

“We are at the forefront of adopting the latest technologies. We have adopted the best-in-class technologies to ensure a safe and reliable supply of natural gas to all our consumers”, says Hardip Singh Rai.

Natural Gas Society spoke to Hardip Singh Rai, Chief Executive Officer, THINK Gas, about his journey and achievements.

A post-graduate in aeronautical engineering from St John’s College, Cambridge, and a Chartered Accountant by qualification, Hardip Singh Rai has led several global companies across the financial and energy financing segments over 35 years of his professional life span. Out of this, he spent three decades in London, UK holding leadership roles in organisations like Barclays and Morgan Stanley. He then returned to India and founded THINK Gas, a CGD company headquartered in Noida, Uttar Pradesh, in 2018.

The company has come a long way since then. With his extensive experience in the global arena and a visionary approach, Rai is leading THINK Gas as an enterprise dedicated to delivering quality, reaching customers efficiently, achieving better operational efficiency, and generating healthy revenues. The company won its first authorisation during the ninth CGD bidding round and has so far established its on-ground presence in seven geographical areas (GAs), including the districts of Ludhiana, Jalandhar, Barnala, Moga, Kapurthala, and SBS Nagar in Punjab, Baghpat in Uttar Pradesh, Bhopal, Rajgarh and Shivpuri in Madhya Pradesh, Kangra and Chamba in Himachal Pradesh, and Begusarai in Bihar. It has laid a network of over 110 CNG stations (selling 400,000 SCMD of gas), 11 city gate stations (CGSs) and 580 km of steel and over 3,400 km of MDPE pipelines serving 90,000 household connections and over 200 industrial and commercial connections across its GAs. In just five years, the company has built more than 80% of the infrastructure it was required to build in eight years as per the Minimum Work Programme (MWP) framework. The company also recently set up the first of its kind LNG satellite station in Bagroda, Bhopal.

Under the leadership of Rai, THINK Gas has been able to establish a number of firsts in the industry across all its business segments. THINK Gas was the first company in the CGD sector to bring in institutional FDI in India. It has laid a single 180 km+ stretch of steel pipeline to supply gas to its customers in Bhopal – a first by any CGD company. It also became the first CGD company to in India to commence LNG dispensing at its facility in Bhopal. With LNG dispensing now being available, THINK Gas is now encouraging heavy duty and long-distance trucks to convert to LNG to reduce operational costs, reduce the impact on environment and play their part in making India a gas-based economy.

Today, THINK Gas is known for its adoption of global best practices in safety, processes, technology and customer relationship management in city gas distribution.



Hardip Singh Rai
Chief Executive Officer, THINK Gas

Says Rai, “We are at the forefront of adopting the latest technologies. We have adopted the best-in-class technologies to ensure a safe and reliable supply of natural gas to all our consumers.” THINK Gas is always looking for ways to incorporate technologies in each segment to minimise risks and improve productivity in the company. Following Rai’s vision, THINK Gas successfully deployed Supervisory Control and Data Acquisition (SCADA) based on Cloud Architecture, a first of its kind in India’s oil & gas industry, which can be monitored through its control room – Nucleus. The company is also using Geographic Information System (GIS), to eliminate inconsistencies in the pipeline network and help them trace pipeline data & locations with utmost accuracy. As an industry first, it has also adopted digitisation of X-Ray films for preservation of pipeline records. The company has developed a Quality and Construction Management application, wherein the company captures all data in a digital format that can be stored securely on the cloud where it is accessible very easily, anytime, anywhere.

For the household sector, the company has deployed Bluetooth-enabled prepaid meters instead of conventional meters, mechanical meters, etc., helping the company to manage its business commercially on the ground. The customers can use their smartphones to recharge their connections from anywhere, anytime and receive updates about their smart meters. The customers are charged on a pay as you use basis, making it easy for the customers to recharge their connections with as little as INR 50. Also, the company uses multi-layer composite pipes in household connections to facilitate ease of installation and higher safety standards, another industry first.

Disclaimer: The views and opinions on the gas sector are purely personal.