



# SCALE UP PROGRAM

## Cohort 2018

IoT firm providing end-to-end solutions for remote monitoring and automation of water distribution systems. Faclon Labs has an assortment of devices connected over long range RF and 3G technologies, sending sensed data to the cloud that finally delivers insights and analytics to end-users in the most efficient and easy to understand way.



## Impact of the innovation:

Enormous amount of water, energy and man hours can be saved by making water distribution network smart  
They aim to weed out inefficiencies in water management, thereby creating a sustainable solution for utilization of the water resource

- **Business Challenge faced:**

1. Customer Discovery- Strategy to enable commercialization in specific customer segments
2. Standardization of Products and Operations
3. Product Development

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