

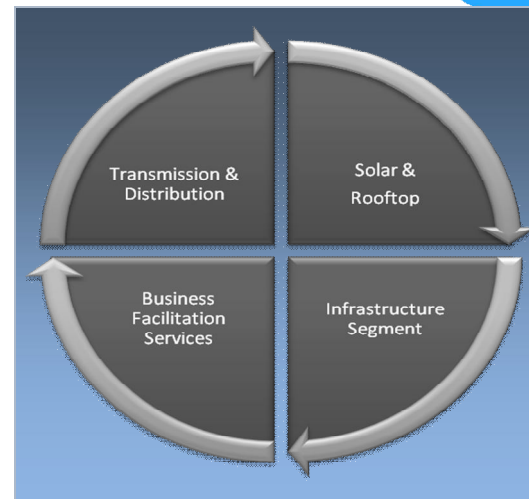


Brine Energy Pvt. Ltd.



About us

Brine Energy is an Indian firm established in April 2019, with diversified interest in the areas of Consulting, Technical & Financial Services, Project Management, Operation & Maintenance (Transmission Lines & substation upto 765 kV), Solar, Energy efficiency services, Infrastructure Segment and Business Facilitation Services



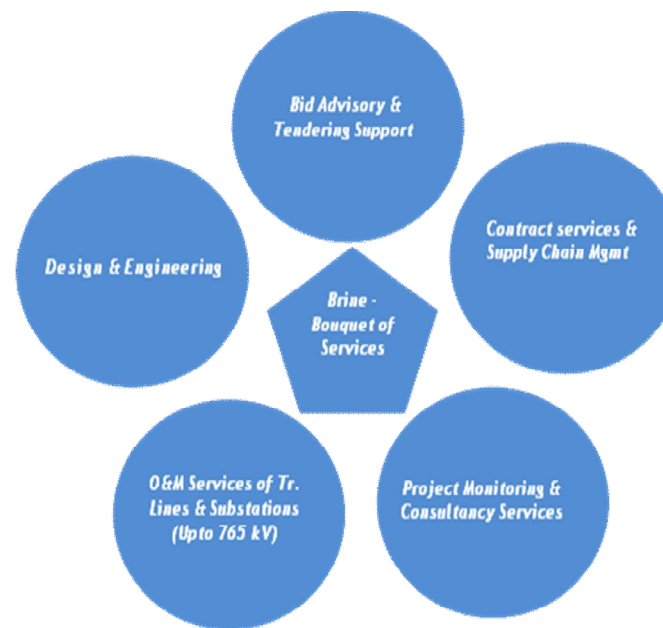
What we offer

Brine is focused in the following areas:

- Infrastructure Segment (Airports, Roads, Tunnel, Ports, Metro & Railways).
- Technical & Financial Services, Project Management & Consultancy services (PMC)
- Energy Efficiency Services such as Smart Meters Net Metering, LED Street Lighting & Solar Pumps Sets.
- Engineering, Procurement & Construction (EPC) associated with Transmission & Distribution sector.
- Operation & Maintenance Services (Transmission Lines & Substation upto 765 kV).
- Regulatory & Statutory services associated with Power Transmission sector
- Expert advisory on Tariff Based Competitive Bidding (TBCB) process.
- Business Facilitation Services.

Typical Services – Business Advisory

- Transmission Sector.
- Tariff Based Competitive Bidding (TBCB)
- Cost & Value Engineering including preliminary Survey, Design & Engineering
- Financial modeling – verification of optimum Capex & Tariff
- Project finance facilitation services
- Vendor Management, Procurement & Contract Management



Strategic Business Advisory & Tendering Support

Pre Bid Stage

- Preparation of the Techno-commercial offer during RFQ/RFP
- Support in preparation of BOQ, Preliminary Survey & basic design
- Bottoms up EPC Costing
- Risk assessment during implementation of Project & mitigation plan
- Preparation of Project schedules

Post Bid Stage

- Documentation & Due diligence of the SPV
- Support in documentation associated with Regulatory approvals viz. Transmission License and Tariff adoption
- Support in preparation of documentation associated with Statutory approvals

