SLIDE 01 / 12

0:00 – 0:25 | 25 SEC

Falak Enterprise



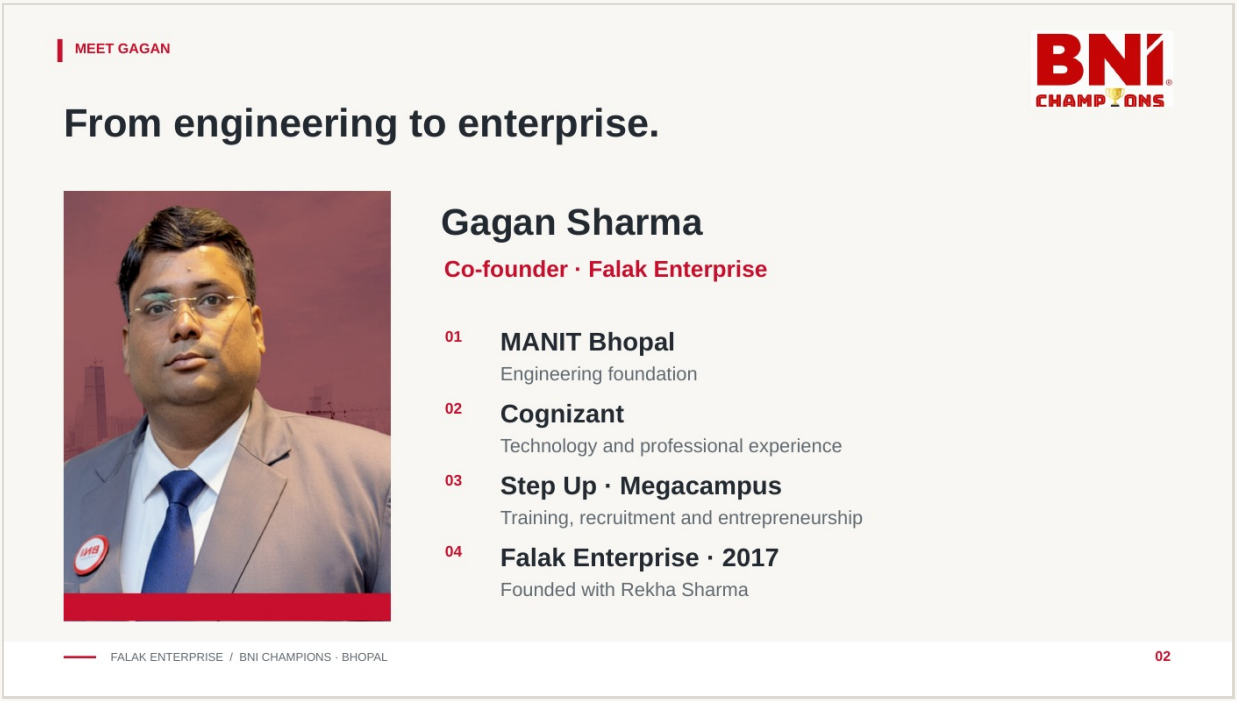
YOUR FULL SCRIPT

Good morning, Champions. I am Gagan Sharma from Falak Enterprise. We help homeowners and businesses turn unused rooftops into solar power. Today, I want to make it easy for you to recognise a good solar referral and know exactly whom I would like to meet.

SLIDE 02 / 12

0:25 – 1:05 | 40 SEC

From engineering to enterprise.



