



# ERO Power

Delivering Power , Driving Excellence



[www.eropower.in](http://www.eropower.in)



+91 7391093543



[corporate@eropower.in](mailto:corporate@eropower.in)



“Before anything else, preparation is the key to success.”

- Alexander Graham Bell



# GREETINGS!

It's a pleasure we have this meeting.



# WHAT WE'LL TALK ABOUT

**01.** ABOUT US

**02.** PROBLEMS vs OUR SOLUTIONS

**03.** WHAT YOU GET WORKING WITH US

**04.** AN OVERVIEW OF THE MARKET

# ABOUT US

At ERO Power, we harness energy to drive progress and innovation. As a rising leader in power distribution, we provide SEZ developers, data centers, and industrial parks with reliable, efficient, and sustainable energy solutions.

We deliver results clients can depend on. Join us in shaping the future of power distribution, where every connection sparks innovation and fuels success.



# Our Motivation

Our founder, Mr. Vikram Yermalkar, saw an opportunity to bring competitiveness to the power distribution sector that would give rise to higher-quality power access to all players.



## Our Mission

As a company that bases its business upon the principles of innovative, reliable, and efficient power distribution solutions, we are dedicated to empower SEZ developers, data centres, and industrial parks with state-of-the-art technology and exceptional service, ensuring sustainable and optimized energy solutions for a brighter future through Distribution Licensee Mode.



## Our Vision

We envision the future of the world where we set new standards of power distribution and implement highly efficient infrastructure that benefits the industrial landscape through sustained growth with reliable availability of power.

# Our Values



Unity



Creativity



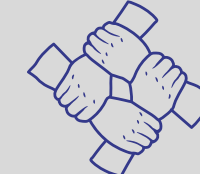
Teamwork &  
Partnership



Integrity



Business  
Assistance



Coalition

We

- Believe in the power of togetherness and collaborative effort to achieve common goals.
- Foster innovation and encourage creative solutions to meet the dynamic needs of our clients.
- Thrive on teamwork, where every contribution is valuable and partnerships make operations efficient.
- Are committed to providing comprehensive support to help our clients thrive.
- Work in harmony with all stakeholders to deliver the best possible outcomes.
- Strongly believe in working with commitment to the task at hand. We hold work ethics in high regard.

# Meet Our Leaders



**Founder**

Vikram Yermalkar



**CEO**

Vandana Yermalkar

# Our Executive Body

Our top brass commands extensive and rich experience in the energy sector and brings more than just strong qualifications to the table.



# Awards and Accolades

Our work ethic, integrity, and commitment to innovation shows through the good work done by our engineers over the years.

The many awards, recognition, and accolades in our bag are a testament to our capability to provide top-notch service to our customers.



**WM AWARDS 2023**



**ASIAN ICON AWARD**



**WM AWARDS 2024**



**FORTUNE LEADERSHIP AWARDS**



**INDIAN ACHIEVER'S AWARD**



**THE REAL WOMAN AWARD**



**NTT APPRECIATION**



**THE REAL WOMAN AWARD**



**FORTUNE LEADERSHIP AWARDS**



**GREAT PLACE TO WORK**



**SPECIAL RECOGNITION**



**INDIAN ACHIEVER'S AWARD**

**We're at Your Service.**

# Distribution Licensee

We ensure you always get a reliable, uninterrupted, and consistent power supply from the power distribution network.



## 24x7 Control Room & Technical Assistance

Close co-ordination with generators/traders to ensure proper supply.

## Hassle Free Billing

Enjoy seamless, fair, and accurate billing that is measured and generated digitally.

## Scada Based Monitoring & Automated Billing

Network maintenance of hardware and systems; Ensuring enough storage backup.

# Design and Project Management

We'll manage your data with the highest standards of security, and advanced-level analytics.

## Optimised Electrical Design

Our systems are designed to be efficient, not just in power, but also when it comes to speed.

## Project Management

We will manage the entire data infrastructure project for you to give cost-effective data warehousing.

## Statutory Approvals

We'll take care of any and all statutory approvals that may be required for your data management project.



