

Curriculum Vitae



Name: NARESH GOVIND TELGU

Date of Birth 21.07.1972

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Qualification: Diploma in Electrical Engineering from BVJNIOT Pune, India

Bachelor of Engineering (Electrical) from Cusrow Wadia Institute of Technology, Pune, India

- Specialization - Control panels.
- Thesis - Permanent Magnet axial motors

Masters in Business Administration (Finance) from Sikkim Manipal University, Mumbai, India.

- Specialization - Finance
- Thesis - Optimizing of Hydro generation revenues.

Career Summary: Electrical Engineer with Masters in Business Administration with working experience of about 20 years in power industry in the segments of Thermal and Hydro Generation, Transmission, Distribution, Project Management in various phases of planning, project construction and Operation & Maintenance and Business Development, due diligence and development activities pertaining to the Hydro, Thermal, wind, solar and Geothermal Generation opportunities in International Geographies across Asia, Africa, Middle East including countries India, Georgia, Bhutan, Zambia, South Africa, Kenya, Rwanda, Burundi, DRC, Nigeria, Saudi Arabia, Vietnam, Philippines, Laos, Turkey and Indonesia. Techno commercial evaluation of new technologies.

Key Skills:

- Techno economic evaluation of Hydro, Thermal, wind, solar and Geothermal generating opportunities including risk assessment,

technical evaluation, capital/ O&M cost estimation and financial viability evaluation

- Government liaison, partner relationship, Commercial negotiations etc.
- Project management of construction projects, Energy projects, waste management, etc.
- Contract negotiation and management with FIDIC structure, GCC, etc.
- Business Strategy and Organization Management, org. structures, control and monitoring. Operations and Maintenance, setting up of processes, procedures and structures.
- Managing the planned, predictive and preventive maintenance of all power plant equipment's.
- Asset Management and Implementation CMMS, Generation forecast software's, ERPs including SAP.
- Estimation, budgeting and planning of project costs, CAPEX and OPEX. review, monitoring.
- Safety Monitoring. Safe working processes and emergency preparedness plans.
- Environmental aspects monitoring and compliances
- Preparation of project bid documentation.
- Installation and Commissioning of electrical systems of Generating plants (Thermal/ Hydro), Receiving stations (220KV, 132KV). Transmission and distribution.
- Technology scan for new technology adoption.

Professional Experience:

The Tata Power Company Limited, Mumbai, India

Jan. 94 – Jan. 95: Operation of Trombay Thermal power plant.

- Operations and Monitoring of 500MW coal, oil and gas fired power plant.
- Maintenance of Electrical equipment in Thermal power plant.

Jan 95 – July 95: Site Supervisor central construction department

- Project management for replacement of 110kV motorized GODs and 33kV Ground GODs at Dharavi receiving station
- Contract management of construction and erection of sub-stations supplied by ABB, BHEL etc.

PJ Electronics, Pune India.

Sept. 95 – July 97: Head Electrical Department - Design, wiring, Installation and commissioning of special purpose testing machines for auto sector

- Project management of PLC based special purpose testing machines, optimized the designs thereby saving costs and schedule time.

- Concept, design, wiring and installation of special purpose testing machines such as engine testing, gearbox testing, Seal testing zigs, etc
- Contract management of the works carried out by subcontractors and vendors.

The Tata Power Company Limited, India

Dec. 98 – December 99: Bhivpuri Hydro power plant 24MW*3 replacement project

- Operation, maintenance and commissioning of Hydro plant , commissioned the 72 MW Bhivpuri power plant.

Dec 99 - Feb 2003: Operation of 75 MW Hydro Electric Power plant.

- Operations, Monitoring, defect management and failure analysis of 72MW (24X 3) Pelton Turbine and 3MW (1.5MW x 2) Francis Turbine Hydro power station. Optimized the processes.
- Short term deputation to 72 MW Khopoli Hydro power for commissioning of plant.

Feb. 2003 – Mar 2005: Electrical Maintenance of 75 MW Hydro Electric Power plant.

