	41,115	23%	25,689
4	2.2	31,755	51,265	18%	29,486
5	3.7	42,050	64,434	18%	49,590
6	5.5	65,250	89,917	18%	73,715
7	7.5	72,500	1,03,674	15%	83,768
8	11	1,45,000	1,82,407	15%	1,22,859
9	15	1,56,757	2,04,031	13%	1,45,197
10	18.5	2,12,063	2,71,865	13%	1,79,076
11	22	2,38,336	3,03,036	13%	2,12,956
12	30	3,05,225	4,24,125	10%	2,23,380
13	37	3,72,114	5,08,171	10%	2,75,502
14	45	4,39,004	5,85,612	10%	3,35,070

<sup>3</sup> Minimum Guaranteed Savings of 10% to 23% or Payback of 24 Months in many cases

<sup>4</sup> Minimum Guaranteed Savings of 10% to 23% Savings with 24 hours working per Day & Rs. 8.5/unit rate

##### Notes:

1. Above rates are for 4 pole motors and excluding GST. Validity of the rates are up to one month from the date of Issue of this offer.
2. Details for EE motors above 45 KW & flame proof motors are provided case specific.
3. In case of IE5 Motors existing VFD can be used if it has PMS compatibility function.

## 5. Timelines

Supply of the motor will take 10 to 12 weeks from the date of receipt of advance.

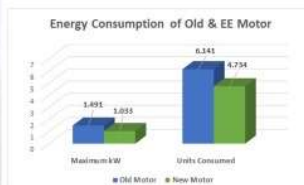
## 6. Payment Terms

50 % advance & 50% before dispatch of motors.

## 7. Results delivered from SEE Tech's Energy Efficiency Motor Program



### SEE Tech's Energy Efficient Motors Program

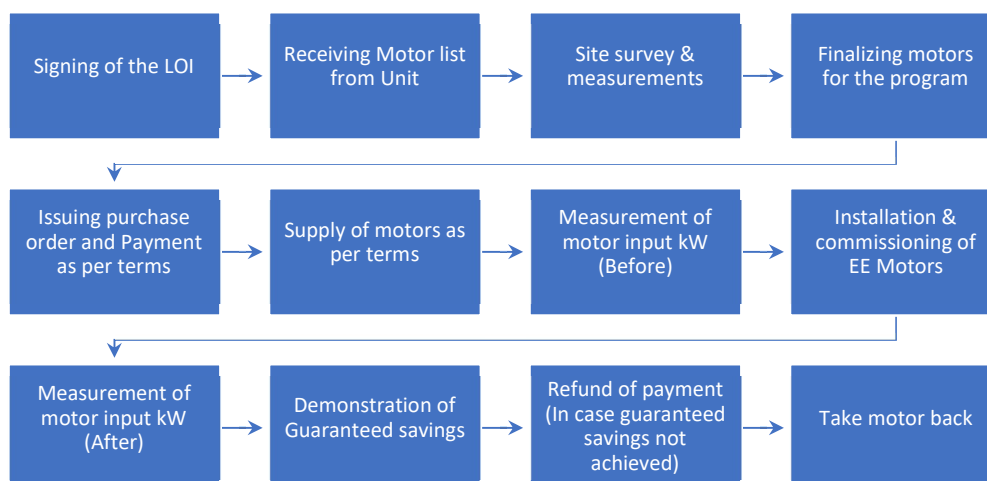


- ✓ Savings = 22.91%
- ✓ Units Saved/Year = 1,876
- ✓ Rs. Saved/Year = 18,197
- ✓ Payback (Max) = 18 months

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## 8. Steps to Implement the Program



## 9. SEE-Tech's & Client's Role in Implementing the Program

Sr.	Activity	When	Role of SEE Tech	Role of Client
1	Assessing & providing guaranteed savings as per the program	Before signing the contract, that's our offering	By SEE Tech	
2	Issuance of LOI	After understanding our program offering		By Client
3	Data on motors as required	Before signing the contract		By Client
4	Signing the Contract/PO	Before project execution	By SEE Tech	By Client
5	Payment as per contract terms	Advance & before dispatch of motors		By Client
6	Site Visit (for Installation Planning)	After receipt of Advance	By SEE Tech	
7	Procurement of Motors & accessories (SEE Tech: Motors & VFD Client: Cable, switchgear, foundation if any & other requirement of motor installation) as per the agreed terms of the contract	After receipt of advance	By SEE Tech (Motors & VFD)	By Client (Other items)
8	Supply of Motors	Within agreed time as per the contract (usually up to 12 weeks from receipt of Advance)	By SEE Tech	
10	Unloading & Safekeeping of motors & accessories	After receipt of motors		By Client
11	Installation of Motors	Within agreed time as per the contract	By SEE Tech – Supervision (if required)	By Client - Installation
12	Points mentioned in item 3: Exclusions	As and when required		By Client
13	Required timely shutdown	Within agreed time as per the contract		By Client
14	Baselining & post project measurement (for delivery of guaranteed savings)	Before and after the installation (SeeTech/Client to provide and use measuring instrument)	By SEE Tech (joint activity)	By Client (joint activity)
15	Providing Warrantee (3 years) as per the contract	3 years from installation	By SEE Tech	
16	Six monthly check-ups	As per the contract terms	By SEE Tech	

## 10. Get Connected with us

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