# Power Trading

We aid businesses and industrial electricity consumers navigate the energy market, trade efficiently, and optimize their power costs.

## All types of Trading

We enable our customers to engage in Spot, Forward, as well as Future trading.

## Fully Compliant Service

We follow the laws and guidelines laid out by Electricity Act, 2003.

## 24/7 Market Monitoring

We keep all our customers updated about the latest movements in the market.



# Value Added Services

We enhance our offerings with tailored solutions to meet your unique needs and drive greater success.



## Efficient Energy Distribution

We connect you to reliable power sources.



## Power Cost Optimization

We help you smartly optimize your power costs.



## MEP Services

Mechanical, Electrical, and Plumbing.



## Electrical Design

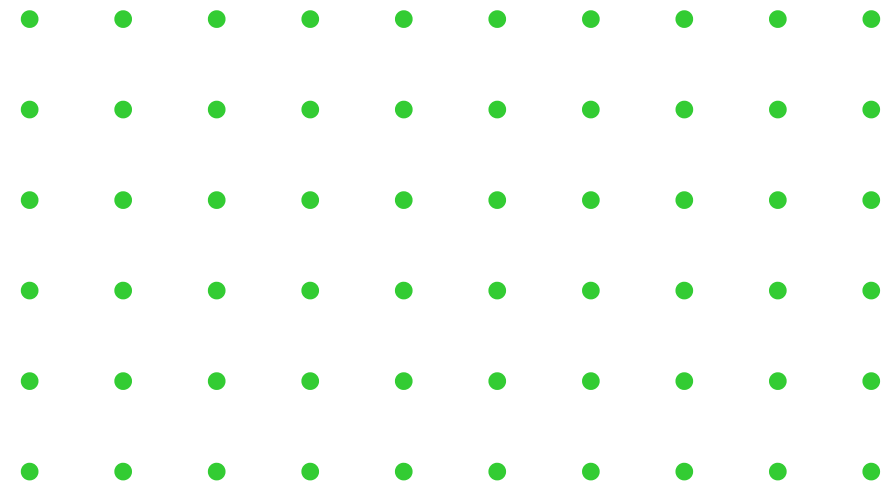
We design electrical system designed for efficiency.



The problem we address and solve.

# PROBLEM

Electricity distribution infrastructure in India requires **a partner that ensures reliable systems supply power to industries.**



# OUR SOLUTION

We bring to you **reliable, consistent electrical energy**, at a nominal cost and with smart readings and excellent connectivity.

# We have more than one reason

that makes us the best energy partner there is.



