

Rafflesia Technology



About Rafflesia Technology

ABOUT US

Our Identity

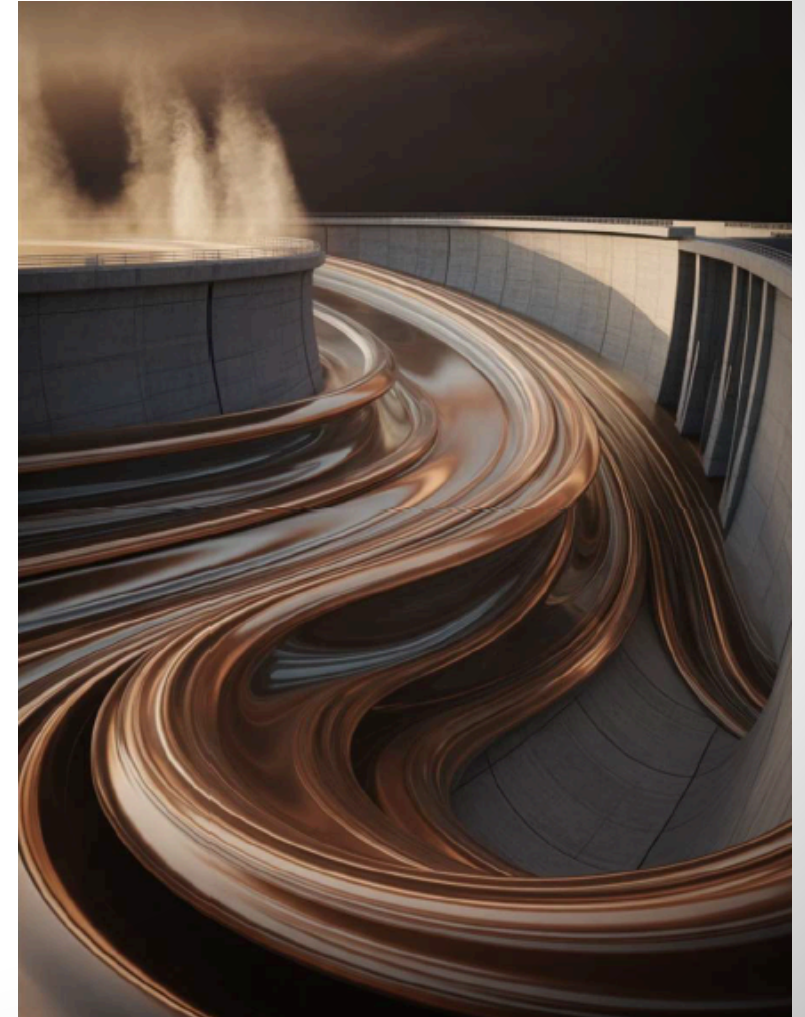
Like the unique Rafflesia plant that symbolizes our business, we merge innovative solutions, quality, economy, and environmental stewardship to realize tomorrow's dreams today for our business partners.

Our Approach

At the heart of our business are in-depth multi-discipline system modeling, simulation, studies, and multi-sector design and engineering capabilities that create value for clients.

Specialization

Railway Traction Power simulation and design, power generation electrification



Rafflesia Technology Business Canvas

BUSINESS CANVAS

Key Partners

- EPC Contractors
- OEM Vendors
- Consultants
- Regulatory Bodies
- ~ Associate Specialists
- ~ Varsity Collaborations

Key Activities

- Railway design and simulation + bid support
- Microgrid design
- Software development

Key Resources

- Founding members
- Junior partners
- Market reputation
- Associate specialists

Value Propositions

- Domestic presence
- Employee-owned management structure
- High quality niche area expertise
- Energy Optimization and efficiency
- Cost savings with appropriate design

Customer Relationships

- B2B engineering support
- Long term partnership

Customer Relationships

- Direct Business dev w/EPC
- Referrals
- Technical conferences and whitepapers

Customer Segments

- EPC Companies
- Railway Operators
- Agencies

Cost Structure

- Payroll for core team
- SG&A (web-hosting, Co-Sec, laptops, IS services, accounting software and services)
- Engineering software (CAD and simulation sw)
- R&D costs - Certification and membership
- Insurance for company, directors and medical for staff

Revenue Streams

- Engineering design and simulation
- Project Management and consulting fees
- Bidding support fees (technical submission)



Railway Power Systems Expertise

Traction Power System (AC & DC)

1. System modeling and simulation for normal/degraded/emergency operations
2. Power quality studies (harmonics, voltage unbalance, etc.)
3. Sizing of traction power systems
4. Protection coordination studies

Overhead Catenary System (OCS)

1. Wind and solar irradiance studies
2. Dynamic analysis of pantograph-OCS systems
3. Dynamic studies for OCS structures on bridges
4. Detailed design for Metro and Mainline applications

Power Sector

- **Electrical Systems**

Design deployment of generator excitation, protection, and synchronizing systems with design support for plant electrical balance.

- **Microgrid**

System simulation and operation control scheme for microgrid and integration with renewable.

- **BESS**

Engineering design and integration with battery storage supplied products



We combine extensive experiences of our pool of engineers in deployment of power plant instrumentation, control, and automation systems for thermal, combined cycle, WtE, and hydro plants.

Thank You

