



KRS Infra Ventures Pvt. Ltd.



Smart Airports

SPECIAL EDITION

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INDIAN AVIATION SECTOR

Indian Airports Adoption of Smart Technologies

Today, airport operations have become passenger-centric, hence, there is a need to provide a smooth traveler experience from parking, check-in, baggage handling, security and all the way to boarding. However, there is a bigger problem. The steeply increasing number of passengers is not just going to drive airports to improve their operational efficiency. It is also going to challenge airports to reach carbon neutrality by mid of current century. Hence, there is a symbiotic relationship between adopting smart technology for operational efficiency and sustainability and smart.

In last few years, airports have enhance operational processes to redefine system to



operate airports removing bottleneck and true manner passenger journey driven by technology, as you know queuing for check-in & baggage drop, security and boarding are the most tedious processes for a passenger. In addition, removing electronic items from cabin baggage during security checks is a hassle for a passenger. The major airports switching to unique CT scan machines, which allow passengers passing through security checkpoints to leave their electronics and liquids in their carry-on bags. CCTV almost in all airports handle security tasks. With this, passengers can spend their precious time shopping and dining, increasing the likelihood of growth in non-aeronautical revenue at the



airport. The Security companies in Baggage scanners, CCTV networking companies will get ample opportunities in Indian airports in coming few years.

Further Indian Airports converting smart washrooms and smart parking. Leveraging Indian airports that have integrated internet of things (IoT) enabled devices, these facilities indicate real-time cubicle/parking occupancy. There is mobile enabled info system will inform passenger flight details and boarding information etc., the coming days projection to introduced robots carts to carry cabin baggage for elderly passengers. Such initiatives have not only made passengers journeys comfortable and seamless but these smart airports will help addressing many pain points of passengers, beyond the airport premises. Global players in this field need to work more aggressively for Indian Market. ■





Smart Airports at the forefront in adopting sustainable practices

Smart airports are not just focusing on technology integration for efficient processes but are also moving towards responsibly consuming energy. Smart Airport will installed sensors, which measures the temperature, humidity and movement of passengers. Based on that, it optimally utilizes its air conditioning, light and the overall energy management system. which reduces the amount of energy consumed during low traffic hours. Technologies based companies have tremendous opportunity in this sector in India.

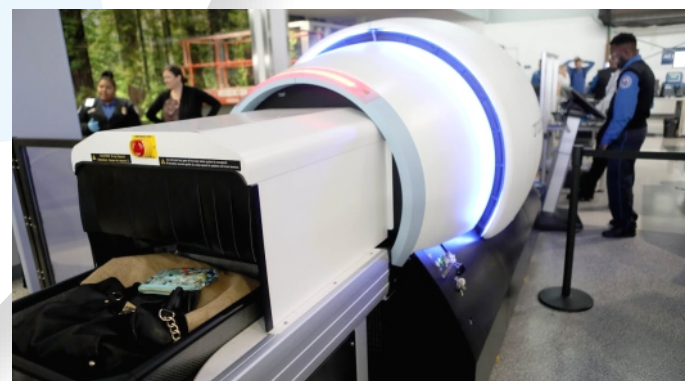
Not just energy consumption, airports are also switching to renewable energy sources. Cochin



Airport in India is the first in the world that functions entirely on Solar energy. It has around 46000 solar panels spread across 45 acres, producing 50000-60000 units of electricity per day. The airport not only takes care of its energy needs but now also has a power surplus. Denver airport installed solar panels that span more than 140 acres of land and is one of the largest hosts of solar energy among all airports in the world. Other Airports in India also working on solar energy offer opportunity for suppliers giving solar power solutions.

Airports should conduct proper due diligence to understand whether the high capital

expenditure is justified or if there is another alternative that is not expensive, whether the technology would enable a useful amenity that will enhance the customer experience, whether the technology would be intimidating to a large segment of travelers, what would be the payback period for this new technology to deliver tangible benefits whether the interface of the technology is user-friendly or will it make the process difficult for passengers and employees to adapt to, and what the chance is of that particular technology becoming obsolete in the near future. The adoption of new technologies will help airports in long run & reduce cost of operation and coming few years, as you aware Government of India working on modernization of various Airports, this offer various opportunities for global players those have expertise to modernize airports. ■





KRS MARKETING Partnership Proposal

Marketing Requirements

Handling business opportunities in India require various steps and KRS Marketing Partnership will help you to understand the practice and management to work in India. Considering the promotion before official participation in business, few steps like promotion, introducing own product range to manage the requirement development accept our standard products or services, advance preparation of participation in Indian Opportunities, management of local vendor team, if required for joint participation, handling tenders, offers, negotiations, contract management support etc., the list is ongoing and KRS Infra Ventures Pvt. Limited ensure that our experience being in this trade from last three decades offer you wider experience base in INDIA.

Marketing Proposal

The KRS Group herewith introduce KRS Infra Ventures Pvt. Limited herewith offers the marketing partnership to your organization to promote you and yours associates interest in Indian Infrastructure Sector with following ways:

- ▶ Informing Business Opportunities in India for business scope of your organization.
- ▶ Promoting your organization with introducing and presenting details to various clients in Government and Private Sector and follow-up

for acquisition formalities (tendering process, finalization of business, all assistance during implementation & after sales etc.)

- ▶ Informing the current scenario of market in view of Government Policies, Procurements plans etc.
- ▶ Advising the strategies required during promotion for successful business opportunities.

The partnership terms will require discussions to finalize, which will be second step after receiving your principal approval and suggest you to work on following options for understanding:

- ▶ Marketing Partnership Joint Venture-which means "KRS Infra Ventures" will be offering all Marketing support in India and your organization handle the technical & commercial need of the projects targeted and rest terms & conditions of arrangement will decided after in principal approval of partnership.
- ▶ Exclusive Agent in INDIA-KRS will be offered exclusive Agency Agreement for 3 years minimum to develop and managing business opportunities for your organization and terms & conditions of this agreement will be discuss after principal approval of working.



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