

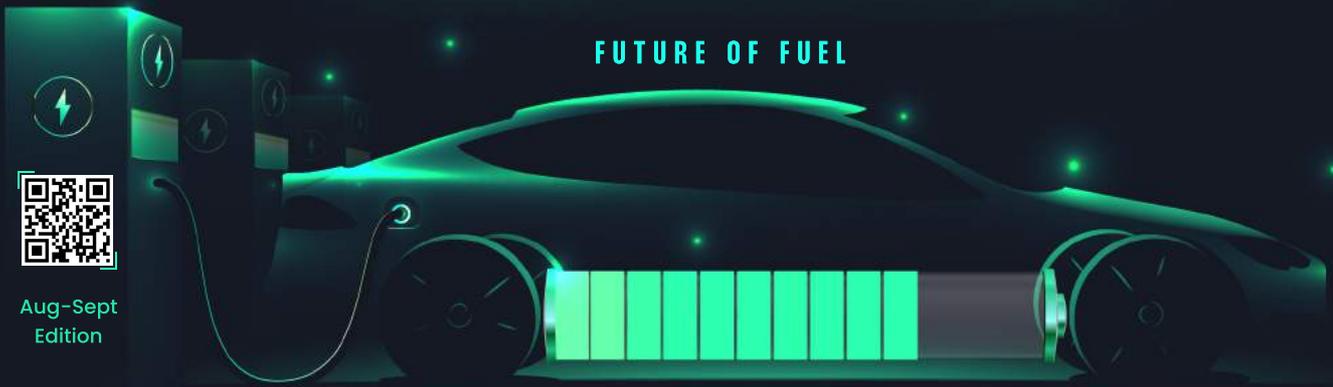
# Indianpreneur



## INFLUENTIAL INDIANPRENEURS

To Watch In *EV Era 2022*

FUTURE OF FUEL



Aug-Sept  
Edition

**TATA MOTORS**  
Connecting Aspirations



ME



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# Indianpreneur

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## INFLUENTIAL INDIANPRENEURS

To Watch In EV Era 2022



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# Editor's Choice

EV — THE BEGINNING OF A NEW ERA

The automobile industries across the world are experiencing the beginning of an era in form of EV, also known as the electric vehicle. The rapidly upgrading technology has introduced to us vehicles that run on electricity, which means most parts of the vehicle's functions are on electric energy. With the everyday increasing price of fuels, electric vehicles have gained acknowledgement in the market as well as among customers.



With EV rapidly gaining its popularity worldwide, a lot of automobile industries from different parts of the world are bent to launch their own electric vehicles. India being one of the leading manufacturers of automobiles has also set its foot on the world of EV.

The Indian automobile industry is already into the game with different companies launching their electric vehicles. Several brands like TATA, Mahindra, which are household names in the country, as well as newcomers such as Ather Energy and Okinawa which are household names in the country, as well as newcomers such as Ather Energy and Okinawa, have successfully launched their models. More brands such as Maruti Suzuki, Yamaha, and Honda are also expected to join the bandwagon soon. Until then, here's a quick look at some of the top electric vehicle companies excelling across two-wheeler and four-wheeler segments in India now.

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# **INFLUENTIAL INDIANPRENEURS**



*To Watch In **EV Era 2022***



Dhruv Thakkar  
Co-Founder At EVINDIA



Pune, India

**About Company:**

Propagating The EV Thought In India, Cost Effective Mobility Solution For Future Generations That Has Cleaner Environment.



Rupesh Kumar & Vikrant Aggarwal  
**EVI Technologies**



<https://evitpl.com/>

New Delhi, India

**About Company:**

EVI Technologies Is Having Comprehensive Capability In All Facts Of Electric Vehicle Charging Stations Namely, Site Selection, Design, Manufacture, Installation, Operation, Maintenance And Up Gradation Of Electric Vehicle Charging Stations.

