



Case study for Fit it, Lit it, Forget it experience

Cost saving arising out of customized work undertaken by Kratu Energy

Sr No	Description	Details	Additional details
1	Company details	An Indian arm of a German MNC.	
2	Location	Mumbai	
3	Problems faced by the Company	Added to frequent lamp replacement thereby occupying its maintenance team, the Company faced higher electricity consumption & inadequate illumination.	
4	Objective	Based on the above feedback, a study was undertaken by for about 8 days to: 1. explore a possibility to reduce energy consumption by modifying current 125w Mercury Vapour lamp using customized LED modules. 2. reduce lamp replacements which was causing a higher replacement/ maintenance cost. 3. To ensure that the present illumination is increased by say 10%+	
5	Usage details	The fittings were installed on Manufacturing Shopfloor & work for 365 days x 24 hours	
6	Solution provided	a) A proof of concept was provided in 10 days for an initial trial of 15 days. b) The POC was finalized as it was, a 22w Retrofitted LED module within the existing housing of the Mercury Vapour lamp. c) Higher light is now available on the shop floor and the re-lamping has been NIL since Sep-2017.	
7	Warranty	While the warranty was for 1 year after installation from Sep-2017, not a single failure is reported in last 36 months.	
8	Financial impact till 9 th Aug 2020	The Company invested less than Rs.2.00L in modifying about 80 fittings.	Translated into a saving of Rs.20L till date per 100 fittings on a 24 hours running basis. The saving is more than 10 times the cost incurred.
9	Business till date	a) Repeat orders one after the other from the Company. b) Recommendation to other MNC resulting in new MNC’s initial orders.	
10	a) Your organization may be able to experience similar savings. b) Further details can be explained during personal discussions. c) Awaiting for an opportunity to visit you for discussions. d) This information is verifiable. The reference can be provided upon a sufficient progress.		
11	Disclaimer: The above results are obtained for the clients in their setup. The actual results will vary from Customer to Customer & will be driven by actual operating parameters.		