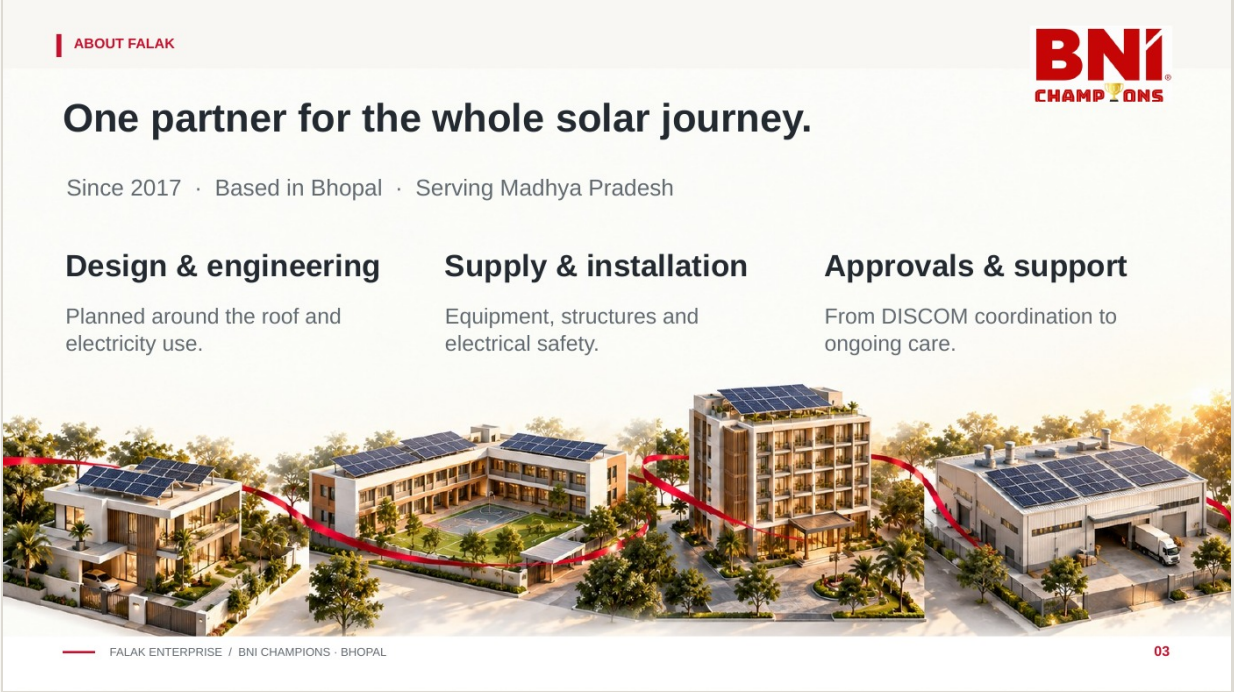
YOUR FULL SCRIPT

My journey began at MANIT Bhopal and then Cognizant. Entrepreneurship took me into training, recruitment and technology through ventures including Step Up and Megacampus. Rekha and I founded Falak Enterprise in 2017. That mix of engineering, business development and project execution shapes how I approach every solar project: understand the customer first, then build a practical solution.

SLIDE 03 / 12

1:05 – 1:40 | 35 SEC

One partner for the whole solar journey.



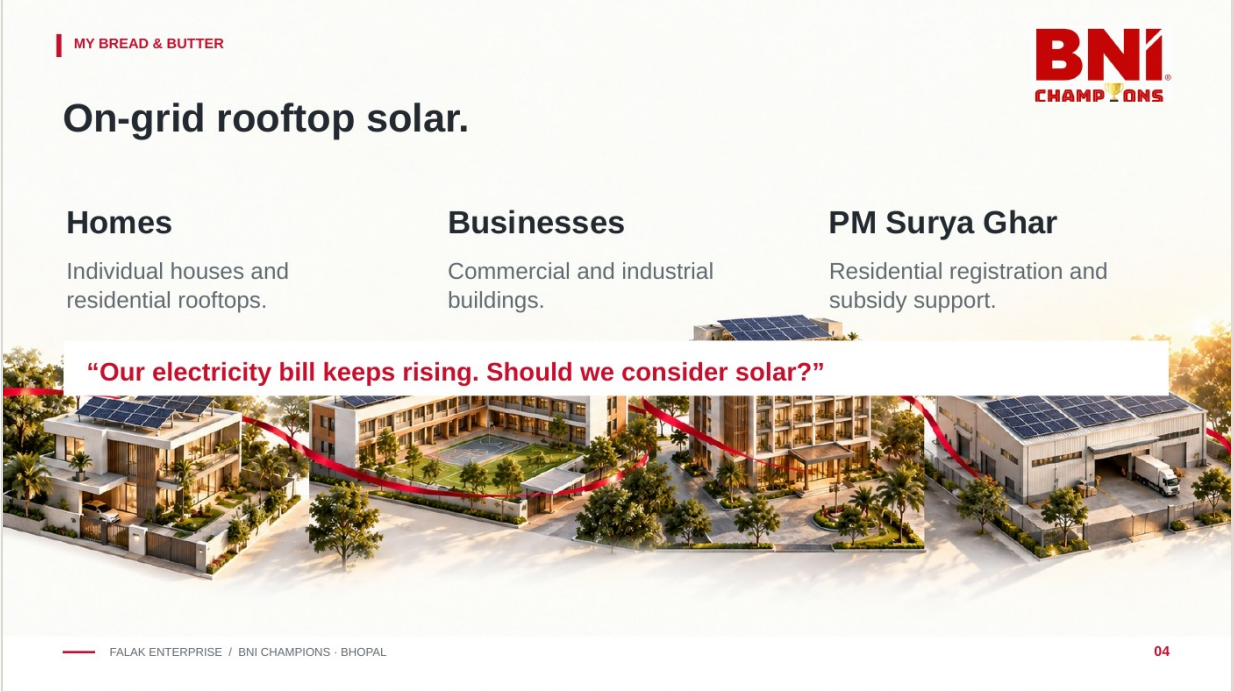
YOUR FULL SCRIPT

Falak is an end-to-end rooftop solar EPC business. EPC means engineering, procurement and construction. We plan the system, supply the equipment, install it and coordinate the approvals. Our customers include homes, commercial properties and institutions. The value is having one team understand the project from the first electricity bill through commissioning and ongoing support.

