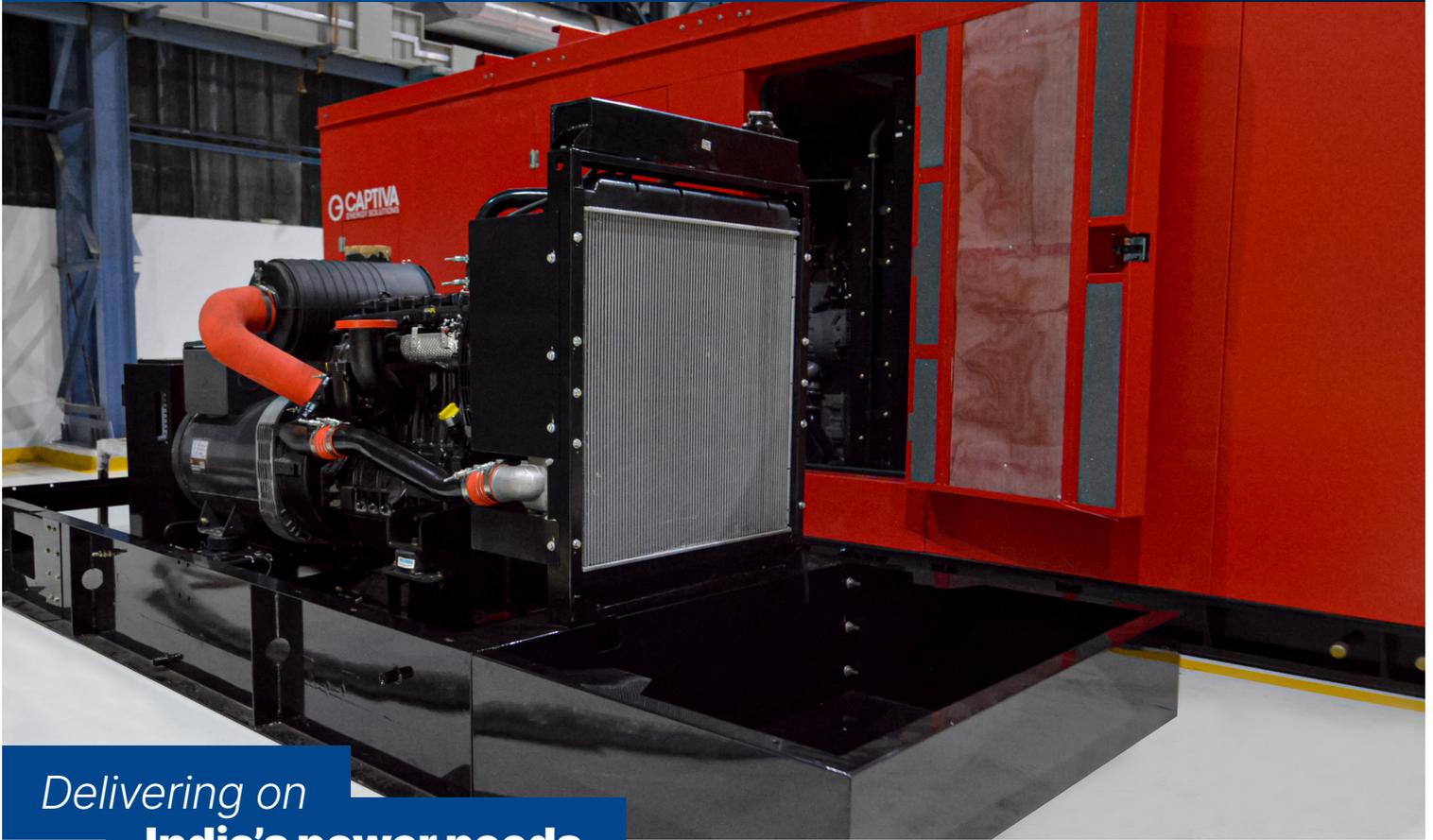


Captiva



Delivering on India's power needs

In 2010 Arijit Bose, a young entrepreneur who had just finished college, reached an agreement to collaborate with Perkins – which was keen to expand its footprint in India – as Captiva Energy Solutions' engine supplier for a new range of generator sets to serve customers requiring prime and standby power solutions. The company has come a long way since those early days when it comprised two people and one office in Kolkata. Today, Captiva has grown its presence in India by offering customised diesel-powered generator sets, along with control systems, acoustic solutions and an exhaust solution which are designed to suit the customers' demands. The company now provides direct employment for over 200 people and employs another 150 indirectly, from 13 locations throughout the country.

Listening to the customer

"Once we started to look more closely at the Indian EP industry, it became evident that 'success' hinged on standardising every solution offered to customers," said Arijit Bose, managing director, Captiva Energy Solutions. "And they weren't powered by Perkins."

Key Facts

Customer
Captiva Energy Solutions

Location
Kolkata, India

Engine model
Perkins® 2000-4000 Series

Application
Generator sets

OEM website
captivaenergy.co



“So we offered and delivered what the customer needed, not what we thought they needed. That was the game-changer. Companies now had somewhere to go for their prime, standby and critical applications – a company that would listen to their needs and provide a bespoke solution, not an off-the-shelf offering.”

Powered by Perkins® 2000 and 4000 Series

The company builds its generator sets in Kolkata, with ratings from 400 to 2500 kVA, powered by Perkins' 2000 and 4000 Series range of engines.

“Working with a global company like Perkins means we get access to world-leading technology which is upgraded continuously through their R&D to maintain a leadership position. But crucially they also understand the market here in India, which means together we can develop strategies and tactics that can deliver success for us, together.

“For Perkins, that success translates into continually increasing sales growth in India's EP market,” says Arijit.

Dependable power

A good example of Captiva's customer-focused approach is Ambuja Neotia, one of the most prominent and respected corporate houses in East India. Headquartered in Kolkata, one of its key projects is the Eco-centre Business Tower – a 20-storey high rise commercial building in the heart of the IT hub in Salt Lake Kolkata.

To keep the power on, 24/7, the Eco-centre Business Tower is equipped with two Captiva generator sets, each fitted with a Perkins® 4012-46TAG2A. The engine's 12 cylinders and 46 litre displacement provide a powerful solution, thanks to an impressive 1886 kVA output from this compact package.

“In 2010, we reached an agreement to collaborate with Perkins as our engine supplier for a new range of generator sets – and we've stayed loyal to them ever since.”

Arijit Bose, managing director, Captiva Energy Solutions

While at Wacker Metroark Chemicals' Amtala site, Captiva has worked alongside the customer to install and maintain four Captiva generator sets, fitted with two Perkins® 4008-TAG2 engines delivering 1125 kVA each, one 4008-30TAG2 with an output of 947 kVA and one 4008-30TAG3 offering a powerful 1055 kVA for around 200 hours of standby power a year.

“The versatile 4000 Series has thousands of hours of proven reliability in standby installations, while its compact design makes it simple to transport and install,” said Thiagarajan Prabhakar, director – operations, at Captiva Energy Solutions. “The dependability and versatility of the 4000 Series range means it is suited to a wide range of installations. Add to that its low cost of ownership and you can see why the product is in such demand by India's electric power industry.”

🕒 *Together, we power ahead.*



Captiva Energy Solutions uses the full range of **Perkins® 400-2500 kVA** engines across its generator set range, from the proven 2000 Series through to the powerful 61 litre 4000 Series.