



# **VARISTOR TECHNOLOGIES PVT. LTD.**

## **COMPANY PROFILE**

Founded in 2016 by NIT Alumni



# FOUNDERS PROFILE

- Subham Charan (Founder, CEO and Director (Right)) and Akshaya Kumar Gupta (Co-Founder and COO)
- Are alumni of NIT Meghalaya with Bachelor Degree in Electrical and Electronics Engineering.
- We have 8+ years experience in Fire Safety , Renewable Energy , e-commerce, retail, manufacturing, education, Real-estate, NGO, Information Technology, Talent Acquisition, Cloud Computing, and many more.
- We are young Entrepreneurs with tons of knowledge with new age technological problem solving ability.



# OUR SERVICES



## SOLAR INDUSTRY

- We are India's biggest online marketplace for solar products and services. We connects customers with top brands, manufacturers, dealers, and distributors of solar solutions. SolarClue offers a wide range of solar products such as solar water heaters, solar panels, solar inverters, solar batteries, and more
- We are fast-growing company that provides solar design and engineering services for utility scale and rooftop solar plants. Have a team of professional and experienced engineers who deliver innovative and robust designs with quality and accuracy. Varistor Solar also offers operation and maintenance services for solar



## FIRE SAFETY INDUSTRY

- We are Varistor Technologies Pvt. Ltd., which is one of the innovative firm in the sphere of Fire Fighting Equipments and consulting services. By keeping the fire security concern of our Society, We VariEX® where all our products are ISI marked and CE approved, VariEX® is binding for this planet to give our unsurpassable products/services which cover safety, security, and protection which will assist human being & environment. VariEX® is also involved in the designing and execution of complex, advanced commercial and industrial related Fire Protection Systems, Low Current Systems like Fire Alarm Systems, Public Address two-way communication systems, Fire Hydrant System and Smart Fire fighting System.

# FIRE SAFETY SOLUTIONS



## FIRE EXTINGUISHERS

ABC, CO2, Mechanical Foam  
Water, K Type etc



## FIRE ALARM

Conventional, Addressable, Stand  
Alone



## HYDRANT SYSTEM

High class hydrant system,  
sprinkler system



## SAFETY PRODUCTS

Signage Boards, Fire Buckets, First  
Aid, etc



# SOLAR SOLUTIONS



## SOLAR WATER HEATER

Mercury is the closest planet to the Sun and the smallest of them all



## SOLAR POWER SYSTEM

Venus has a beautiful name and is the second planet from the Sun



## HEAT PUMPING SYSTEM

Earth is the only planet that harbors life in the Solar System



## SOLAR LIGHTING SYSTEM

Mars is actually a cold place. It's full of iron oxide dust



## SOLAR MAINTENANCE

Jupiter is a gas giant and the biggest planet in the Solar System



## ENERGY STORAGE

Saturn was named after the Roman god of wealth and agriculture

# WHERE IT CAN BE INSTALLED ?



RESEDENTIAL SOLAR



COMMERCIAL SOLAR



EDUCATIONAL INSTITUTIONS



HOSPITALS



Parking

# TYPES OF SOLAR SYSTEM

## ON-GRID TYPE

### **During Day:**

1. Generates Electricity
2. Generated Electricity -> Loads
3. Generated Electricity -> Sell DISCOM

### **During Night:**

1. Power Will come from DISCOM

End of the month Calculations and based on that bill will come

### **Merits:**

1. 90% Clients use
2. 100% electricity utilization
3. Cost Effective (No Battery)
4. Extra Electricity is sold
5. Can Handle any load

### **Demerits:**

1. No DISCOM, NO Power

## OFF-GRID TYPE

### **During Day:**

1. Generates Electricity
2. Generated Electricity -> Loads
3. Generated Electricity -> Save Battery

### **During Night:**

1. Battery - > Loads
2. If Battery Backup Gone -> DISCOM

End of the month Calculations and based on that bill will come

### **Merits:**

1. 2-3% Clients use(Remote Location)
2. If DISCOM failure , Battery Available

### **Demerits:**

1. No Power Selling
2. Bill cannot become zero
3. Can Handle any load

## HYBRID TYPE

### **During Day:**

1. Generates Electricity
2. Generated Electricity -> Loads
3. Generated Electricity -> Battery
4. Generated Electricity -> Sell DISCOM

### **During Night:**

1. DISCOM -> LOAD OR
2. Battery ->LOAD

End of the month Calculations and based on that bill will come

### **Merits:**

1. 8% Clients use
2. 100% electricity utilization
3. Extra Electricity is sold
4. Can Handle any load

### **Demerits:**

1. Higher cost

# TYPES OF SOLAR STRUCTURE



For Sheet/Asbestos



Flat RCC Roof (Elevated)



Ground Mounted



Flat RCC Roof (Non Elevated)