SLIDE 04 / 12

1:40 – 2:25 | 45 SEC

On-grid rooftop solar.



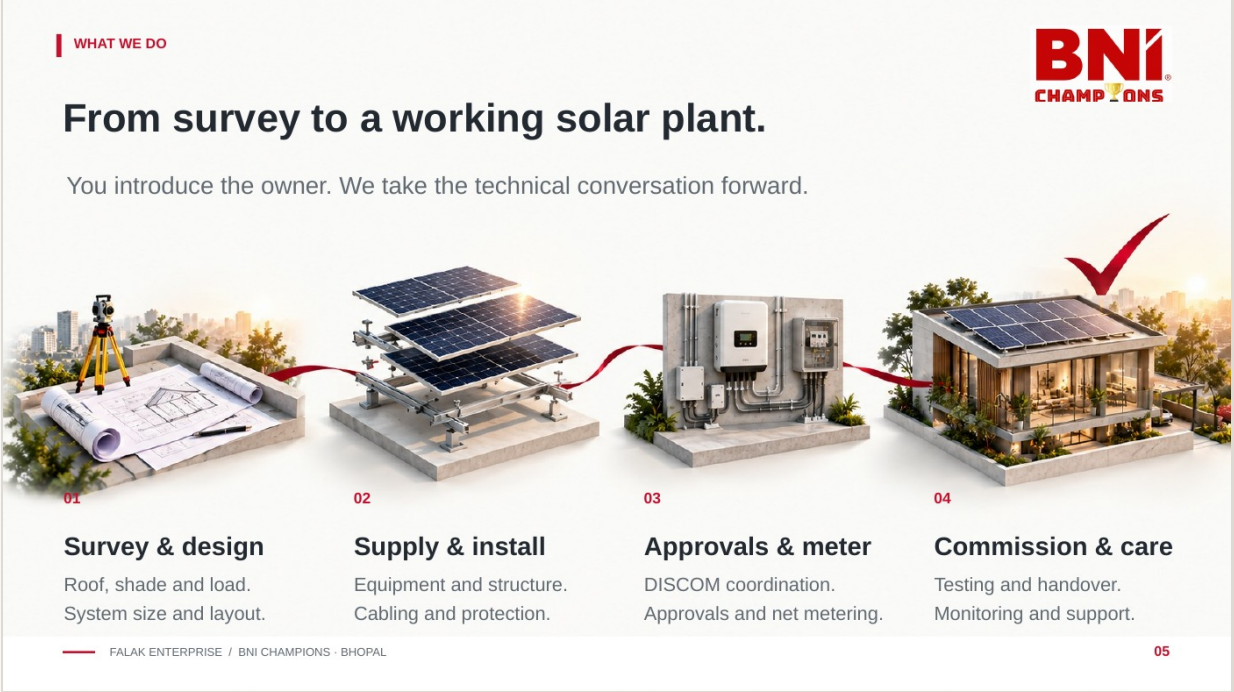
YOUR FULL SCRIPT

Our bread and butter is on-grid rooftop solar. For homes, we look at the electricity bill, available roof and how the household uses power. For businesses, we work through their consumption and site requirements. Residential PM Surya Ghar projects also involve registration and subsidy paperwork, which we help coordinate. The easiest referral signal is a person asking whether solar makes sense for their property. An electricity bill and a conversation are a useful starting point.

SLIDE 05 / 12

2:25 – 3:10 | 45 SEC

From first survey to a working solar plant.