Comprehensive  
Technical  
Assistance

Easy Billing Through  
Automation

24/7 Control on  
Operations

SCADA-based  
Monitoring

**Our work so far.**

# PROJECT LOCATIONS

## MUMBAI, MH

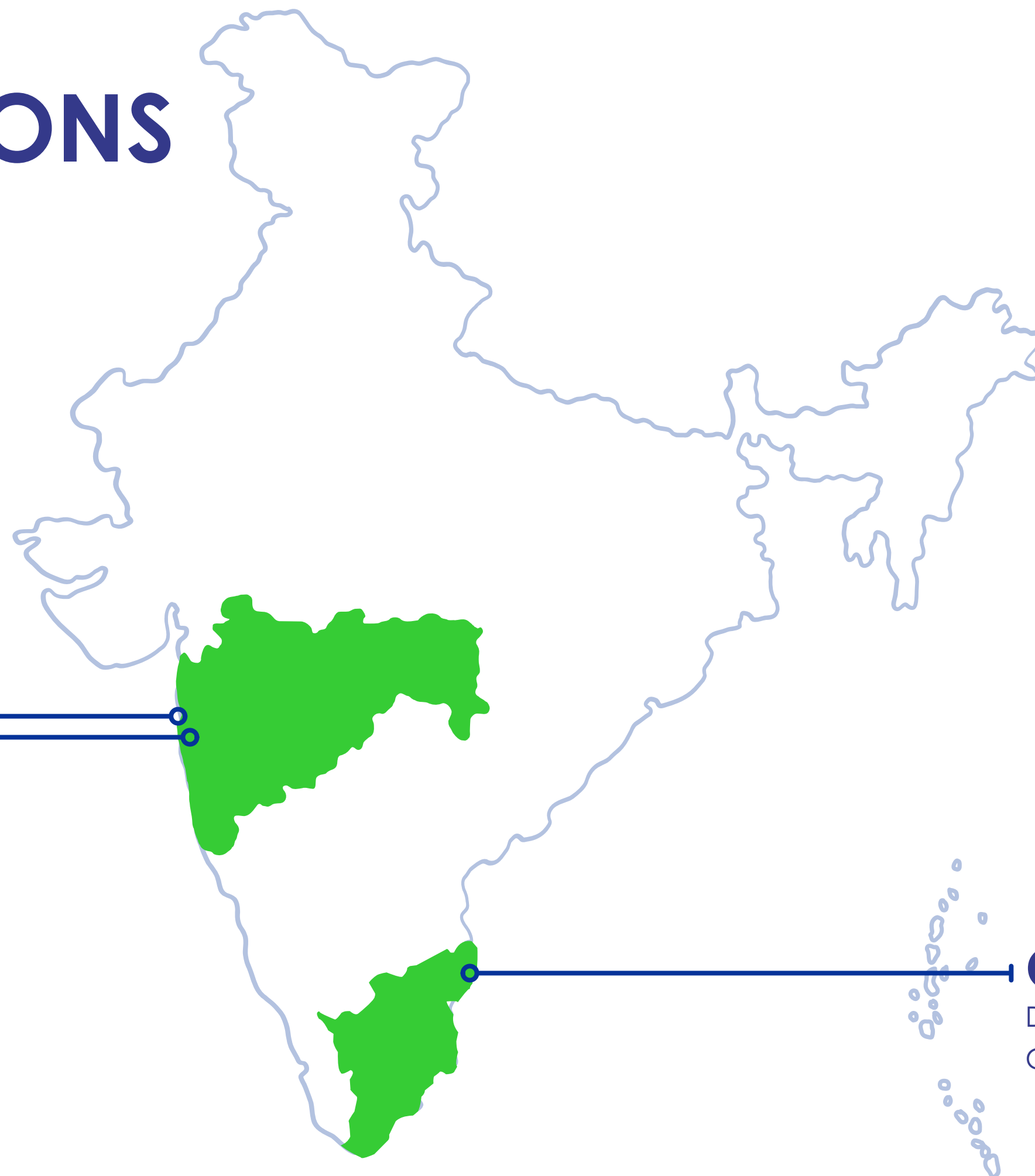
- 1. Data Center @500 MW Airoli, Navi Mumbai.
- 2. Data Center @75 MW Airoli, Navi Mumbai.
- 3. Gramercy 150MW Mahape, Navi Mumbai.
- 4. Gramercy 90MW, Airoli, Navi Mumbai
- 5. Data Center @ 90 MW, Mahape, Navi Mumbai.
- 6. Data Center @ 60 MW, Mahape, Navi Mumbai.

## PUNE, MH

- 1. EON-I, Kharadi, Pune.
- 2. EON-II, Kharadi, Pune.
- 3. P-One Techpark Pvt Ltd, Hinjewadi Phase III.
- 4. SEZ Biotech Services Pvt Ltd. (Hadapsar).
- 5. SEZ Biotech Services Pvt Ltd. (Manjari).
- 6. Data Center @ 78 MW, Pune.
- 7. Data Center @ 156 MW, Pune.
- 8. Data Center @ 200 MW, Pune.

## CHENNAI, TN

Data Center @75 MW, Chennai.



\*Map representation is for illustration purpose only

# Our Numbers speak for themselves.

We have an immense pool of talented and skilled employees who work day and night to make these numbers look easy to achieve.

## 135+ MW

Power Distribution

## 1700 MW

Power Design

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## ₹1300 Cr+

Worth of Projects Managed

## 40%

Women Workforce

# Our Clients and Customers

say this about us.