- Maintenance of Electrical equipment in Hydro power plant.
- Overhaul of 24MW Siemens / sulzer Hydro unit. Installation/ commissioning of 110KV Motorised GODs, 5nos including switchgears.
- Managing the Capex and Opex budget and administration of the Electrical Maintenance department.
- Contract management of construction and erection of sub-stations supplied by ABB, BHEL etc.

Mar 2005 – Aug. 2007: Mechanical Maintenance of 75 MW Hydro Electric Power plant.

- Maintenance of Mechanical equipment in Hydro power plant. Optimised budget.
- Overhaul of 24MW Siemens / sulzer Hydro unit. Optimised the unit overhaul schedule from 25 days to 18 days.
- Planned and optimized the Annual capital expenditure of projects while enhancing performance of the plants
- Execution of Plant improvement with innovative techniques and processes, Benchmarking projects for improving procedures.
- Contract Management and outsourcing works. Construction of cooling water pumping station
- Plan and implement Reliability centered/ condition based maintenance schedules
- Comply with the Health, Safety and Environment (HSE) requirements and ensure safety and health of subordinates and contractors
- Compliance of environmental and social aspects

Aug 2007 – May 2009: Project Management of 250MW Thermal Power Station.

- Preparation of project schedule, construction procedures, protocols/ check lists for the EPC contractor.
- Quality control for the project during construction phase.
- Management of project schedule to complete the project within scheduled time and cost. The project was delayed by 16 months before joining, improved the schedule by 7 months.
- Contracts management of 250 MW Thermal station construction and erection works USD 154 Million project been implemented by L&T and BHEL.
- Comply with the Health, Safety and Environment (HSE) requirements and ensure safety and health of project team and contractors.
- Commissioning and handing over activities of the project to O&M team
- Co-ordination of activities with various agencies / consultants on environmental aspects, social issues etc.

June 2009 - May 2011 – Business Development Department Evaluation of Opportunities Domestic India – Hydro vertical

- Techno commercial evaluation of new Hydro generation, opportunities, and preparation of business proposal.
- Techno commercial evaluation of Thermal and Geothermal generation, transmission and distribution opportunities.
- Evaluation and estimation of capital cost, O&M expenditure, and financial viability of the Hydro opportunities
- Due diligence of M&A opportunities.
- Preparation of bid documents for bidding project opportunities
- Liaison with the government authorities.
- Risk assessment studies
- Review of work program for development of geothermal concession area in Indonesia.
- Technology scan and selection of technology for the new renewable business areas such as Wave-Tidal power plants.

May 2011 – October 2014 Global Business Development Department Evaluation of Opportunities – Power Sector in various geographies mainly Mid east, Africa and south east Asia.

- Strategy finalization for International Business and identification of potential geographies to invest in power sector. Presented and approval received from Company Board.
- Techno commercial evaluation of power generation, opportunities, and preparation of business proposal.
- Contract management for the feasibility study, market study, construction site investigations.
- Techno commercial evaluation of Hydro, Thermal and Geothermal generation, transmission and distribution opportunities.
- Techno commercial evaluation, Bid preparation, feasibility study, strategy for project allotment of 1320 MW Long Phu 2

thermal project. Successful signing of MOU with Government of Vietnam.

- Due diligence and JV partnership successful for around 350 MW Adjaristsqali hydro projects in Georgia.
- Due diligence and JV partnership successful for 120 MW Tezhi Itezhi hydro project in Zambia
- Due diligence and JV partnership in 124 MW Dagacchu hydro project in Bhutan.
- Due diligence and M&A opportunities, Preparation of bid documents for bidding project opportunities for various projects such as Saudi Aramco (Saudi Arabia), Nam dinh (Vietnam), Bonto Batu (Indonesia), Bujagali (Uganda), Laos hydro projects on Mekong river, San Miguel Corporation power generation assets (Philippines).
- Liaison with the government authorities.
- Risk analysis and assessment studies

November 2014 – June 2016. Chief Development Officer and Project Manager, 115 MW Koromkheti Georgia LLC, Deputy Project Director, Adjaristsqali Georgia LLC. 187 MW Shuakhevi Hydro project.