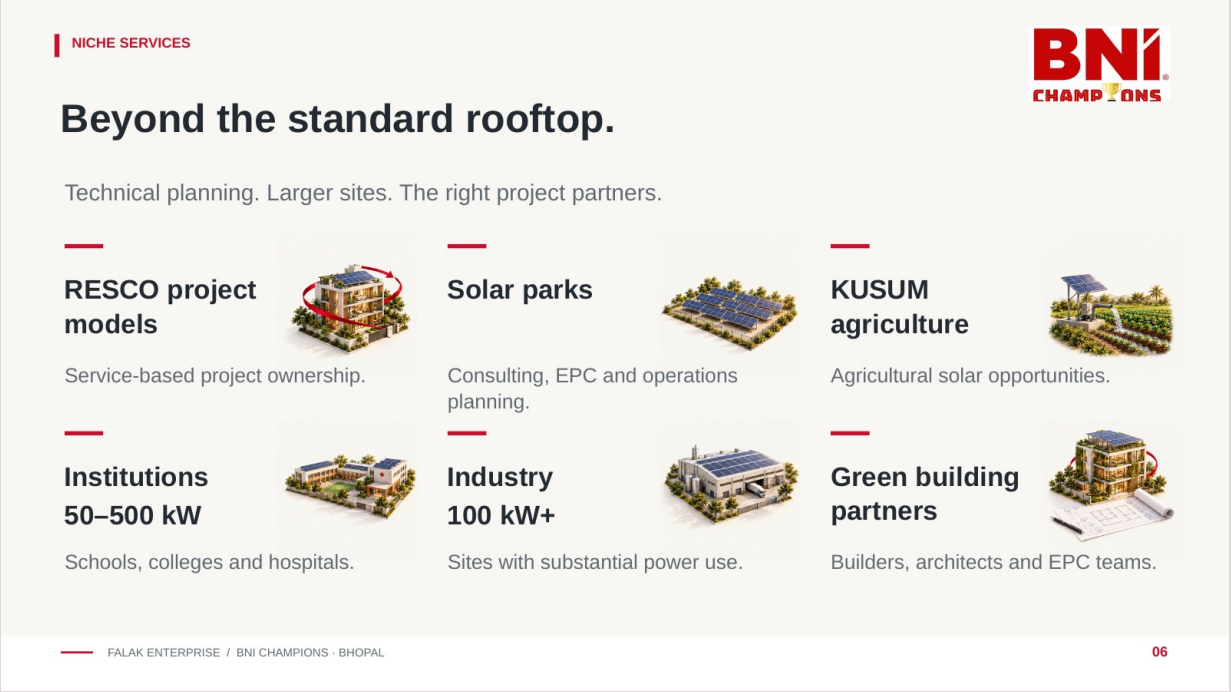
YOUR FULL SCRIPT

There are four parts to the process. First, survey and design: understanding roof conditions and the load. Second, supply and installation, including the structure and electrical protection. Third, coordination for approvals and net metering. Fourth, testing, handover and care after commissioning. Members do not need to explain solar technology on our behalf. Introduce the property owner, and we can take the technical conversation forward.

SLIDE 06 / 12

3:10 – 3:55 | 45 SEC

Beyond the standard rooftop.