FUTURE OF FUEL



Akshay Shekhar & Vaibhav Tyagi  
**Kazam**



<https://www.kazam.in/>

Bangalore, India

**About Company:**

Kazam Is Creating An Ecosystem In The Electric Vehicle (EV) Space:

- Super App For All Charging Needs Of An Individual Driver (Fueling Marketplace Of EVs)
- Agnostic ERP Software For Organizations To Manage Any Charging Hardware To Control, Assess, Analyze & Manage CPs & Fleets
- Create Micro Entrepreneurs, Who Can Own Plug And Play Charging Stations, Which Are IoT Enabled For Unmanned Management And Monetization Of Energy & Parking Space.



SHASHANK ARUN & SUNKARA  
PANKAJ  
**P&D Global**



<https://www.pdglobal.in/>

New Delhi, India

**About Company:**

P&D Global Is A EV Infrastructure Service Provider Since 2019 In Different Cities, We Have Our Offices In 16 States Of India Which Is Our Core Strength Also With Well Trained Engineers And Technicians.



Varun Chaturvedi  
**VOLTTC**



<https://volttic.com/>

Noida (UP), India

**About Company:**

VOLTTC Is One Of The Leading EV Charing Infra Service Provider At India With Installation Base Of More Than 400+ EV Charge Points Across Geography. Established In 2017 Running EV Charging Stations PAN India.



**Dhruv Thakkar**  
Co-founder at **EVINDIA**

He is a 23-year-old Entrepreneur who started as a Freelance Digital Marketer, then co-founded a Digital Marketing Agency, and now an EV Entrepreneur. He started as a Marketer who believes in creativity and Innovation.

Dhruv has always had a passion for Startups worked with a few startups for Marketing strategies, business strategies, and implementation. Worked with 150+ Clients Nationally & Internationally in Industries like Real Estate, Medical & Healthcare, E-Commerce, Clothing & Apparel, Import-Export, Startups, Information Technology & Manufacturing. From marketing strategy to implementation to optimized results, Agency Life has always motivated me to do more.

Being an EV Enthusiast and inclined towards Greener Future, he got an opportunity to build a startup; one of a kind Social Commerce Platform for the EV Industry.

Passionate about Startups, life has led him to EVINDIA, starting from Marketing to Business strategies, choosing Entrepreneurship Development Institute of India as his Post Graduate College. EVINDIA working towards bridging the gap between Ambiguous and Ambitious Market in EV Industry has become my life's mission.

## What inspires you to get into this EV world or how did this idea come to you?

Electric Vehicles as technology is fascinating, and being an early tech adopter, I have always wanted to try new technologies. When I started researching EVs in Ahmedabad, it was so confusing and cumbersome process that I came to know that there are no EV dedicated platforms in India which gives relevant information.

Fortunately, I met the other co-founders with whom I have already worked for Gujarat Govt and we came up with this idea of Social-Commerce platform for Electric Vehicles in India.

## How is your journey so far with EV India?

Like any startup journey, we saw many ups and downs but are happy that we have an EV Community to be with and associated Dealers. EVINDIA's journey has been a roller coaster ride, experimenting with different business models, meeting, and pitching to investors. It started with Zero employees and now growing and expanding in different cities.

## What product/service(s) do you offer?

- We offer relevant information about Electric Vehicles in INDIA on our website.
- We offer different Digital Solutions to EV Dealers in India.
- We offer lead-based and commission based model to dealers.
- One Stop Solution for EVs

## What is your future plan for your company and what more are you planning to offer your clients in the coming future?

- EVINDIA will become a platform where EV owners and prospective EV Buyer can interact and every prospect EV buyer will make the decision on evindia.
- We are planning to improve the eco-system for EV industry by improvising viable business models for dealers and OEMs.

 **Do you face any challenges in adopting EV-like charging infrastructure, chip shortage, battery shortage etc?**

Production and demand are not fulfilling, customers are looking for EVs but high waiting period disturbs their plan.

 **According to you what challenges will be there for an Indianpreneur to expand this EV business globally?**

- Viable business model and relevant user feedback.
- There is not enough feedback on EVs from consumers and hence INDIANPRENEURs are not having enough data on what is required and what to deliver.

