

## News Release

10<sup>th</sup> May, 2017

### **Exicom wins 900+ telecom hybrid sites from HFCL**

Exicom Tele-Systems a provider of high efficiency DC Power Systems, Hybrid Energy Systems and LFP based Li-ion batteries, won a prestigious contract from HFCL for deployment of renewable hybrid system at more than 900 Greenfield telecom sites in state of Assam. This project is funded by Government of India to expand mobile coverage in less connected areas near India's border. The project is expected to be executed & completed within next 18 months and will involve Exicom supplying total solutions with cabinets, thermal solutions, hybrid power systems and even solar panels and mounting structures.

Customized system design to suit HFCL's requirements, ultra-high efficiency Photon 48V/2700W solar charger and a controller platform which can work with multiple power inputs were key reasons for Exicom's selection.

Mr. Praveen Dubey (Head – PSU Sales) mentioned that Exicom worked with system integrator (HFCL), communication equipment provider OEM, and other related parties and was custom design a solution within a very quick time frame and finally held multiple field trials to optimize the solution further – to get right performance and cost.

Mr. Anant Nahata (Managing Director – Exicom) said “with falling solar panel and related component prices and high maintenance cost of having Genset as primary source of power, renewable systems were looking attractive options from cost, performance and reliability point of view and hoped that Exicom would be able to supply such solutions to many more projects.”

About Exicom: Founded in 1994 in New Delhi (India), Exicom focuses on Telecom Power market and is engaged in designing, engineering, manufacturing and selling & servicing of DC Energy Systems, Li-ion batteries and other associated solutions. Its focus is to continuously innovate and come with products and solutions to help operators become more power efficient, reduce Opex and its carbon footprint. Its customer base spans over leading telecom operators, tower infrastructure companies and system integrators in India, South East Asia and Africa. Exicom has offices in Singapore and Malaysia to support the South East Asian Market with in the region.

For more information, visit [www.exicom-ps.in](http://www.exicom-ps.in).  
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