# SOLAR POWER SYSTEM ROI

**Sanctioned Load & Solar System Details**

Slab No.	Sanctioned Load (kwatt)	Units	Rates	Sanctioned Load (kwatt)	Units	Rates
Slab 1	400	136375	6.9	400	136375	6.9
Slab 2						
Slab 3						
Slab 4						

**Consumed Units** 136375  
**Installed Capacity** 400  
**Project Cost** 13007100

**Sanctioned Load (kwatt)** 400  
**Units** 136375  
**Rates** 6.9  
**Sanctioned Load (kwatt)** 400  
**Units** 136375  
**Rates** 6.9

**Fixed Charges** 153000  
**FAC** 10910  
**TAX** 84688.875  
**Other Charges** 18167  
**Total Bill** 1207754

**Fixed Charges** 153000  
**FAC** 6590  
**TAX** 51154.88  
**Other Charges** 12000  
**Total Bill** 779132.4

**Conclusion**

Savings/ Month	428622
Pay Back (Months)	30.35
Pay Back (Years)	2.53

**Benefits**

- Returns within 3-5 years
- GST Benefit 12%
- Accelerated Depreciation Benefit of 40%
- Warranty : 30 years on panels
- Life : More than 30 years

Before Solar				After Solar			
Sanctioned Load (kwatt)	400	Units	Rates	Generation Per Month	54000	From Bescom	82375
Consumed Units	136375	Slab 1	136375	Slab 1	82375	6.9	568387.5
Installed Capacity	400	Slab 2		Slab 2			
Project Cost	13007100	Slab 3		Slab 3			
		Slab 4		Slab 4			
		Fixed Charges	153000	Fixed Charges			153000
		FAC	10910	FAC			6590
		TAX	84688.875	TAX			51154.88
		Other Charges	18167	Other Charges			12000
		<b>Total Bill</b>	<b>1207754</b>	<b>Total Bill</b>			<b>779132.4</b>

Consumption From Bescom After Solar

Approx Bill After Putting Solar

## Benefits

- Returns within 3-5 years
- GST Benefit 12%
- Accelerated Depreciation Benefit of 40%
- Warranty : 30 years on panels
- Life : More than 30 years

# SOLAR WATER HEATER SOLUTIONS



10,000 LPD



6000 LPD



4500 LPD



2000 LPD



6000 LPD



3000 LPD

# HEAT PUMPING SYSTEMS



5000 L Heat Pump



32000 L Heat Pump



3000 L Heat Pump



25000 L Heat Pump

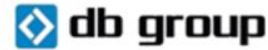
# SOLAR WATER HEATER VS HEAT PUMP

Sl.No	Point of Comparison	Solar Water Heater	Heat Pump
1	Place of Use	Residential , Commerical	Residential , Commerical
2	Style of Working	Completely Renewable , Direct Heating	Partial Renewable, Indirect Heating
3		Sun rays will hit the solar tubes /Solar panels and it will become hot. Cold water is passed via these and thus the water becomes hot	Heat Pump soaks the heat from the atmosphere, compress it and make it a hot gas. Gas is then released to heat pump tank
	Generation	Fixed Capacity	Can Generate 4-5 times its capacity
4	Working Days	250 -300 Days	365 days
5	Working Time	During Day	24 x 7
6	Heating Speed	6 Hours of Sunlight	3-5 hours Depends on compressor