## Kedar Gokhale

-Executive Director - Serum Institute Pvt. Ltd.

ERO Power officials are incredibly good. They have a good knowledge of the laws and rules of MERC. Under their guidance, we obtained a deemed distribution licence, which has been running very well since July 2024. I'm sure they will continue to grow their business in the same ethical manner in the future as well.

## Madhav Karandikar

- WPS

It has been almost 1 year since you started the utility service of providing power to CA India Technologies Pvt Ltd, A Broadcom Company at EON, Pune. We are satisfied with your overall service & prompt billing. We hope this partnership continues forward successfully with good service every year.

## Sushant Sabnis

-Citi

It has now been almost a year since the Distribution Licensee - ERO Power went live, with a smooth transition of all documentary and commissioning parts across the floors / consumers. We are grateful for your entire guidance and support in ensuring a smooth transition, and we look forward to the same as usual.

## Manmohan Sohal

- Allscripts India

We have crossed one year of uninterrupted power supply from ERO POWER. In this one year our experience was very good, and we did not have any concern in term of service and commercials. ERO Power have a good support mechanism and always support their clients.



## Prasannakumar Kulkarni

- Allianz Technologies

A year-long journey merely would not be a calendar year for any origination but speaks a lot regarding customer services & expectations to establish with positive note. Services extended during the period are quite significant, especially during the 19 challenges, and helped us to establish in transition from local to Distribution Licensee services.



**ERO Power**  
Delivering Power, Driving Excellence

# ...IN THE MEDIA





**यशोगाथा**

**विक्रम येरमाळकर**

**असामान्य प्रेरणादायी प्रवास!**

उच्च शिक्षण घेतल्यानंतर लागलेली सरकारी नोकरी सोडून नावीन्याच्या ध्यासाने विक्रम येरमाळकर यांनी व्यवसाय करण्यासाठी पाऊल उचलले. सुरुवातीच्या काळात आलेले अपयश पचवता पचवता हिमतीने कंपनी येरमाळकर यांनी सुरू केली. याद्वारे प्राहकारनाही सुविधा, समाधान मिळाल्याशिवाय त्यांची आर्थिक बचती होत आहे. या व्यवसायातून अनेकांना रोजगार मिळाले आहेत, त्यातही महिलांना प्राधान्यक्रमाने रोजगार त्यांच्या कंपनीत दिला जातो.

छत्रपती संभाजीनगरच्या असणाऱ्या विक्रम येरमाळकर या तरुणाने इंजिनीयरिंगची पदवी घेतल्यानंतर चांगली नोकरी मिळायची आणि सेट झाल्ये. असे ध्येय ठोकल्यासमोर ठेवले होते. विक्रमला पहिलीच नोकरी मिळाली ती महाराष्ट्र राज्य विद्युत मंडळात ज्युनिअर इंजिनीयर म्हणून... आता सरकारी नोकरी म्हणजे सुखाची नोकरी असा अनेकांचा समज, वेळेवर होणारा पगार, तिथे मिळणाऱ्या सुविधा याचा समझ्यांनाच हेवा वाटते... सरकारी नोकरी असली म्हणजे मान-सन्मान आणि सुखाचे दिवस अनुभवता येणे सहजसाध्य असते, असे अनेकांना वाटते. सरकारी नोकरीमध्ये चिडचिडत्यानंतर काहीजणांना फार थोड्या काळातचही त्याचा कंटाळा येतो आणि ती मंडळी दुसऱ्या वाटा शोधू लागतात. विक्रमच्या बाबतीत देखील असेच काहीसे झाले. इथे काम करताना त्याला अनेक कडू-गोड अनुभव आले. त्यामुळे 'आपण सुक्रीच्या क्षेत्रात आलो आहोत काय?' असे त्यांना कायम वाटत राहायचे. सर्वसामान्य लोक, उद्योग यांना भेटसावणाऱ्या अडचणी आणि सोडू शकत नाही याची खंत त्यांना कायम मनाला डाव्यात राहायची. त्यामुळे विजेच्या समस्यांना त्रस्त असणाऱ्या मंडळींना मदत करण्याचा ध्यास त्यांनी घेतला. आपण वीज वितरणच्या क्षेत्रात काहीतरी वेगळे करावे. या जेडशानून त्यांनी नव्या संघीया शोध घेण्यास सुरुवात केली. त्यांच्या डोक्यात घोळणाऱ्या या विचारांना नशिवाची साध मिळाली आणि त्यामुळेच तीन वर्षांपूर्वी त्यांनी वीज वितरण क्षेत्रात काम करणाऱ्या इरो पावर या कंपनीची मुहूर्तमेढ रोवली, त्याला आज चांगले यश मिळताना दिसत आहे.