 **What keeps you motivated in the entrepreneurial journey of yours.**

The thrill and way to success. Being marketing enthusiast and startup enthusiast everyday at work feels like motivating factor, where It is upon me, how to make the day better for my startup.

**“ If my life were a car, steering would be my passion for marketing, and the gear would be *my entrepreneurship spirit.* ”**

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**Rupesh Kumar**  
**CEO**



**Vikrant**  
**Aggarwal**  
**COO**



**Rahul Soni**  
**Head Projects**

## **What inspires you to get into this EV world or how did this idea come to you?**

One of the biggest problems that India faces now is pollution and urban mobility. Millions of gas-guzzling vehicles are clogging our roads and polluting the air. The solution lies in electric vehicles (EVs). The biggest problem is charging infrastructure for EVs and Batteries are expensive and account for almost 60% of a vehicle's costs. Swappable batteries are an option, but they require ubiquitous charging and swapping points. The government cannot rapidly set them up across the country and private players find the costs humongous.

The answer, I believe, lies in our EOFO (EVIT owned Franchisee Operated) model. It will empower millions of entrepreneurs to set up private, for-profit charging stations. If we set the right policy, we can have electric chargers in every nook and corner of the country. These Franchisee, or public charge offices, would have batteries to swap, a bank of chargers to charge them with, and refreshments while we wait. They could be e-commerce package drop points, biometric facilities for Aadhaar, and a bunch of other services. But, primarily, they would charge EVs with clean electricity—some coming from the grid, some perhaps from solar power generated locally. Mobile phones will come in, to help—with apps to schedule our charging time and help pay for it.

Most importantly, these EV charges/ Swapping stations will give millions of our educated jobless youth an opportunity to make a decent living

## How is your journey so far with EVI Technologies?

Co-founders of EVI Technologies joined hands to make products related to Electric Vehicle in the year 2016 at IITD campus. At that time, the team decided that there will be EV market in the country by 2019 and for that EV charger presence should be present. Initially, designed and PoC was done on the theoretical side and then practically, while one co-founder, **Rupesh** was doing his master thesis in Germany under DAAD program through IIT Delhi.

Here, lot of experience was required to convert this idea into reality, where co-founders experience helped, **Vikrant** worked in power sector for almost 5 years (Enviro Group & Jaypee Group, Project Cost was Rs 13,000Cr) where he learned so many things related to power systems and its design and engineering with hardware understanding and Rupesh, handled project contract and management part in power sector for almost 3 years (Jaypee Group, Project Cost was Rs 18,000Cr), helped them to make right decision on right time. Other co-founder, **Rahul** also had experience of almost 1 year in electronic systems.

Team made a full proof plan (technical) before presenting the idea to incubation centre (Electropreneur Park), Initially, they were rejected due to non-existence of EVs at that time and business model was not supporting as there were less customers in the market (only electric rickshaws were present in the market at that time).



Later due to strong technical capability & profile, they got chance to prove their talent by getting pre-incubation and show prototype of EV charger within 3 months. At that time, they invested themselves in the development while sitting at incubation centre and made the first prototype in 1.5 months only and got incubation. After incubation, start-up worked on product side for few months and converts the prototype in to market product.



## **What product/service(s) do you offer?**

EVI Technologies are providing public chargers, home chargers and battery swapping infrastructure.

## **What is your future plan for your company and what more are you planning to offer your clients in the coming future?**

Currently, EVI has installed 400 EV chargers in different cities which includes Delhi-NCR, Rampur(HP), Patna, Ranchi, Raipur, Dantewada, Hyderabad, Thane, Madurai, Trivandrum, Chennai, Ahmedabad, Bhopal, Haldwani, Rudrapur, Agra, Meerut, Lucknow, Sonipat, Kanpur etc

This year EVI planned to install chargers as per below plan;

1st phase (Apr22-Sep22): Plans to install 180 charging points in Delhi, Uttrakhand, Uttar Pradesh and Bihar

2nd phase(Oct22-Mar23): Plans to install 240 charging points in Delhi, Maharashtra etc.

