



*WASTE WATER TREATMENT
THROUGH A **DBOO** MODEL*

Presented by Team ROCHEM

COMPANY HISTORY

- 1982 - **Established in GERMANY**
- 1986 - **Developed Plate Tube module for RO application**
Over 8500 worldwide installations over 2 decades
- 1991 - **Registered in India**
Started with De-Salination & have Main Clientele –
Indian Navy, Coast Guard, Shipping Corporation of India
- 1999 – **ROCHEM India Bags ISO 9001 Certification**
- 2000 - **Focus On Wastewater – Difficult Wastewater**
Over 800 waste water installations since then across
all industry sectors

ROCHEM INDIA - MISSION

*Changing the Face of Water
& Waste Water Treatment!*

Background of **Investments** related to Waste Water Treatment

- **Invest** in various ETP Technologies - Primary/Secondary Systems
- **Invest** in Pre-Treatment Systems
- **Invest** in Re-cycle Systems – e.g. RO
- **Invest** further in ZLD Systems – e.g. high pressure ROs
- **Invest** in continuous Technology upgrades

- All over our Existing Client Base, everywhere we go to, we can see the **TRAIL OF INVESTMENTS**

Question was, 'CONTINUE INVESTING? IS THERE AN END IN SIGHT ?'

Current Scenario ... Existing, New, Upcoming Tech – all sounds very good

- But what does it mean to the Industry (Buyer)?
 - Find Rochem and **multiple other** technology providers
 - Evaluate, Choose, Negotiate, Negotiate
 - Expend **CAPEX & INVEST** (i.e. BUY) ! ***And live with what you got 😊***
- Continue to face Technology Obsolescence risk ?

Is this “Déjà vu” all over again?

WHAT IS THE NEED TODAY?

- Investment in waste water treatment (pollution control) systems is **significant** and **mandatory**
- Prudent investment in direct productive capex
- World is following the outsourcing Model

so ... WHAT IS THE SOLUTION ?

Everyone calls it the **DBOO** Model

We call it **ROSERVE**

what is DBOO or ROSERVE ?

- SERVICE CONCEPT ! Customer Buys nothing.
- Customer defines Service need and scope.
- Customer only enters into a Service Agreement. Min 3 to Max 6 year tenure.
- Service provider brings to site, best suited Plant & Machinery – RO/Others to meet the Service Need. Client undertakes Civil works (limited due containerised equipment options).
- Service provider operates the equipment and provides the Customer the Service defined.
- Customer pays agreed Service charges per m³ of Treated water **Delivered** or Volume reduced.

ROSERVE !

- **Advantages!**
 - Customer Upfront Capital **Investment is NIL** (only outflow is a small security deposit).
 - Customer Pays **only** for What He/She Gets.
 - Technology, Performance, Obsolescence, Upgrade – **ALL RISK OF ROCHEM !**
 - Customer can focus Investment into Process, rather than ETP !

ROSERVE !