- Development activities of 115 MW Koromkheti hydro project including feasibility study, site investigations, license and permitting, project financing, land purchase process, Government liasioning, power sale process, etc.
- FIDIC based Contract review, placement and management for civil construction works and E&M works.
- Setting up Organization, procedures, processes, Governance & HR practices, etc.
- Optimization of project layout and costs, tendering, etc. Optimised project cost from USD 275 million to USD 245 million.
- Project Management of 187 MW Shuakhevi power house, construction of 37.5 kms of tunnels, 2 dams and one weir, powerhouse.
- Handling contractual and claim issues, negotiations and closure.

July 2016 till Aug 2018 - Chief Operations Officer Adjaristsqali Georgia LLC, 187 MW Shuakhevi Hydro project. Chief development Officer, 115 MW Koromkheti Georgia LLC,

- Setting up company structure and processes for operation and Maintenance phase.
- Governance and HR processes.
- Planning and budgeting for O&M including staff Recruitment, insurance, maintenance contracts, outsourcing contracts, IT platforms, power sale processes, commissioning, license and permitting etc. O&M budget was optimized from USD 7 million to USD 4.6 million.
- Building Business plans, Asset management plans, Risk Analysis, etc.
- FIDIC based Contract review, placement and management for civil construction works and E&M works.

- Development activities of 115 MW Koromkheti hydro project including feasibility study, site investigations, license and permitting, project financing, land purchase process, Government liasioning, power sale process, Negotiations for PPA etc.
- Optimization of project layout and costs, tendering, etc.

September 2018 till date

- Project Development, contract negotiation, Management setting company structure for Turnkey contract to construction and commissioning of 4.72 MW Goginuari HPP, Adjara Georgia. with Energi Teknikk International AS, Norway.
- Project development works for small hydros, 0.99 MW Koknistskali1, 1.55 MW Koknistskali 2 and 1.99 MW Koknistskali 3 HPPs, in Adjara, Georgia.
- Till December 2019 - Preparation of Pre-feasibility and Feasibility of Magana reservoir project on behalf of Georgia Energy Development Fund for Gross Energy Group, Georgia.
- Project reviews, feasibility reviews, contract management, consultancy works for various Engineering consultants / private investors on services basis such Gross energy, Kapitalnet, etc.
- Till February 2020 - Project management services for construction of landfill project at Kobuleti for Government of Adjara, Adjara waste management company LLC. A project financed by EBRD and SIDA.
- Alliance Water Company, Government of Adjara project, project management and consultancy for water supply system for all villages in Adjara a project financed by KFW.

Achievements:

- **Commissioning and set up of 72 MW Bhivpuri Hydro project, India**
- **Commissioning and set up of 72 MW Khopoli Hydro Project, India**
- **Contract management and commission of USD 154 million, 250 MW Trombay Thermal Unit 8 project.**
- **Lead in the bid submission process for Himachal Hydro projects in 2010, 400 MW Dugar hydro project was successful in winning the bid.**
- **Due diligence and acquiring 24% stake in 126MW Dagacchu hydro project, Bhutan,**
- **Due diligence and acquiring 50% stake in 40 MW Itezhi Tezhi hydro project in Zambia.**
- **Due diligence and acquiring 40% stake in 392 MW Adjaristsqali hydro projects in Georgia.**
- **Successful signing of MOU to develop 1320 MW Long Phu2 thermal project in Vietnam**
- **Setting up, contract and project management of 187 MW Shuakhevi hydro project**

Other Achievements:

- Certified Internal Assessor for Tata Business Excellence Model based on the Malcom Baldrige model Quality Management systems, USA.
- ISO 9001 - Internal auditor
- Proficient in SAP PS, MM and PM module
- Certified Management Development Program from Indian Institute of Management (IIM) – Ahmedabad, India.
- FIDIC Training

Languages

- English - Speak / Read / Write
- Georgian - Speak / Read
- Hindi - Speak / Read / Write
- Marathi - Speak / Read / Write