## **Do you face any challenges in adopting EV-like charging infrastructure, chip shortage, battery shortage etc? Explain**

Factors such as the growth of the EV market and variation in charging loads have accentuated the need for standardization of EV charging technology. Certain EV charging stations may only be compatible with a certain type of voltage. Governments need to standardize charging infrastructure for the development of a favorable ecosystem and increasing sales of EVs. Different countries use their own standard for fast charging. Japan uses CHAdeMO; Europe, US, and Korea use CCS; and China uses GB/T. Further, US-based electric car maker Tesla uses its high-performance superchargers, which are unique to Tesla and cannot be used for other EVs.

EVIT has been working on the customer need from day one. Starting from Two/Three wheelers to Bus chargers EVIT worked on all type of standards as of now. Initially, to mitigate the ground hardware/ compatible challenge the prosperity protocol has been used across the EV chargers to make the user friendly to the technology.



## **According to you what challenges will be there for an Indianpreneur to expand this EV business globally?**

We are learning how to expand our reach at global level. As of now, as a sweet spot we have planned to launch our e-mobility software platform at global level and see how it work before we try our hardware technology.

## **What keeps you and the team motivated in the entrepreneurial journey?**

There are always new challenges in this journey. Our Motivation is work satisfaction and impact we are creating in the auto sector. It is also motivated to us when people talk about our product and technology at different 2 platforms and project a better future for the next generation.

### **USP: Flexible design capability, still meeting global standards.**

EVIT products are design & developed integrating efficient and robust power technologies with advanced AI (Artificial Intelligence) and ML (machine Learning) based algorithm, enabling a perfect product catered to the market. EV charging solutions are complete indigenous development of EVIT team with flexibility and compatibility as per market demand and complying to global standards. The connected EVIT charger network generates data and reports helping electricity distribution agencies to accurately predict and meet EV charging demand. The EV charger and server connection also enhances EV user experience with faster navigation to chargers, remote charging control and advance booking services.

- First-mover with India's first, indigenously developed, technologically superior, low-cost, EV charging stations.
- Operating in high-growth e-mobility industry, with huge unmet demand and practically no supply of reliable charging infrastructure
- Addressing the problem of lack of Charging Infrastructure
- Unique business model enabling it to focus on strategic activities like technology-development, R&D, business retention while sales and promotion being outsourced to Trade Partners
- Well-aligned team, of IIT-D graduates, with diverse background and relevant experience



**Akshay Shekhar**  
Co-founder | CEO

Akshay is an entrepreneur, growth strategist, and expert in new product development. With 6+ years of experience in new product launches, M&A, growth hacking, strategy, and operations. He has worked in various geographies, India and International. Completed his MBA from the National Institute of Industrial Engineering (NITIE) and Bachelor of Technology B. Tech From the University of Pune, India. Developed a successful business called Furnishq, a VR-based visualization tool for interior designers. Additionally, have experience and interest in vendor development & supply chain.

**Education:** MBA-NITIE Mumbai,  
B.Tech



**Vaibhav Tyagi**  
Co-founder | CTO

Vaibhav is a solar and electric domain execution expert, consumer internet knowledgeable, IoT and SaaS-based product expert. In his 6-years of work experience, he has worked for ZunRoof technologies, PepsiCo, A2Z Infra, and much more. His previous duties include operating as Product Manager of IoT devices and P&L head for solar roof-tops. He has built an IoT consumer tech division and is a logistics operator enthusiast.

**Education:** MBA-XLRI, B.Tech-IIT  
Roorkee

## What inspires you to get into this EV world or how did this idea come to you?

The EV market is growing and EV charging software solutions will also be needed with EVs on the rise in the market. So we took the mantle of enabling Charge Point Operators with our device agnostic software solutions. India's electrification will rely primarily on 2-wheelers and 3-wheelers, as opposed to the west, which will require customized hardware and software solutions.

The Indian government intends to reach net carbon zero by 2070, although the country is heavily dependent on fossil fuels. Electric vehicles can reduce carbon emissions significantly but range anxiety is a deterrent to adoption of EVs. Our goal at Kazam is to provide a platform for EV charging to drivers and hosts to assist in the adoption of EVs and reduce carbon footprints.



