

## Water control at its best!

**Applying global expertise in Indian market!** Interview with Danny Rosenbluth, Regional Director for Asia-Pacific at Dorot Control Valves

**D**orot, part of Matholding Group since 2014, is one of the world's leading manufacturers and developers of sustainable technologies and products for water control and optimization systems. With more than 70 years of experience, the company is a worldwide pioneer in providing high quality solutions for Hydraulic Controlled Valves and Air Valves.

### What are Dorot's development plans for India?

Dorot views India as the largest and most interesting market in the world over the next 15 years. As a consequence, Dorot has started developing its local team with both Commercial and Technical members. We will be opening an office in Rajasthan and will support our local distributors both technically and commercially. Some of our local partners have been working with us for over 20 years and are expanding rapidly.

### What makes Dorot the choice for the water industry in India? What are Dorot's competitive advantages?

When looking worldwide at the control valve and air valve markets, we identify 2 types of suppliers. The first are traditional manufacturers. They know how to produce what you need. For stable and saturated markets, where there is knowledge and where the issues are simple, this is sufficient.

The second type are the engineering companies. They are much harder to find. These help the customer analyse and define the needs and only after that, offer a tailored solution. Dorot is a leader in the second group. Bringing international knowledge of water systems and the ability understand the local needs and the local water systems, provides the end user the best possible solution to meet their challenges.

### Water in India! What would you say is specific about this particular market?

The vast size of the market is the first thing that hits you when you dive into business in India. The distances, the level of current infrastructure and the size of the cities require us to think in a different way. Very low pressure system, spread over large geographical areas that need to supply to millions of people is unique!

### What are the challenges that you are facing in India?

The first challenge is the lack of up-to-date knowledge in the local market of Hydraulic solutions. The systems designed and built by the British 80 years ago are being reviewed and upgraded. Very low pressure with high flow rates that need managing is another challenge.



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### How is it different from other markets where Dorot is active in?

It is the largest English speaking market in the world.

### Trends in water industry development! Where are we heading? Is India aligned with the rest of the world in terms of demands in water industry?

India is trying to go from 0-100km/h in 3 seconds. From a lousy infrastructure to a super high-tech system without any steps in the middle! Changing cities of millions of people from intermediate water supply to 24/7 is a huge challenge and we are ready to help India reach their goal!



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## Dorot case study in India - Mysore project

### General description: Where, What, Total investment, How long.

The project is in Mysore, in the state of Karnataka in Southern India. Mysore city with population of nearly 1 million people is located between two rivers- Kaveri and Kabini. The project is funded under JNNURM (Jawaharlal Nehru National Urban Renewal Mission) scheme. The city of Mysore is one of the first cities to convert from intermittent water supply scheme to 24x7 water supply scheme. The 24x7 project in Mysore was divided into two phases: 1st phase was completed by Jusco Ltd. The 2nd phase was awarded to IL&FS Water Limited. The project is on BOOT basis with 10 years of operation and maintenance. Dorot has been chosen as the reliable partner for the Pressure, Flow and level control of the entire network. We are assisting the IL&FS design team select the right control valves with sizing and selection for ESR management, DMA and PMA management.

### What was the demand/challenge?

Water is available in plenty in Mysore but exponential increment in the population has created huge differences with design conditions to reality. In theory, the pumped water is sufficient to cater the demand for the city and achieve 24x7 water supply. The challenge we are facing is the hydraulics (pressure and flow) of the network which isn't sufficient to reach the critical point thus the unequal supply to users. In addition, since the pressure and flow aren't distributed properly in the system, high-pressure pockets are created at low lying areas resulting in pipe breakages and burst. Thus higher NRW (Non Revenue Water) and life of infrastructure is significantly reduced!

### Dorot's solution.

Dorot has been involved in this project since 2015, working hand in hand with the engineers from KUWSSB from early design stages. As the contract was finalized and Dorot is now the hydraulic valve supplier, we are working closely with the contractor's design team (IL&FS) and the end-user (KUWSSB). Our solution for ESR management is installing hydraulic control flow & pressure control valves and level control valves which are independent of electricity and man power. In addition, we are analysing the distribution network to recommend the right control valves to maintain the pressure in the system in such a way that each customer receives water with minimum residual head with DMA and PMA management. The valves supplied by DOROT will be a tailor-made solution for this project with 10 years of warranty. In addition, Dorot is supporting its partners with the Air Management solutions.



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