



With the congruence of dwindling energy sources, surging energy demand, climate change concerns, and aging infrastructure, the status quo is no longer an option for the Energy & Utility sector.

Raising supply by constructing new plant and lines is becoming increasingly unattractive. Clearly there is a need for accelerating innovation: the electric power industry has been responding by gradually transforming into a digitally controlled smart grid.

Demand response is emerging as a key component of the new smart grid. In the past, when more power was needed, the industry increased supply through new infrastructure.

Today, reducing demand is becoming a significant energy management alternative.

Marlabs solutions facilitate the transition to the smart grid and implementation of demand management technologies. These include:

- **Operations Management**

- **Portals**

- Our solutions enable utilities to monitor load, track energy usage, and implement demand corrective steps.

- **Embedded Systems**

- We develop software that makes it possible for devices to communicate with each other, in order to deliver effective control.

Case In Point

*Marlabs is building a **next generation demand management solution** that lowers peak energy consumption in the electric grid. Consumers set the turn-off schedule for key home devices. Utilities can use this schedule to achieve targeted savings as and when needed. The system enables consumers to take control of energy usage, creates a virtual peak power plant, promotes green renewable energy, and improves efficiency of the grid.*

· **Smart Metering Systems**

By monitoring the exact quantity and quality of power being used, our smart metering systems help manage energy consumption data for achieving increased energy efficiency.

· **Consumer Web Portals**

Marlabs builds web portals that make it possible for consumers to control energy usage, effect savings, and manage utility bills.

· **Broadband Networks**

We design and implement BPL (Broadband over Power Lines) and Wireless Networks (Zigbee / WLAN / 3G / 4G) that serve as the backbone of your smart grid initiatives.

· **Independent Verification & Validation**

Delivering independent testing services that maximize predictability of project cost, quality, and time, and increase return on investment.

· **Knowledge Process Outsourcing (KPO)**

Outsourcing business processes that require specialized expertise and accelerate your business to a higher level of performance.

· **Enterprise Applications Services**

Implementing and supporting ERP/CRM systems to meet with your unique, best, and next practices and build competitive advantage.

· **Consulting Services**

Aligning your IT initiatives with your business goals via our professional services offerings.

Marlabs is an award-winning provider of IT services and KPO services. Our people make the difference by consistently delivering outstanding value to our customers. Which has resulted in multiple accolades. Deloitte repeatedly featured us in their Technology Fast 50 Program. Having been included in the Inc. 500 list for five consecutive years, Marlabs was the sole inductee into the Inc. 500 Hall of Fame.

IT Service Offerings

Our IT service offerings help utilities to transform business processes, drive productivity and performance, and manage business change.

· **Applications Development and Maintenance**

Developing and maintaining custom software applications that address your unique business needs.

· **Business Intelligence/Data Warehousing**

Providing your business with crucial analysis and insight to manage risks and improve operational efficiency and profitability.

The Marlabs Advantage

Cross-functional experience – extending across back, middle, and front offices.

Capabilities across operations technology and IT domains.

Robust global delivery model to achieve scale and lower costs.

Standardized processes assuring predictable and consistent high quality.

Best in class IT infrastructure that increases business agility.

Flexible and collaborative approach to deliver innovative solutions.

High performance team that is committed to your success.

Visit www.marlabs.com to learn more about us.