## How is your journey so far with Kazam EV?

Kazam has over 6500+ charging stations on its software platform and 30k+ EV drivers over the past 14 months, operating in more than 70 cities across India and plans to onboard 50K charging Stations by the end of the fiscal year. Our goal is to bring a seamless charging experience to the consumer, constantly enhancing hardware and software solutions. We are working with most of the major EV fleet operators and Charge Point Operators in India.

**Kazam** has won Uber Green Mobility Award. The Green Mobility Innovation Challenge encourages innovative ideas to accelerate the adoption of electric vehicles across the country. Kazam has won the EV Infrastructure Management Track for ElectronVibe 2022. Kazam has been recognised by **Inc42 Media** as one of the 24 electric vehicle startups contributing to a more sustainable future.

Kazam is backed & accelerated by Inflection Point Ventures, We Founder Circle, RMI, Third Derivative, Climate Collective, and New Energy Nexus.

## What product/service(s) do you offer?

<https://www.kazam.in/kazam-cms>

Kazam is an agnostic EV charging and energy management software platform building India's largest smart and affordable EV charging network. Kazam's CMS platform allows one to control, onboard, manage, analyze, and load balance all charging stations in a single dashboard. Our EV CMS provides a wide range of cloud-based services, including Flexible Tariff Management, Remote Maintenance & Troubleshooting, Load Management, Driver and Vehicle Management, Grid Management, Fleet Management, etc. The Kazam API platform supports you to effortlessly create a custom mobile app or integrate it into an existing mobile app. In addition, we provide white-labeled solutions to businesses to ease their processes as their backend operator.

We offer industry-leading solutions for operationalizing, monetizing, and enhancing the user experience of electric vehicle charging infrastructure. Our partners are EV OEMs, EVSE OEMs, Battery OEMs, Mobility Service Providers, Charge Point Operators, Utilities, Fleets, Apartments, and Workplaces.



 **What is your future plan for your company and what more are you planning to offer your clients in the coming future?**

Our future plans include expanding geographically. Our new customers will also be able to access grid management and fleet management, in addition to modules. As you already know, Kazam provides white-label applications and charging management for our EV partners to manage to fuel their EVs. Our vision is to be the leader in EV charging in India and beyond, leveraging our capabilities in software.

 **Do you face any challenges in adopting EV-like charging infrastructure, chip shortage, battery shortage etc? Explain**

The industry has not yet achieved full standardization across various hardware platforms, with all charging points using a common protocol. Until then, integrating all charge points will be a heavy operation. EV fueling also requires consumers to change their behavioural patterns. In the near future, 80% or more of charging will take place at home and in the workplace. It is therefore essential that these facilities also adopt and upgrade to the latest EV charging infrastructure.

 **According to you what challenges will be there for an Indianpreneur to expand this EV business globally?**

The Indian market itself is one of the biggest markets for an Indian entrepreneur. To expand your EV business globally, scalability and the nature of the business should be the most important factors. Kazam has a very robust suit, which can be dockerized into any cloud service and is also built using different metric systems in order to be used in other countries. We provide a layer of OS that enables owners of charge stations to digitize themselves and their operations. Kazam open architecture SaaS platform offers cloud-native CMS solutions supporting Kazam and 3rd party hardware. Consequently, we can expand globally to other geographies with ease.

## What keeps you motivated in the entrepreneurial journey of yours.

Entrepreneurship is a relentless journey into creativity to build an amazing experience for your customers and community. The challenges we face as entrepreneurs not only make us stronger but also make us confident to work constantly toward our goals. Your entrepreneurial journey can create an impact on the world, whether that's providing livelihoods for people working with Kazam and trying to build something in the EV space.

We need to reduce the carbon footprint of our country in order to make it a cleaner place for our upcoming generations. And finally to see the economic impact as well, to the economy, to the business and individual working with Kazam. That's what keeps us motivated.