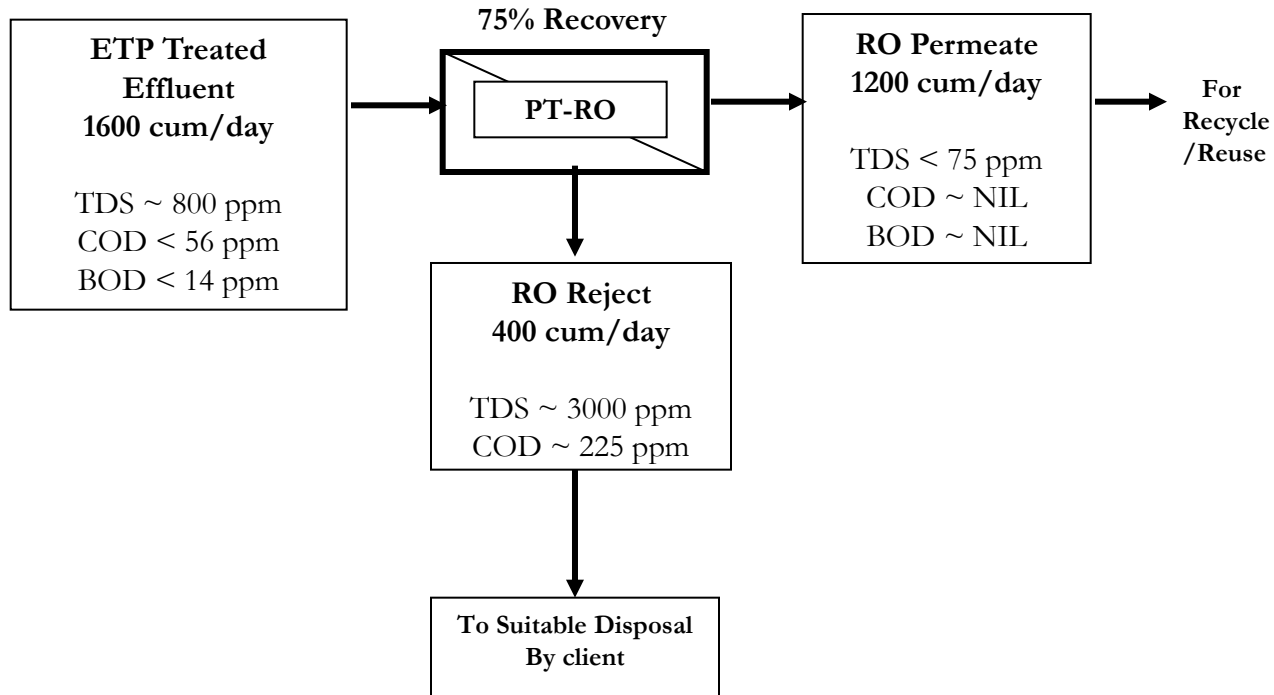
SAMPLE CASE 1 – TATA MOTORS

BACKGROUND

- TML was looking for suitable technology for treatment of ETP treated effluent.
- Objective was to recover recyclable water for consumption in process.
- Evaluated and chose the PT-RO technology on DBOO basis. Now known to you as **ROSERVE !**

TATA MOTORS – DBOO/ROSERVE !

PT-RO SCHEME



SCOPE OF SUPPLY

- Agreement duration – 10 years
- Containerized plant - Plug n Play Model
- Environment friendly and efficient installations / IS guidelines
- Separate outlets for reject and cleaning waste water
- Maintenance and adequate inventory
- Operating Manpower & Technical support

Salient features of the Contract

- **Fixed** prices for supply of permeate water with annual escalation
- **Minimum** assured annual off take of permeate water
- **Minimum** payment for less intake
- **Penalty** for less water generation

...contd

- Penalty for excess Power consumption
- Flexibility of design parameters
- Minimum agreed down time flag points
- Agreed Shutdown period commercials
- Flexible Contract Termination/Extension clauses
- Flexible Buy back commercials

SAMPLE CASE 2 - YOUR CASE !

- Please define your need & get a **DBOO/ROSERVE !** estimate catered to your exact need.
- Contracts can be signed in 2 weeks time and Start up in 4 – 10 weeks depending on equipment/contract size.

DBOO/ROSERVE ! APPLICATIONS

- Tata Motors Ltd., Chikhali + Pimpri
- United Phosphorus Ltd
- Privi Organics Ltd., Mahad
- A B Mauri, Chiplun
- Unique Chemicals, Panoli
- RSWM Ltd., Melange
- Rainbow Denim Ltd. Chandigarh
- Superior Industries Ltd, UP
- Cairn India Ltd
- Ranitec CETP
- Others

Let us join hands to ...



- .. conserve large quantity of **water**
- .. achieve **Zero Discharge**
- .. conserve **Energy + conserve Capex**
- .. preserve the **Environment**

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