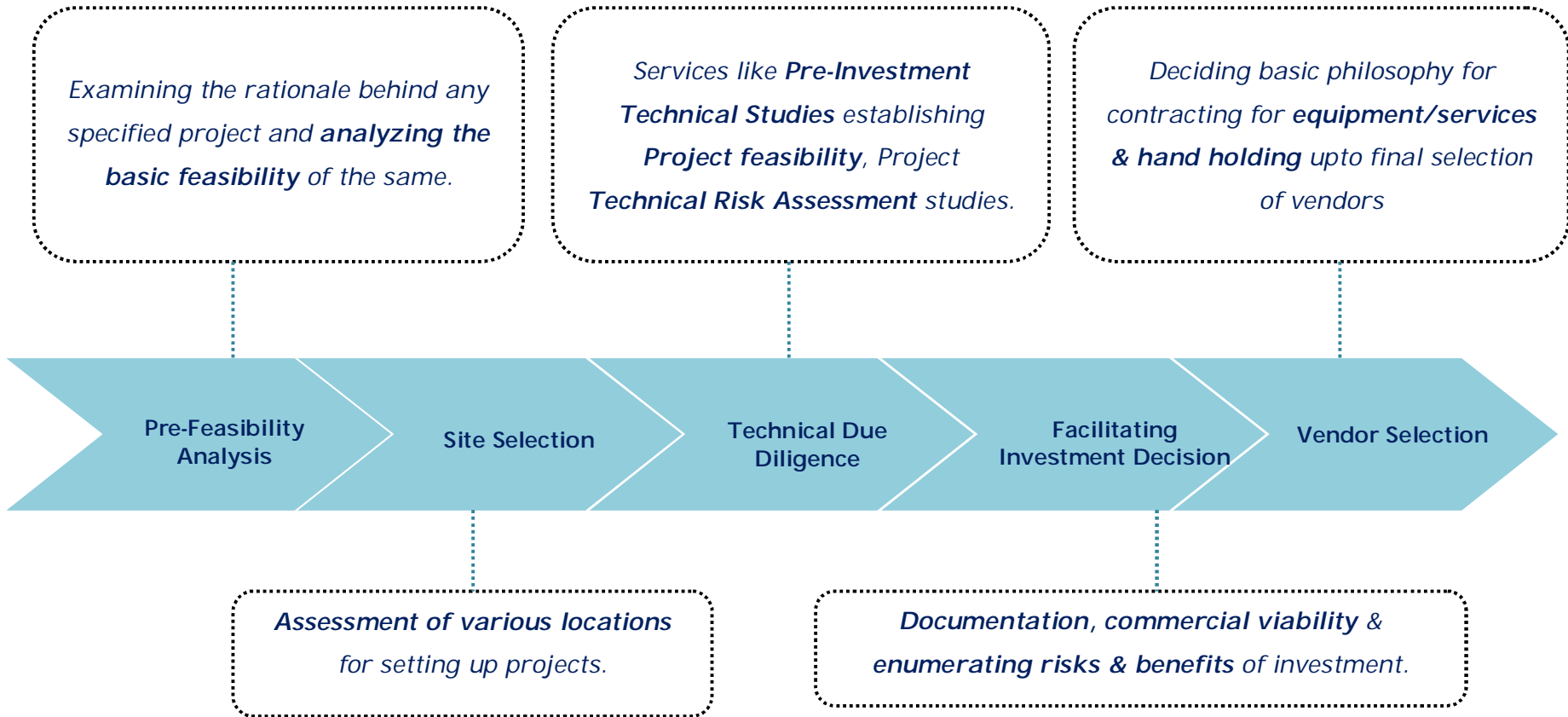
Business Advisory Services ...Contd.

- ❑ Preparation of Contract documents along with Conditions of Contract (GCC & SCC) with suitable Service Level agreements (SLA)
- ❑ Formulating terms and conditions suiting the project requirements considering all risks but maintaining a healthy cash flow.
- ❑ Preparation of Standard Operating Procedure(SOP) for the Contract Management
- ❑ 360° bid evaluation using Unit rates, Terms & conditions, Contractor's financial health, Technical knowhow, resources and previous track records.
- ❑ Effective negotiations for the right prices with no compromise on technical specifications & quality.
- ❑ Support & hand holding the client throughout contract execution & its closure.