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## About P&D Global

P&D Global initially started off as a technology service provider in the commercial and home space area. We pivoted into a different business. From 2016 have been working in the electric vehicle (EV) space and started with the consulting of the 2w and 4w EV space for material, vendors and homologation process. After successfully understanding the EV space in the Asian and European market, like Singapore, China, Germany, etc. Now P&D Global is an EV infrastructure service provider.

Since 2019 PD Global is working in different cities, we have our offices in 16 states of India which is our core strength also with well-trained engineers and technicians. Currently we provide services to the OEMs interested in setting up their EV charging infra in public and home charging units at their customers locations. We closely work with brands on the safety and presentability of our engineers at their customers' end using technology and our services are updated to the clients. We are end to end means of installation to customer call support, services providers in the EV charging infrastructure space.



### SHASHANK ARUN

Co-founder at P&D Global | EV Operations | Architect | Project Manager | Committed towards sustainable growth

### SUNKARA PANKAJ

Co Founder at P & D Global | Into Real Estate | Like EV Mobility Infrastructure | Getting companies towards zero emission goal

Contact us: [info@pdglobal.in](mailto:info@pdglobal.in)

## **What inspires you to get into this EV world or how did this idea come to you?**

Well for many years we have listening that fossil fuel is going to end and it is not good for our environment. Being a Delhiite we have seen thick and dense smoggy days around October- November for almost a decade now, and it never seems to be getting better as it goes by. Vehicles exhaust plays a huge role in direct and immediate contribution to pollution, so our idea was to find a sustainable and pollution free energy solution for vehicles where people can drive guilt-free. EV being one such opportunity, we decided to hop on and contribute in making a sustainable transport solution.

## **How is your journey so far with PD GLOBAL?**

It is always challenging when you venture into a new field and a lot of resistance comes your way. There is always creativity involved when a new technology is being explored and its services being offered. We have our background from a creative field (being a designer), our constant drive is to find a better solution to cater to society's increasing demands and through P&D Global. We are moving in that direction.

Initially we started with last mile delivery to be done via EV as that was an evident model to work on, so we got certified 2 wheelers made for delivery purpose to ply on Indian roads. By then it was the humble beginning of EV with Indian logistics players. After being in space for sometime we were facing a lot of range issues due to lack of EV infrastructure. Hence we thought to venture into this field and eventually we have positioned ourselves as a technology company who does EV infrastructure site operations. We currently work with mostly all OEMs (scooters, cars and buses) and CPOs of our country.

## **What product/service(s) do you offer?**

We are broadly divided into 4 divisions each working independently

- 1) EV Charging infrastructure services for home and public.
- 2) EV Chargers Sales.
- 3) Engineering services for energy storage systems forming micro grids.
- 4) Sustainable mobility and services.

## **What is your future plan for your company and what more are you planning to offer your clients in the coming future?**

We want to be the game changer in the EV charging industry in EV services, as we work closely with International OEMs to integrate the services part by using technology as a tool. Most of the industry working on messaging apps but we don't use that any more with our clients. We use a very advanced mechanism which is fully automated. Secondly having our background from project management, getting the work done and then doing the billing and its verification is a cumbersome process for CPOs and OEMs, we use the data to enhance our services further and improve the rate of task completion, material and billing which no one else is doing and our complete system is automated.

Our industry of course faces challenges as the installation pips down due to chip shortage. It has affected the installation of chargers as well.

## **According to you what challenges will there be for an Indianpreneur to expand this EV business Globally?**

Currently we offer our services in India and in a couple of European countries, the challenges would be there related to certification processes and following the local codes which changes from region to region as we have IS and BIS codes, EU Codes etc.

## **What keeps Shashank motivated in the EV entrepreneurial journey?**

The thought that by doing this work we are ensuring that our children are going to have better air to breathe and a better place to live, seriously this is a correction mode we are in. We started with small, now we are present in more than 30+ cities and 3 countries, and would like the list to grow further.

*Making and keeping our earth green is not a choice any more, it is the only option we have.*



LEZ VEZ!



Letz Popz  
Plant Based

LEZ VEZ!



