



Sorin Grama, Co-Founder & CTO

Introduction



- Founded 2007, MIT & Boston
- Uncovered a market looking for a better solution
- Developed energy storage device & rapid milk chiller
- Manufacturing in India, R&D in USA and India

The Inspiration – 2007 Trip to India



Indian Dairy Industry



The Indian Dairy Problem

Poor Milk Quality +
High Transportation Cost +
High Operating Cost +
Limited Milk Supply

The Cause

Poor Milk Quality +
High Transportation Cost +
High Operating Cost +
Limited Milk Supply

V

Lack of Refrigeration

The Real Cause

Poor Milk Quality +
High Transportation Cost +
High Operating Cost +
Limited Milk Supply

V

Lack of Refrigeration

V

Unreliable Power Supply

Current Solution – Diesel Generator



Our Solution – Energy Storage



Thermal Energy Battery

- Stores grid power
- 5 hours to charge
- Can cool up to 700L milk
- Reduces operating cost

System in Action

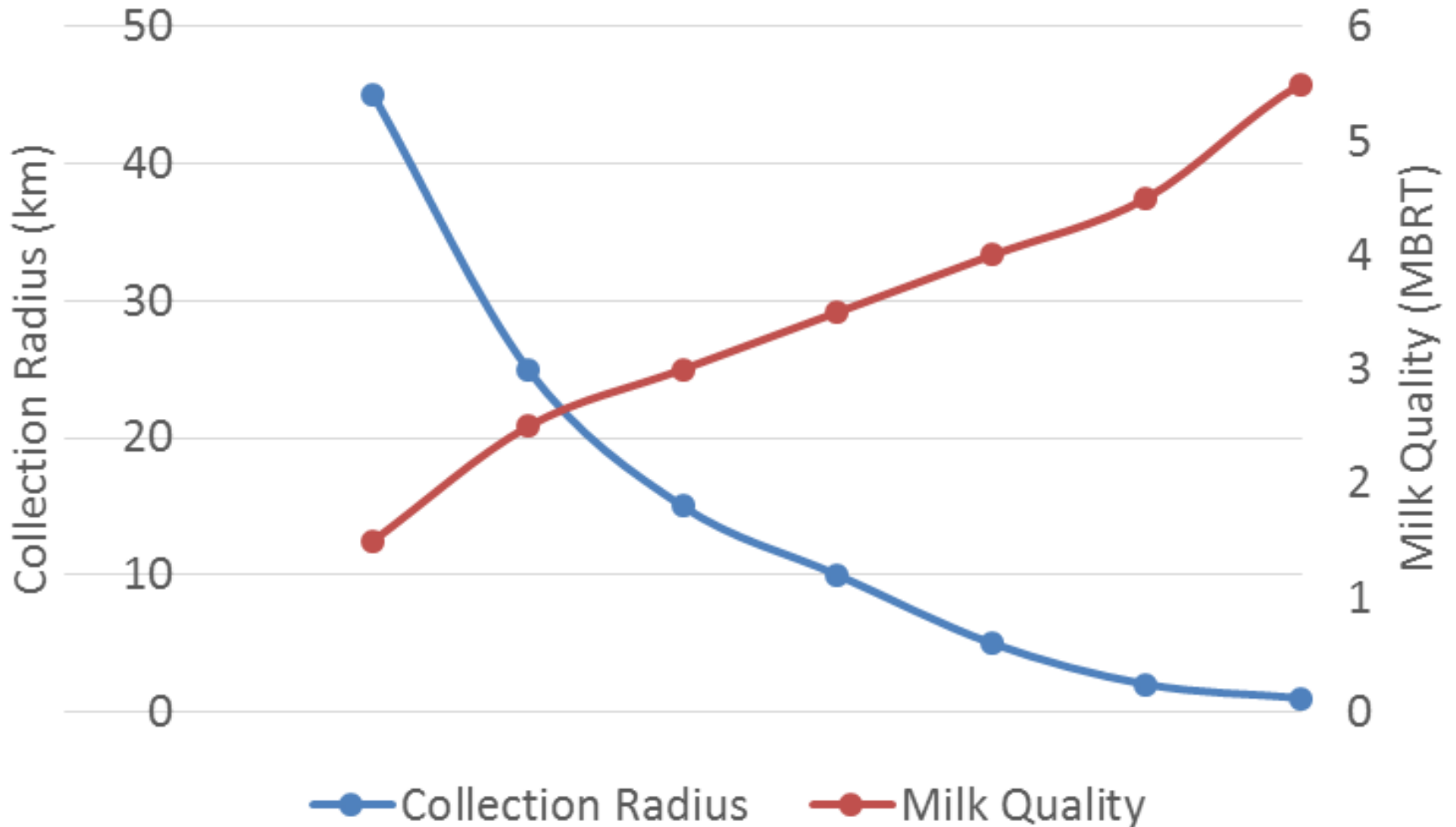


Next Market – Fruits & Vegetables

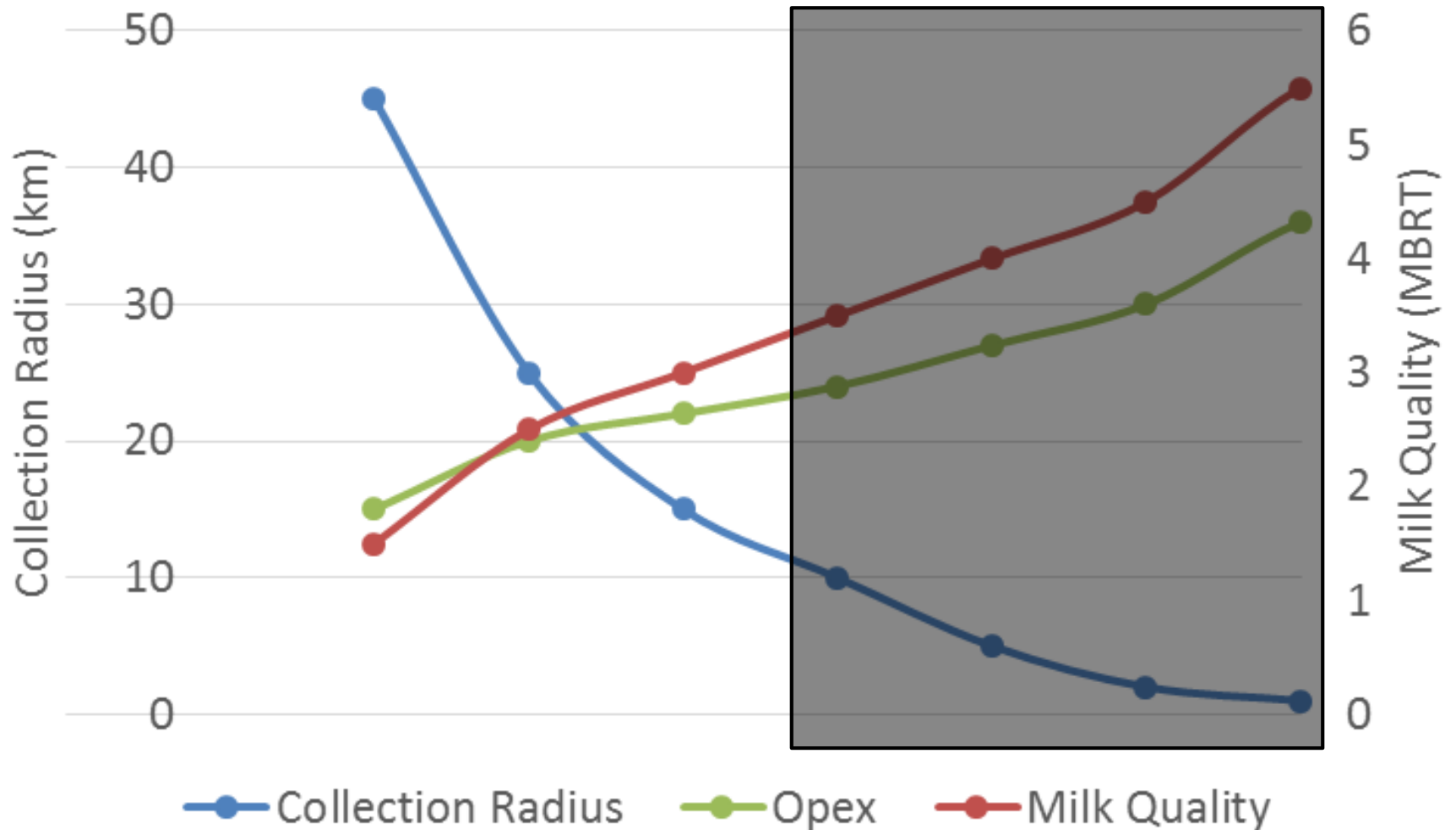


A Few Observations

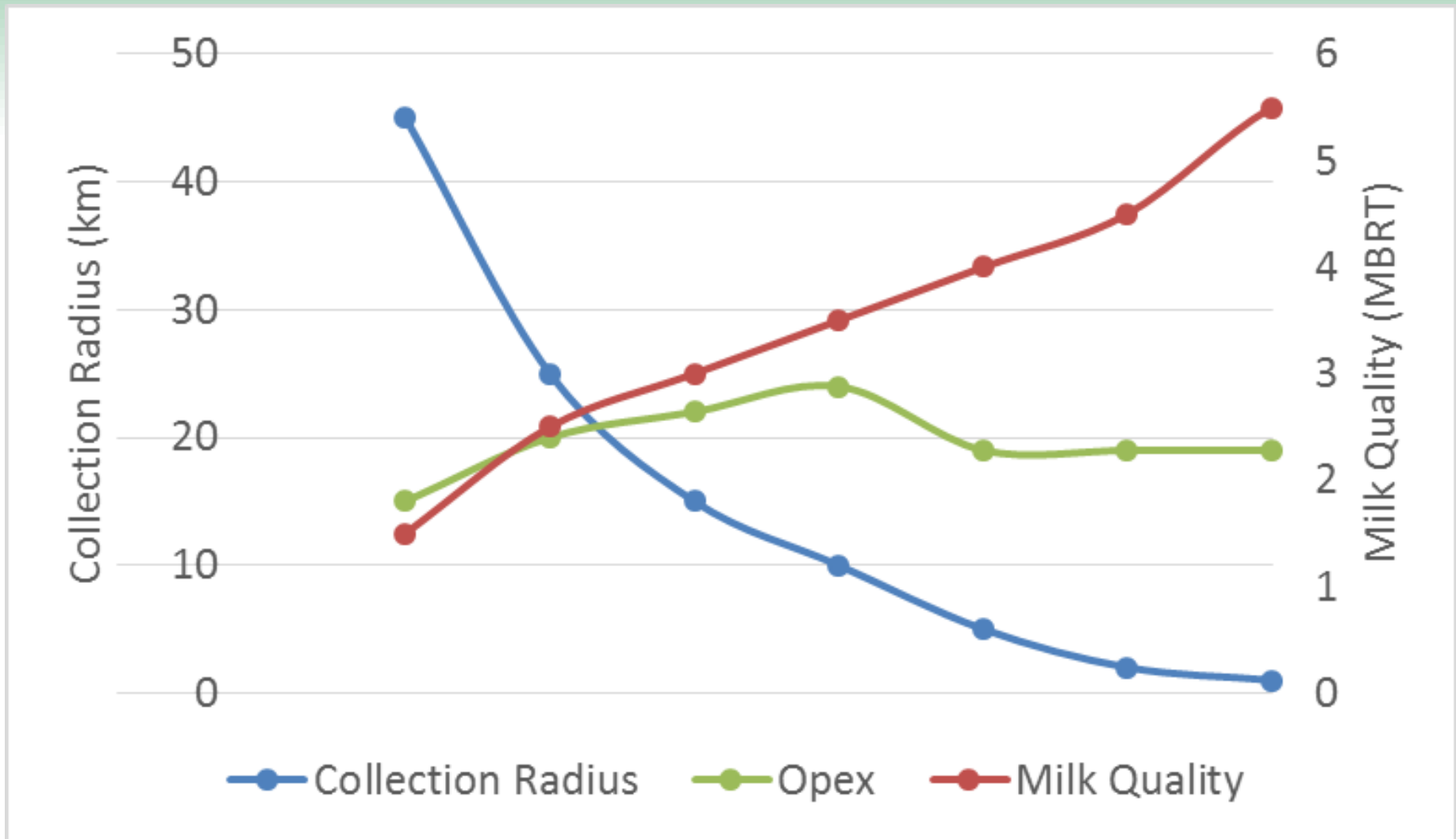
Collection Radius vs. Quality