T&D Sector Service Offerings

- To identify and Engage Suitable EPC companies with Good financial , Technical background and with relevant experience so as to execute with Most competitive rates following strict Time schedules, Budget and meeting all Technical standards during execution
- Project Management & Consultancy Services (PMC). Preparation of L2 schedule as per planned COD. Manpower planning, Budget/cash flows, Progress monitoring and reporting to the concerned officials as per communication matrix.
- Shall extend support in completing Design & Engineering activities being handled by the EPC Company for laying of EHV/LT Sub stations with respective State Electricity Boards, Private Sector Companies and Solar developers like in submission of Engineering drawings, LILO proposals, Bay Extension Proposals etc. at Divisional level or at Corporate level depending on the requirement.
- Preparation & submission of applications to Statutory authorities and pursue for obtaining all the statutory clearances involved during the Contract execution.
- Facilitating ROW clearances and Payments. Coordinating with Revenue, Police, Agriculture, Horticulture, Forest etc. for obtaining required clearances.
- Support in getting the Final Charging Clearances from the respective State Electrical Inspectorates.
- Shall support in Supply chain management to complete the project in strict time schedules.
- Will support in identification of Competitive Vendors, Sub-contractors and also Skilled man power
- Shall assist in adopting Field Quality Plans & Manufacturer Quality Plan (FQP/MQP) and also to meet all technical standards, required in the project.
- Complete planning right from the Initial Drawings Submission stage to Final Commissioning stage of the project.

Business Facilitation Services



Key inputs provided to facilitate investment decision for lenders and site & vendor selection for developers.

Team Brineans

Mr. S.N Sunkari, Managing Director

Mr. Sunkari is an astute business leader with 30+ years of professional experience in Power sector value chain viz. Generation, Transmission, HVDC systems and solar verticals. He is an expert in the areas of Business Development, Project Management, Contracts & Commercial management, Regulatory, Construction management and Operation & Maintenance of Transmission lines & Substations up to 765kV.



He has done M.Tech in Power Systems Engineering from National Institute of Technology, Warangal and a Certified System Administrator for Sun Solaris 7 (Sun Microsystems, USA).

With a career spanning three decades, Mr. Sunkari started his professional journey as a Graduate Engineer Trainee with Neyveli Lignite Corporation in the year 1989 and served as Assistant Engineer before moving on to his next career assignment.

Over the years, he has fulfilled diversified responsibilities and served with reputed Organizations such as Managing Director of North East Transmission Company Limited (NETC Ltd.), Sterlite Power Grid Ventures, L&T Infrastructure Development Projects, GMR Energy, RPG Group and Power Grid Corporation of India Limited.

Prior to founding Brine Energy, Mr. Sunkari was working as President & CEO of Transmission, Solar & Hydro businesses at Essel Infracorps Limited, handling a combined portfolio of \$2 billion USD.

Mr. P.K Uppal, Director-Business Development

Mr. P. K Uppal is a 'Mechanical Graduate Engineer' from Delhi College of Engineering and MBA in 'Marketing'



from Delhi University. He has also undergone Advance Management Training Programme at IIM, Calcutta and HEC Paris.

Mr. Uppal has a rich repertoire of a diverse and versatile professional experience of 40 years, working in various capacities first in domestic market followed by International Division of BHEL, having presence in more than 85 countries around the globe.

Mr. Uppal is presently with Angelique International as its Chief Executive, with major operations in overseas market covering more than 45 countries with a total turnover of 250 Million USD. Main areas of operations of Angelique International are Power (Generation, Transmission & Distribution), Water (Sewage Treatment, Water Distribution, Irrigation), Industrial Buildings, IT Park etc.

Mr. TVSP Sekhar, Director – Projects

Mr. TVSP Sekhar is an experienced professional with 29 years of exposure in Power sector value chain viz. Generation, Transmission and is having expertise in the areas of Business Development, Project Execution, Contracts & Commercial management, Construction management and Operation & Maintenance of Transmission lines & Substations upto 765kV.



He has done B. Tech in Electrical & Electronics Engineering from JNTU, Kakinada.

With a career spanning almost three decades, Mr. Sekhar started his professional journey as a Graduate Engineer Trainee with Neyveli Lignite Corporation in the year 1989 and served as Assistant Engineer before moving on to his next career assignment.

Over the years, he has fulfilled diversified responsibilities and served with reputed Organizations NCC Ltd, GMR Energy, and Power Grid Corporation of India Limited.

Prior to Joining in Brine Energy, Mr. Sekhar was working as Senior General Manager of Transmission, at NCC Ltd., Hyderabad.

Our Clients



Sekura Electrical Engg. Services
(Energy Arm of Edelweiss Fund)



PVR Constructions, Hyderabad



Patel Engineering Ltd.



Canuck Electrical Engg. Services, Afghanistan



Brine Energy Pvt. Ltd.

CONTACT DETAILS

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