Letz Pattiez  
Plant Based

LEZ VEZ!



Letz Keemah  
Plant Based

LEZ VEZ!



Letz Nuggetz  
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Letz Pattiez  
Plant Based



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Plant Based  
Letz Sausez



LEZ VEZ!

Plant Based  
Letz Kebabz



LEZ VEZ!



**Varun Chaturvedi**  
**Founder & CEO**  
**Volttic EV Charging**  
**Tvesas Electric Solution Pvt Ltd.**

Varun is founder & CEO of Volttic one of the leading EV Charging infrastructure company at India.

He is industry leader having background of Electrical Engineering complimenting fully Volttic business model. He is leading Volttic fiercely to have one of the leading EV Charging player in India and same time expansion to other geographies as well. Established in 2017 Volttic currently operating 430+ Charge points across India. Volttic currently serving majority of EV fleet operators, real estate companies across different.

Volttic is end to end EV Charging solution provider where Volttic provide EV Chargers integrated with cloud base backend monitoring system & user mobile app along with services for installation and maintenance.

Volttic has already served its EV owner/clients to run more than 10 Mn+ KM by charging them at Volttic charging machine and reducing carbon emission. Volttic has plan to add 10000+ charge points in next 5 years.



## What inspires you to get into this EV world or how did this idea come to you?

Main motive to start Volttic to have balance business approach where we can contribute to our social responsibility when climate change risk is increasing day by day. Same time club this objective with business approach where we can generate employment and revenue as well. So we were thinking to do something which cover both aspect.

As individual I always believe we always doing such thing where we have our own expertise and command. Being as electrical engineer background battery charging technology was not new to me and have vast experience on electrical infra and battery, battery charging from my past industry experience. So Volttic is a unique outcome for me where my technical, social and economics all plans get matched and then we started.



## How is your journey so far with Volttic?

It quite exciting journey with Volttic since this is my first venture and I am first generation entrepreneur in my family so its was quite difficult to understand the business side although I have expertise on technology side but as company I have to take care of all aspects.

Most important on business economics, learning finance and then leadership driving to lead whole team. Initially it was challenging and too much difficult but now I am enjoying as I have learned a lot in last 5 years and now we are in mature stage.

Any new startup journey is full of bumps but if you are focused and know what exactly you have to achieve then its becomes easy to make the roads on track.

 **What product/service(s) do you offer?**

We provide complete end to end EV Charging solutions for home as well commercial charging segment. As Volttic we provide EV Chargers integrated with cloud base backend monitoring software and also the services for installation and maintenance. You can say one stop solution for all your home & commercial charging needs. As a business model we operate in 3 ways- EV Charger sales (Home chargers), Commercial Charging & Software subscription CMS services. More dominant is commercial EV charging where we have captive and public charging stations available as solutions.

We are proud to mention that we are using only Make in India products and our complete charging solutions are Make in India. One of the biggest reason of our success is that we are self dependent on this and this is need of our business. Because we are operating in service (Charging as service) business so we have to ensure 100 % service support to our client and customer and that could not be possible if you have all solutions with in your home.

We are serving charging facility to real estate, housing societies , hotels, mall, public places, EV fleet operators as per their charging needs. Our major business comes under CPO( Charge Point Operators ) where we own the Charging infra and EV users pay for using our charging services. We are developing EV charging network same as fuel station chain currently existing from many oil companies.



## What is your future plan for your company and what more are you planning to offer your clients in the coming future?

Currently we are having 430+ EV charge points across India and now demand is increasing so we want to scale our presence very quickly by 1000+ charge points by this financial year and by 10000+ charge points in next 5 years.

To be very specific every year 200 % more deployment to cater charging demand of EV users.

By 2032 we are targeting more than 2 lacs charger points covering all cities of India.

We have plan to expand outside India as well since Evs are getting momentum every where so its good opportunity to make as India EV charging brand global.

Our major focus for our clients are safe and reliable EV charging infra availability across all strategic locations. Safety is key parameters for our offering and that we want to bring as differentiator along with reliability.