**ERO POWER LIGHTING UP THE FUTURE**

**Vandana Yermalkar**

The population of India is touching 140 crores, because of which the demand for life's important requirement, electricity, is increasing day by day. The increase in demand and the consistent increase in tariffs are the issues faced by many industries. The fall out of the same is seriously affecting the productivity. Resultantly, some bear loss, while others migrate to different locations in search of competitive tariffs. In order to get relief from such problems, the companies, which are active in SEZs and IT Parks, need corporate style disciplined uninterrupted power supply at competitive tariffs. In addition, if they have any hitch regarding the service, they need a door-step solution. The past 3 years, such kind of unique solution is being successfully provided by a private company, ERO Power. The CEO of this company ERO Power, **Ms. Vandana Yermalkar** shares the journey of company.

**What does ERO Power actually do?**  
Electricity has become an absolute necessity for the public as well as the industry. ERO Power is a private company, providing service in the Power Distribution Sector. Today, it is providing uninterrupted power supply to the IT industries in the EON IT Park Phase 1 and Phase 2 in Kharadi, Pune. The company sources power from the Chhattisgarh and Nagpur areas. Apart from this, it procures solar and wind energy from Satara, Vidarbha and Pune district areas. At present, the company is catering to more than two hundred customers (professionals and industries). In addition to SEZs, we are looking to provide the same service to Data Centres, which are mainly located in Pune and Navi Mumbai.

**In recent times, the importance of green energy is increasing, a great deal. How do you incorporate it in your system?**

**महानिर्मितीचा वीज वितरण क्षेत्रातील पहिला खाजगी वीज खरेदी करार**

**महानिर्मितीचा मेसर्स एस.ई.झेड. बायोटेक सर्व्हिसेस सोबत १५ मेगावाट क्षमतेचा सौर ऊर्जा वीज खरेदी करार**

पुणे : औष्णिक विद्युत उत्पादन क्षेत्रातील अग्रगण्य अशा महानिर्मिती कंपनीने वीज उत्पादनासोबतच वीज वितरण क्षेत्रात दमदार पाऊल टाकले असून पुणे जिल्ह्यातील महानिर्मितीच्या २५ मेगावाट स्थापित क्षमतेच्या सौर-१ सौर ऊर्जा प्रकल्पाची वीज वितरण करण्यासाठी हदयसर एस. ई. जेड. आणि मांजरी एस. ई. जेड. पुणे येथे एकूण १५ मेगावाट क्षमतेचा वीज खरेदी करार मेसर्स एस. ई. जेड. बायोटेक सर्व्हिसेस प्रायव्हेट लिमिटेड (वीज वितरण परवानगाधारक) यांच्या समवेत करण्यात आला.



