

Sanjeev Kumar is the Chief Technology Officer at Kimbal, where he leads the company's technology strategy and innovation roadmap. He has been instrumental in building platforms like HES, MDM, and Samaksha—an AI-driven application that's helping redefine efficiency in India's energy ecosystem. Under his guidance, Kimbal's tech division continues to deliver scalable and reliable solutions for smart grid modernization. He oversees a growing team of engineers and works closely with product and field teams to ensure a user-first mindset across every solution.

An alumnus of Punjabi University, he holds a degree in Computer Engineering. Beyond work, his curiosity for emerging technologies and ability to stay grounded make him an impactful force behind Kimbal's journey toward achieving its vision.

Sanjeev Kumar

Chief Technology Officer, Kimbal



Can you tell us about the journey of Kimbal and its core mission?

Looking back, it really started with a shared belief and determination in 2011. We were just a handful of technocrats in a modest space, driven by a vision to help make energy access more efficient in India. Starting commercial production under the Crystal brand was definitely a learning curve. We weren't just building meters, we were learning what it meant to build trust, reliability, and consistency into technology that people depended on.

Our first breakthrough came in 2016 with a government pilot project in Assam. That opportunity gave us the confidence to keep moving forward. And in the process, we learnt, improved, and built everything in-house, with quality at the core.

As the years passed, we entered new regions, strengthened our team, and introduced automation to help us grow responsibly. In 2024, we began operations at the Kimbal Mega Plant in Greater Noida — our next step in preparing for the future.

Along the way, we rebranded as Kimbal Private Limited, which is a reflection of how far we've come and where we want to go.

What hasn't changed is our belief that it's never just about products. It's about people. About building something meaningful, together.

And while the journey has brought us a long way, it still feels like we're just getting started.

What are some of the flagship products or solutions offered by Kimbal?

Our focus at Kimbal has always been on building a more connected, reliable, and sustainable energy ecosystem. Our flagship solution is an Integrated Advanced Metering Infrastructure solution, where we offer one of the most reliable and advanced ranges of smart meters. We call it the 'Kushal range of smart meters' which includes single-phase, three-phase, HTCT, and LTCT smart meters. Along with it, we have our in-house developed, flexible architecture Head-End System, network interface cards for WAN



and NAN, and powerful RF-mesh-enabled Gateways and In-meter Gateways. You can find the details on our website: <https://kimbal.io/advanced-metering-infrastructure/>

Apart from that, we have proven capabilities in building AI products. Samaksha – an AI-enabled meter reading solution has been instrumental in helping many utilities improve their billing collection and establish better theft control.

How does your technology contribute to energy efficiency or smart automation?

Our integrated AMI solution does more than just track energy—they give you granular, real-time data on consumption. That means utilities can spot unusual patterns, catch issues early, and even detect losses or theft almost instantly.

All this data travels seamlessly over our robust RF mesh network, which is built to be self-healing. So even in tricky environments—like dense cityscapes—you won't miss a thing.

We've also added smart automation features like remote connection and disconnection, plus load control. These help improve grid reliability, cut down on manual work, and save serious time and money.

And it's not just utilities that benefit—consumers get powerful insights too. With access to detailed usage data through apps, they can take charge of their energy habits, reduce waste, and lower their bills.

Best of all, the whole setup is scalable and future-ready. Whether it's expanding your network or integrating with things like rooftop solar, our system is built to grow and adapt—keeping your grid strong and sustainable.

What's next for the company? Any upcoming projects or expansion plans you can share?

We launched some exciting new products in ELECRAMA 2025 that will further strengthen our position in the energy tech space and drive innovation for our utility and C&I customers:

Load Disaggregation via NILM: We're using advanced non-intrusive load monitoring to provide appliance-level energy insights, helping optimize usage without extra sensors.

Energy Management System (EMS) for C&I: For commercial and industrial clients, our new EMS predicts demand and employs smart auto-bidding between power sources to cut costs and boost efficiency.

RTU/SCADA Solutions: For utilities, we're advancing our RTU/SCADA solutions to enhance real-time grid monitoring, control, and automation, improving operational reliability.

IEC Compliant International Meter: Finally, we're developing an IEC compliant international meter. This next-generation meter ensures robust interoperability, paving the way for our global expansion.

These innovations highlight our commitment to driving value for our customers.

“Kimbal: Energizing the Future, One Step at a Time.”