 **Do you face any challenges in adopting EV-like charging infrastructure, chip shortage, battery shortage etc? Explain**

When we have started Volttic it was time when nothing was clear on policy and standard and it took almost 3-4 years to get clarity on this part and now we are on right track for faster adoption of Evs. Major challenge is off course infra development as you know India is having very dense population and making new infra development is very challenging across all cities. Location scouting and power connection of higher load these are basic challenges every where and with increase number grid stability will be main concern as EV Charging infra company.

However DISCOM and government is working on same so we need to see how this whole eco-system will take shape. One current major challenge is utilisation since EV volume is very less so the machine utilization are very less which makes our business low ROI but as Volttic we are overcoming this challenge by strategic deployment of machines on high utilisation sectors like commercial EV Fleet segment.

Yes chip and component shortage is currently major bottleneck for whole EV industry and battery cell dependency on import is also making this scenario more complicated. Both EV and chargers component shortage and prices hikes are major challenge which we facing now as still lots of component are not locally manufactured but with recent government push for localization we for sure overcome these challenges and with volume mass manufacturing will bring the prices down as well.

This is good opportunity for component manufacturer to involve on EV component manufacturing so that India become hub for Evs and leads world on same.

 **According to you what challenges will there be for an Indianpreneur to expand this EV business globally?**

I believe Evs are giving opportunity to all Indianpreneur to expand global since every where its in very nascent stage and opportunity available to make partnership with local companies and make our product visible in these markets.

I believe the only challenge right now is how quickly we can start manufacturing locally here with volume to match quality and price to compete other supplier countries.

Companies need to work on R&D and innovation so that product get differentiator and for that government and funding support is much needed which I believe still a road block for any Indian entrepreneurs.

Personally I see opportunity is on higher side rather than challenges so we have to overcome them very quickly if we want to expand faster overseas.



 **What keeps you motivated in the entrepreneurial journey of yours.**

My biggest motivation is that I am enjoying each day of this journey with learning lot on how to groom myself as business owner and make my team and company Stronger each day. Since everything is happening for the first time so for sure you always feel different and that always give your motivations.

Entrepreneurship comes with great responsibility as you have to take care of your team and then prove your product in market with your clients. So you become more responsible and same time your risk factor increase for making any small mistake lead to disaster to company.

This some time high frustration when something went wrong and you feel depressed so that time we have to keep more positivity to have more efforts to make things in correct way.

And when you get respect and recognition in your sector and eco-system being an important player then you get more motivation to keep doing your work on higher pace.

For me its more enjoyable because its my core expertise and with my expertise I got opportunity to become entrepreneur and got a road towards success.

Make good friends and always keep involving your family so that you get continuous boost from them and this is very much needed for first time entrepreneur as if they believe in you then you can get natural boost that you are on right track.



 **Any additional thing which you want to highlight. Please share.**

Yes I would like to tell all new entrepreneur that please always think on innovation and keep your focus on your product only and do not think of competition etc on initial days as market is having many types of scenario which we do not know and always feel frustrated for being lagging on product launch.

If you are confident on your product and offering then take your time to make full proof and then come to market so that you can show your worth. Start doing all work in house so that you have full control of your business at least on initial days to have better outcomes. Getting right team and funding at right time is also crucial so plan accordingly.

On Evs I just want to say get full information on product and charging services as there is lots of myth and confusion still in market where customers are getting confused.

Our country infra is getting ready and we have to understand that its going to take some time as we are very big geography and we have higher challenges but with collective effort from every one we will be leader at electric mobility across the world.

 **Bio of Mr. Varun**

An electrical engineer by profession and worked earlier at oil/gas and consulting projects before starting of Volttic. Worked exposure in India as well overseas and expert of asset operation/maintenance and reliability. Leading Volttic team to become India's leading EV charge points network with my expertise and taking care of business development, partnerships and important discussion.



**World's First Tech Automation and Crypto Hotels  
EV Hotel The tech and crypto hotel brand, Hospitality  
Technology Revolution Starts Now**

**Ken Patel**

Founder, Chairman and CEO EV Hotel



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