परवानगाधारक संस्थेसमवेत हा वीज खरेदी करार करण्यात आला आहे. महानिर्मिती मेसर्स एस. ई. जेड. बायोटेकच्या मांजरी एस. ई. जेड. ६ मेगावाट आणि हदयसर एस. ई. जेड. ९ मेगावाट क्षमतेत निर्मिती प्रकल्प सहभागी होऊन ही निर्मिती केली जाणार आहे. हा करार संचालन करणाऱ्या एस. ई. जेड. बायोटेक (मासस पूनावाला ग्रुप) तर्फे कार्यकारी संचालक बेदना गोखले, मुख्य कार्यकारी अधिकारी वंदना येरमाळकर (इरो पावर) यांच्या विशेष उपस्थितीत संचल झाला. प्रथमच महानिर्मितीचे खाजगी वीज वितरण हदयसर वा दोन्ही एस. ई. जेड वा विकासक अमृत वेधे मिस्र इन्फ्रस्ट्रक्चर मारुता अग्रगण्य लस उत्पादक कंपनीस मिळत आहेत. याद्वारे औद्योगिकीकरण, लोकसंख्या, तापमान वाढ आणि विमर्शाची अडकण लक्षात घेता महानिर्मितीने औष्णिक वीज उत्पादकाकडून आता नवीकरणीय ऊर्जा क्षेत्रात सन २०३० पर्यंत ८ हजार मेगावाट परस क्षमता वाढ करण्याचा निश्चय केला असून त्यासाठी सौर ऊर्जा, पवन ऊर्जा, उदबल जल विद्युत प्रकल्प, ग्रीन हायड्रोजन प्रकल्प, कोल गॅसिफिकेशन, सिकुरर इन्वॉन्ट्री मारुता अभियंत्रण उद्योग तथा ऊर्जा प्रकल्प विषयक कामांना प्राधान्य देऊन ही देण्यासाठी महानिर्मिती प्रयत्नशील आहे.

Posted at: Nov 18 2020 5:18PM

**Startup ERO Power inks pact with Panchshil Realty for electricity distribution**

Aurangabad (Maharashtra), Nov 18 (UNI) Pune-based Panchshil Realty group has signed a 20-year agreement with the ERO Power, a Mumbai-based startup recognized by the central government, announced Realty Chairman and MD Atul Chordia here on Wednesday. ERO Power shall run power distribution for the Panchshil owned IT/ITeS SEZ's located at Kharadi, Pune. Mr Chordia said, "This is a win-win situation for all stakeholders. One of our initiatives has always been to help our SEZ clients reduce their running costs. Both EON Phase 1 and 2 which are located at Kharadi, Pune, shall have an added advantage as compared to others regarding their expenses on power now." Tags: #Startup ERO Please log in to get detailed story. Power inks pact with Panchshil Realty for electricity distribution

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**Powering India's Future with Cutting Edge Solutions**


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**MONTHLY ISSUES**

**T&D NEWS**

**ERO Power Signs Distribution Operator Deal With SEZ Bio-Tech Services**

T&D India October 5, 2024



Share

ERO Power has entered into an agreement with SEZ Bio-tech Services Pvt Ltd, a Cyrus Poonawala Group company, with respect to power distribution operations at the group's SEZs located in Pune.

As per the agreement, ERO Power has been appointed as power distribution operator for a period of twenty years for SEZ Bio-tech Services Pvt Ltd's special economic zones at Hadapsar and Manjari, located in the Pune region of Maharashtra.

ERO Power will be currently handling a portfolio of around 40 MW in these SEZs and this is expected to grow to 75 MW in the near future. The SEZs at Hadapsar and Manjari are bio-technology in nature and are having renowned companies such as Serum Institute. This SEZ is a crucial hub for global vaccine production, contributing over 1.5 billion doses annually.

**Enhancing Competitiveness**  
"This partnership marks a significant innovation in power distribution within special economic zones (SEZs). ERO Power's role as a power distribution operator is a pioneering move, aiming to reduce power costs for clients within the SEZ, thereby enhancing their competitiveness," according to Vandana Yermalkar, CEO of ERO Power.

**Favourable Business Environment**  
This strategic partnership is expected to significantly enhance industrial competitiveness and retention in Maharashtra. By lowering power costs and ensuring a reliable power supply, ERO Power is poised to build a more favourable business environment for companies operating in SEZs, a release by ERO Power said, noting that key officials of ERO Power including Nisar Shaikh (Head-Technical), Jaikumar Dakhane (Head-Legal) and Ms Prajka Aphale (Sr. Executive-Legal) have taken tremendous efforts to realize this agreement.