The Obstacle

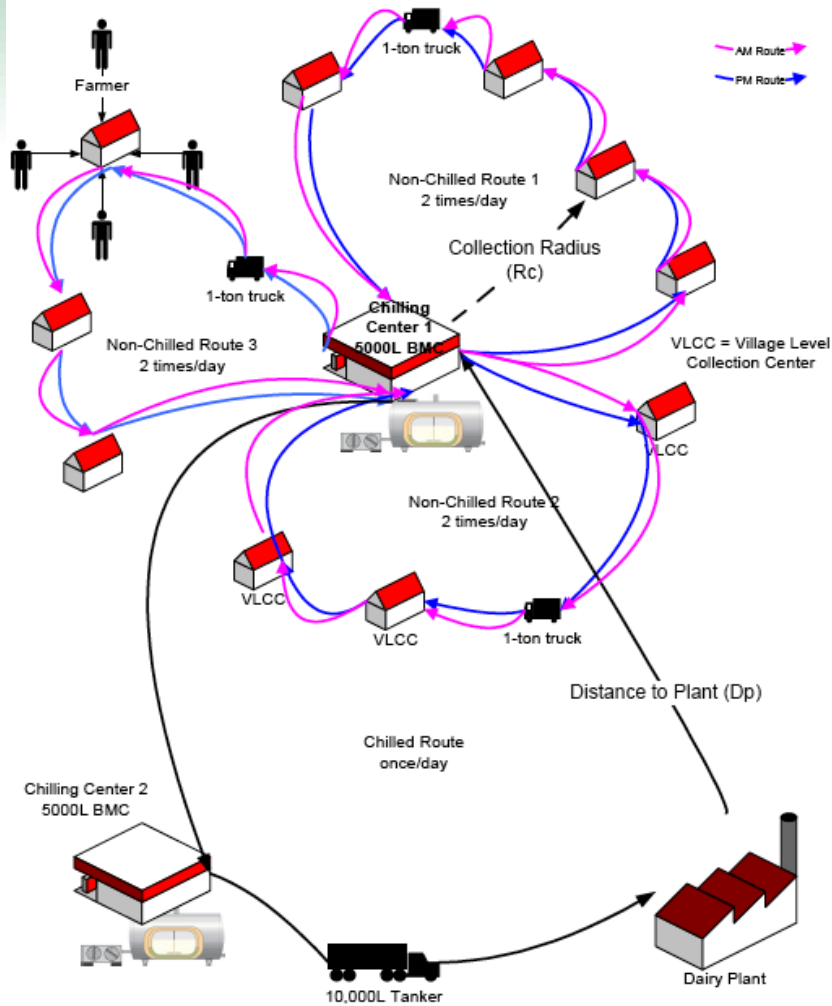


Role of Innovation

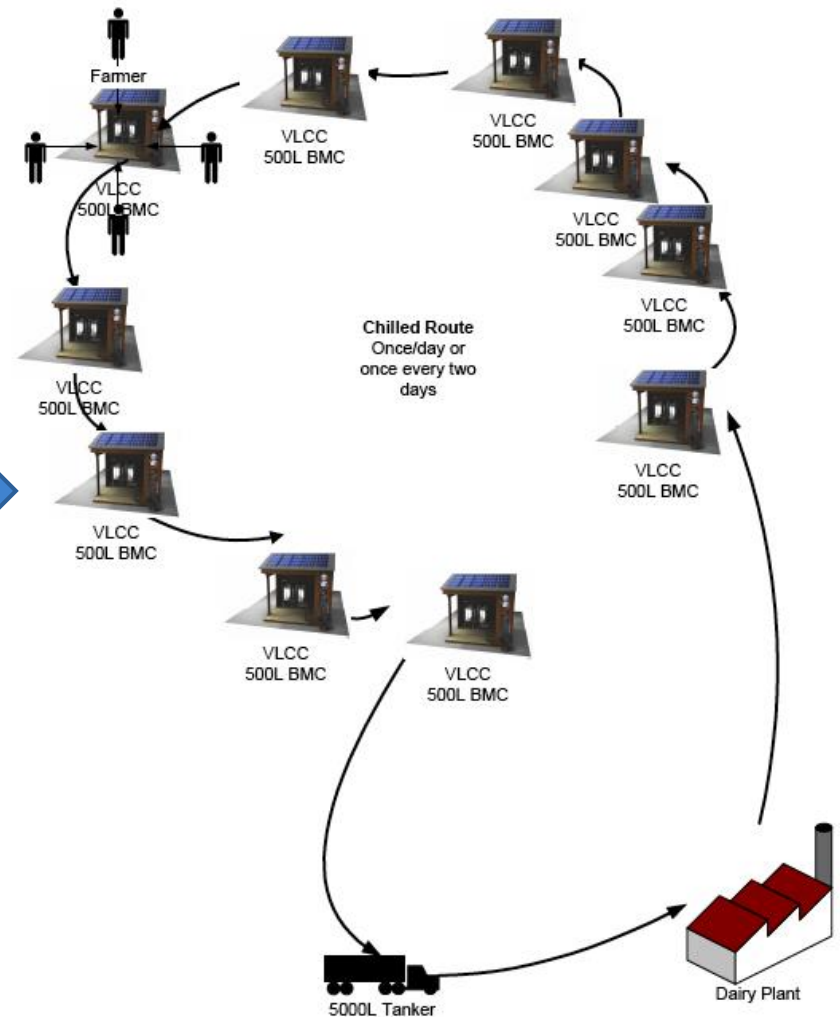


The End Benefit – Distributed Chilling

Conventional Hub & Spoke Collection Model



Chilled Collection Model



Energy Storage – An Enabling Technology for Indian Cold Chain



Thank You

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