# A PICTURE IS WORTH A THOUSAND WORDS









04

## OUR PROJECTS





# PROJECTS SHOWCASE



# PROJECT SHOWCASE



# PROJECT SHOWCASE



Sl. No.	Year	Project	Name of the Client	Sector	Location	Scope of Service	Systems	Contract Price in Rs.
1	2018	BDA	Maveric Holdings & Investments Pvt Ltd	Residential	Gunjur, Bengaluru	Supply, Installation, Testing & Commissioning.	Fire Fighting System	15 crore 46lakh 32 lakhs
2	2018	Omax	Omax Autos Ltd.	Factory	Jigni, Bengaluru	Supply, Installation, Testing & Commissioning.	Fire Hydrant System Fire Hydrant System	49.5 lakhs 18.7 lakhs
3	2020	Healthium	Healthium Medtech. Pvt Ltd	Medical instrument	HEALTHIUM MEDTECH PVT. LTD, PEENYA & KUNIGAL	Supply, Installation, Testing and commissioning	Fire Fighting & Safety Systems	83 lakhs 1.3 crore 13.2 lakhs 18.6 lakhs 24.3 lakhs 22.6 lakhs 17.24 lakhs 12 lakhs 13 lakhs
5	2020	Total Oil	TotalEnergies Marketing India Private Limited.	Oil Industry	Bangalore and South	Servicing & Refilling of Fire Extinguisher	Servicing & Refilling of Fire Extinguisher	35.2 lakhs
6	2021	BIAL Airport	Kempegowda International Airport Bengaluru	Airport	BIAL Airport, Bengaluru	Supply, Installation, Testing and commissioning	FE, FHS, FAS	1.84 crore
7	2022	AB MAURI INDIA PVT LTD.	AB MAURI INDIA PVT LTD.	Food	Bommasandra	Supply, Installation, Testing and commissioning	Supply, Installation, Testing and commissioning	28.6 lakhs
8	2019 - 22	UDAAN	Hiveloop Logistics Private Ltd.	Warehouse	PAN India	Supply & Installation of Fire Extinguishers	Fire Extinguishers	Rs. 2 .6Cr.
9	2021	Jyoti	Jyoti Ltd.	Factory	Vadodara,Gujrat	Supply & Installation of Fire Extinguishers	AAAA, Clean agent, CO2 & DCP Fire Extinguisher	Rs. 15.40 Lakhs
10	2021	GRAAM	Grassroots Research & Advocacy Movement (GRAAM)	School	Hebbal, Mysore	Supply & Installation of Fire Extinguishers	ABC & CO2 type Fire Extinguisher	Rs. 6.32 Lakhs
11	2021	Janapriya	Janapriya	Commercial Building	Hoodi, Bengaluru	Supply & Installation of Fire Extinguishers	ABC & CO2 type Fire Extinguisher	Rs. 5.27 Lakhs
13	2020	BMTC	Bangalore Metropolitan Transport Corporation	Transport	Shantinagar, Bengaluru	Servicing & Refilling of Fire Extinguisher	Servicing & Refilling of Fire Extinguisher	Rs. 8.32 Lakhs
14	2020	Dtwelve Spaces Pvt Ltd	Dtwelve Spaces Pvt Ltd	Service Sector	Bengaluru	Supply & Installation	Fire Extinguishers	Rs. 25.6 Lakhs
15	2020	Aditya Birla	Aditya Birla Fashion and Retail Limited	Commercial	Bangalore	Servicing & Refilling of Fire Extinguisher	Servicing & Refilling of Fire Extinguisher	Rs. 32.5 Lakhs
16	2022	Starbucks Ltd.,		Food	PAN India	Fire Fighting Equipments		Rs. 45 lakhs
17	2022	Elastic Run		Transport	PAN India	Fire Fighting Equipments		Rs. 60 lakhs
18	2023	Ram IT Services	0, Rambari Dasiya,Bansi Road,Rodhouli Basti, Rodhouli Basti, UttarPradesh 272151			Fire Fighting Equipments		Rs. 33 lakhs



Sl. No.	Year	Name of the Client	Sector	Location	Scope of Service	Systems	Contract Price in Rs.
1	2018-2020	L&T Construction	Solar Panels	Bangalore	Apartments	85 kwatt	80 lakhs
2	2018	Tophy Tech Ltd	Solar Panels	Bangalore		120 kwatt	65 lakhs
3	2018	Symphony Retail	Solar Street Light		Company	75 steet Lights	16 lakhs
4	2018	Omax India	Solar Street Light	Bangalore	Company	200 Street Lights	35 lakhs
5	2019	Nagaraj Shivratri	Solar Panels	Hyderabad	Company	45 kwatt	19 lakhs
6	2020	Aptamitra Consulting Pvt Ltd	Solar Panels	Hyderabad	Company	380 kwatt on Grid	2.1 crore
7	2020	MJR Pearl	Solar Panels	Bangalore	Apartments	80 kwatt	45 lakhs
8	2021	GRAAM (NGO)	Solar Street Light	Kolar, hassan , Mysore	Schools	180 Number Street Light	26.5 lakhs
9	2019-2021	Mahendra Pal	Solar Water Heater	Haryana	7 hospitals in Haryana	28000 LPD	42 lakhs
10	2022	Indian Army (jammu)	Solar Water Heater	Kashmir	Army	18000 LPD	21 Lakhs
11	2022	Mantri Apartments	Solar Water Heater	Chennai	Apartments	9000 LPD	18 lakhs
12	2022	Thimmappa Industries	Heat Pump System	Chennai	Company	12000 L	21 lakhs
13	2023	Shriram Whitehouse	Solar Panels	Gwalior	Company	175 kwatt	89 lakhs
14	2023	L&T Construction Delhi	Solar Panels	Delhi	Company	330 kwatt	1.6 crore
15	2023	SNN Raj	Solar Panels	Erode	Apartments	230 kwatt	1.2 crore
16	2023	Mantri Apartments	Solar Panels	Bangalore	Apartments	80 kwatt	49 lakhs





# THANKS!

## THANK YOU FOR YOUR TIME

akshaya@varistor.in

+91- 7829889111

[www.varistor.in](http://www.varistor.in) , [www.variex.in](http://www.variex.in), [www.solarclue.com](http://www.solarclue.com)