2 मुंबई, सोमवार दि. ०१ जुलै २०२४

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**महानिर्मितीचा वीज वितरण क्षेत्रातील पहिला खाजगी वीज खरेदी करार**



पुणे, दि. १८ (एनआर) : औष्णिक विद्युत उत्पादन क्षेत्रातील अग्रगण्य अशा महानिर्मिती कंपनीने वीज उत्पादनासोबतच वीज वितरण क्षेत्रात दमदार पाऊल टाकले असून पुणे जिल्ह्यातील महानिर्मितीच्या २५ मेगावाट स्थापित क्षमतेच्या सौर-१ सौर ऊर्जा प्रकल्पाची वीज वितरण करण्यासाठी हदयसर एस. ई. जेड. आणि मांजरी एस. ई. जेड. पुणे येथे एकूण १५ मेगावाट क्षमतेचा वीज खरेदी करार मेसर्स एस. ई. जेड. बायोटेक सर्व्हिसेस प्रायव्हेट लिमिटेड (वीज वितरण परवानगाधारक) यांच्या समवेत करण्यात आला.

परवानगाधारक संस्थेसमवेत हा वीज खरेदी करार करण्यात आला आहे. महानिर्मिती मेसर्स एस. ई. जेड. बायोटेकच्या मांजरी एस. ई. जेड. ६ मेगावाट आणि हदयसर एस. ई. जेड. ९ मेगावाट क्षमतेत निर्मिती प्रकल्प सहभागी होऊन ही निर्मिती केली जाणार आहे. हा करार संचालन करणाऱ्या एस. ई. जेड. बायोटेक (मासस पूनावाला ग्रुप) तर्फे कार्यकारी संचालक बेदना गोखले, मुख्य कार्यकारी अधिकारी वंदना येरमाळकर (इरो पावर) यांच्या विशेष उपस्थितीत संचल झाला. प्रथमच महानिर्मितीचे खाजगी वीज वितरण हदयसर वा दोन्ही एस. ई. जेड वा विकासक अमृत वेधे मिस्र इन्फ्रस्ट्रक्चर मारुता अग्रगण्य लस उत्पादक कंपनीस मिळत आहेत. याद्वारे औद्योगिकीकरण, लोकसंख्या, तापमान वाढ आणि विमर्शाची अडकण लक्षात घेता महानिर्मितीने औष्णिक वीज उत्पादकाकडून आता नवीकरणीय ऊर्जा क्षेत्रात सन २०३० पर्यंत ८ हजार मेगावाट परस क्षमता वाढ करण्याचा निश्चय केला असून त्यासाठी सौर ऊर्जा, पवन ऊर्जा, उदबल जल विद्युत प्रकल्प, ग्रीन हायड्रोजन प्रकल्प, कोल गॅसिफिकेशन, सिकुरर इन्वॉन्ट्री मारुता अभियंत्रण उद्योग तथा ऊर्जा प्रकल्प विषयक कामांना प्राधान्य देऊन ही देण्यासाठी महानिर्मिती प्रयत्नशील आहे.

**POWERLINE**

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**ERO Power for latter to run power distribution for two IT SEZs at Pune, Maharashtra**

November 2020

Panchshil Realty has signed a 20-year agreement with startup ERO Power to run power distribution for the Panchshil-owned IT/ITeS SEZ's located at Kharadi in Pune.

Panchshil will be supplying power to the clients inside the SEZs at a more competitive rate than Maharashtra State Electricity Distribution Company Limited (MSEDCL). ERO Power is a Mumbai based company which was established to reduce/optimize power costs.

# PROJECT GALLERY



**Let's work together.**



Let us Keep in touch

# Our Contact

Providing people with access to reliable and consistent power is our goal.

ERO Power Corporate  
Presentation

Made for {client\_name}

Website

[www.eropower.in](http://www.eropower.in)

Social Media

ERO Power on [LinkedIn](#)

ERO Power on [Facebook](#)

Contact

✉ [corporate@eropower.in](mailto:corporate@eropower.in)

☎ +91 7391093543

📍 709, Floor 7, Tower 2, World Trade  
Centre, Kharadi, Pune, MH, India  
PIN: 411014

