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GSMA

Green Power for Mobile

In partnership with the Netherlands



Highlights from 4th India Specific Working Group

After three consecutive successful Green Power for Mobile India Specific Working Groups, on 11th September 2012, the GSMA co-hosted with the **Tower and Infrastructure Providers Association (TAIPA)**, the 4th Working Group in New Delhi, India.

Fifty-nine delegates from 35 different organisations attended the day-long event, which showcased new technology development and market trends, business innovation for green power, as well as government and industry-wide initiatives to promote green power for telecom. The event was divided into 4 sessions.

The **opening session** introduced a new and innovative green power technology that is very suitable for the telecom industry. Karl Kolmsee of **Smart Hydro Power** presented a recently developed and successfully tested pico-hydro solution. He described how this technology could be utilised across many locations in India.

Firas Ahmad of **Emergence Bioenergy** introduced a new concept of utilising biogas for telecom towers using an OPEX model. The solution is highly efficient and environmentally friendly on multiple levels. It was the first time this solution was introduced to the Indian telecom industry and participants were receptive.

Umang Das, the Director General of TAIPA, spoke about various reasons why TAIPA considers the promotion of green power a top priority on its agenda. Das also described TAIPA's most recent initiative: an industry-wide RFP for the RESCO model. Rajan Mathews, the Director General of **COAI (Cellular Operators Association of India)** discussed how Indian mobile operators are contributing to the national economy and what key measures the mobile industry has taken into consideration for going green.

From government and regulatory stakeholders, J. K. Roy, **Department of Telecom**, P. K. Panigrahi, Senior DDG of Department of Telecom, K. K. Minocha DDG of USOF, Department of Telecom also shared their thoughts on the subject. They described different government initiatives promoting telecom services for rural communities, and also discussed why green power is an important element for the telecom industry and why it should be implemented at scale.

Session two started with a presentation from **Bloomberg New Energy Finance (BNEF)**. Bharat Agrawal of BNEF shared how the solar market price is changing. He provided competitive price information for solar in the current market situation, for both large power production and distribution power production.



Alok Goel of **Ballard Power Systems** shared the current market trend that fuel cells are taking in the telecom industry. He also spoke about why he thought fuel cells could be one of the best solutions for the Indian telecom market, given the fact that fuel supply chains are not much of a challenge for fuel cells.

The **post-lunch session** kicked off with a short briefing by Areef Kassam, **GSMA Green Power for Mobile** Programme Director. He spoke about the various ways in which the GSMA is contributing to promoting green power across the mobile telecom industry, both in India and other developing countries. He also encouraged all participants to contribute where possible to the Green Deployment Tracker.

Delegates were divided into two groups for a **break out session**. Each group discussed:

- Adaptability of new green power solutions
- The risk of RESCo model: risk sharing/risk mitigation
- Future trends of green power solutions

Mixed feedback was received from both groups. The first group felt that adaptation was a process, but the lack of a driving force is preventing large-scale deployment. They also thought that the RESCO model was financially, technologically and operationally risky, unless all stakeholders put their neck on the line. Further, the group thought that energy efficiency and market consolidation would play a big part in future promotions of green power in telecom.

Conversely, the second group felt that the scale of output and price of new technology was the biggest challenge for adaptation of new green powered solutions. They also felt that ecosystem management, variety of technology and dynamic site loads are some of the critical risk factors of the RESCO model. As a final thought, the inclusion of community power was considered to reduce the risk for a RESCO model deployment.

The last session was targeted to showcase business innovation for both green power and community power. Manoj Kumar Singh of TAIPA presented their in-house business model for promoting the RESCO model to the telecom power generation and management business. He showed how a RESCO could bring their expertise to assist the telecom industry with reducing their dependency on diesel-based solutions and poorly connected grid sites. He also added how community inclusion could enhance the possibility of such a model.

Mary Roach, **GSMA Community Power from Mobile**'s Business Development Manager ,was the last speaker of the event. She described the current status of the Programme and the different approaches that exist for promoting community-based energy services using mobile infrastructure. Additionally, she discussed some successful case studies from around the world.

If you have any data for our Green Deployment Tracker, please complete our template and email greenpower@gsm.org.

About GSMA Mobile for Development

GSMA Mobile for Development brings together our mobile operator members, the wider mobile industry and the development community to drive commercial mobile services for underserved people in emerging markets. We identify opportunities for social, economic impact and stimulate the development of scalable, life-enhancing mobile services.

For information on the Green Power for Mobile Programme, please email: greenpower@gsm.org

For information on the Community Power from Mobile Programme, please email: cpm@gsm.org

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