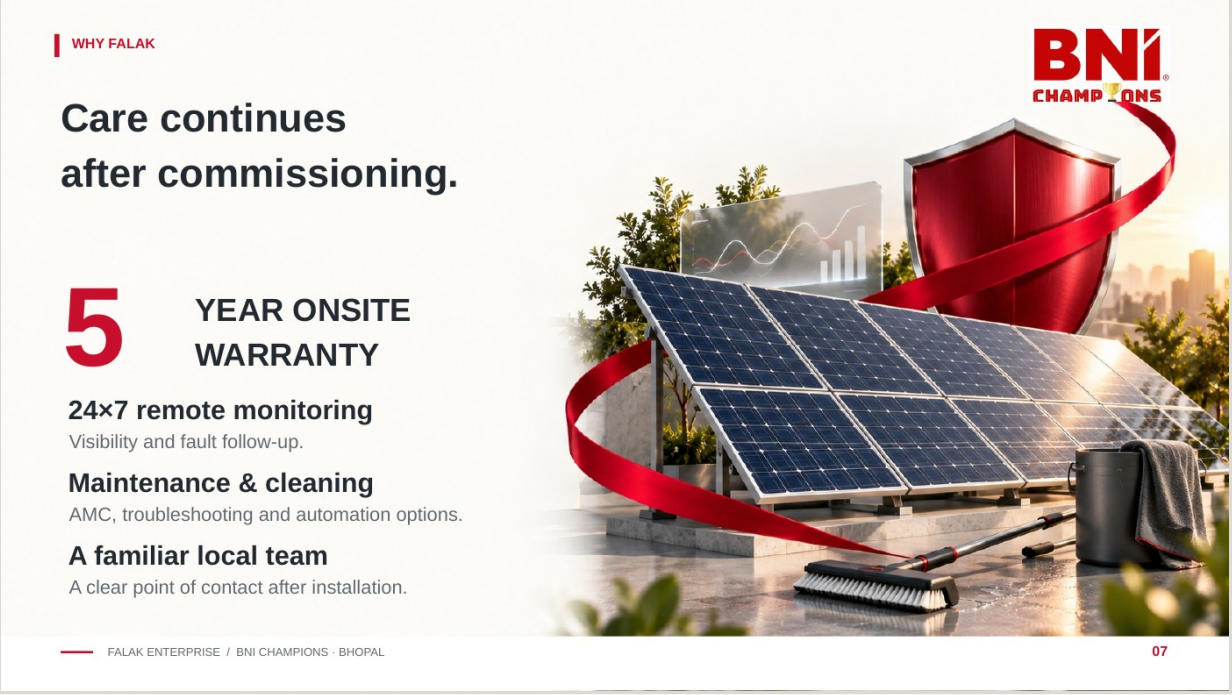
YOUR FULL SCRIPT

Alongside routine rooftops, we work on more specialised opportunities: RESCO project models, solar parks, agricultural solar under KUSUM and larger institutional or industrial installations. RESCO is a project ownership and service model. These conversations are most useful when they begin early, with the owner or decision-maker and the right project partners around the table.

SLIDE 07 / 12

3:55 – 4:35 | 40 SEC

Care continues after commissioning.



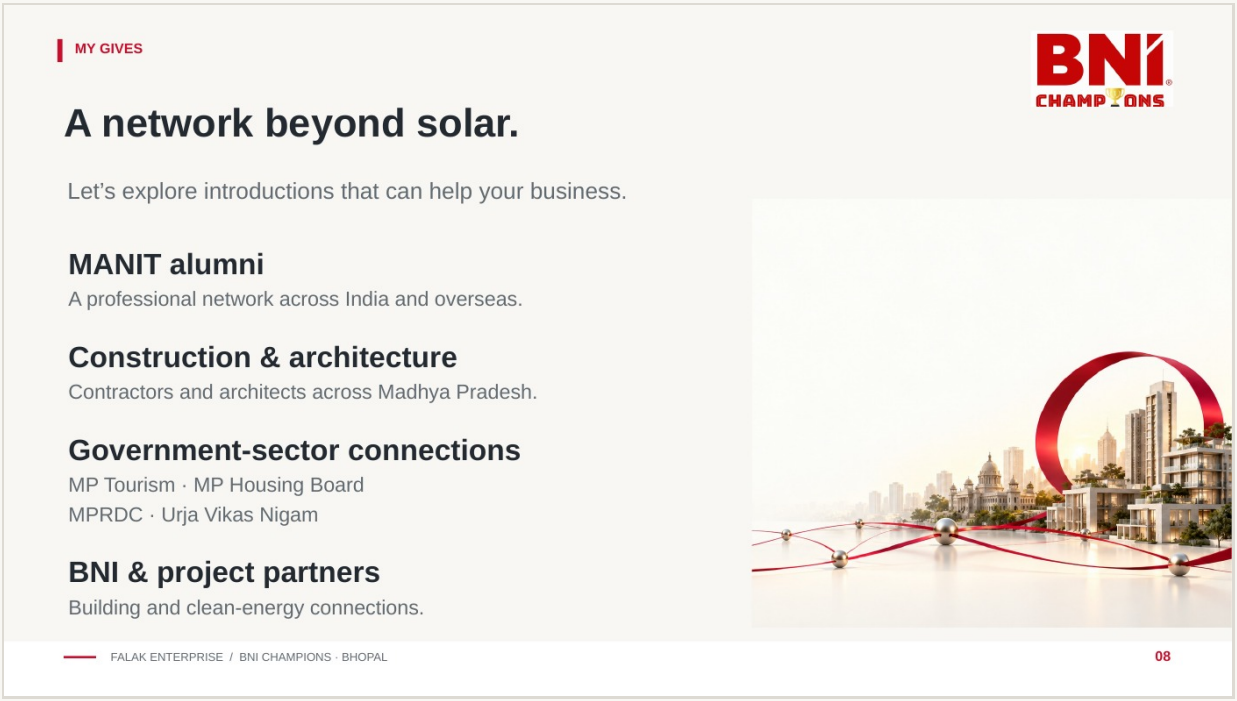
YOUR FULL SCRIPT

Customers often ask what happens after installation. Our service approach includes a five-year onsite warranty, remote monitoring, maintenance and fault support. We also offer cleaning and automation options. That matters to a referral partner: you are introducing someone who will need a continuing service relationship, not just equipment. We explain the equipment and service scope clearly in the project proposal.

SLIDE 08 / 12

4:35 – 5:10 | 35 SEC

A network beyond solar.



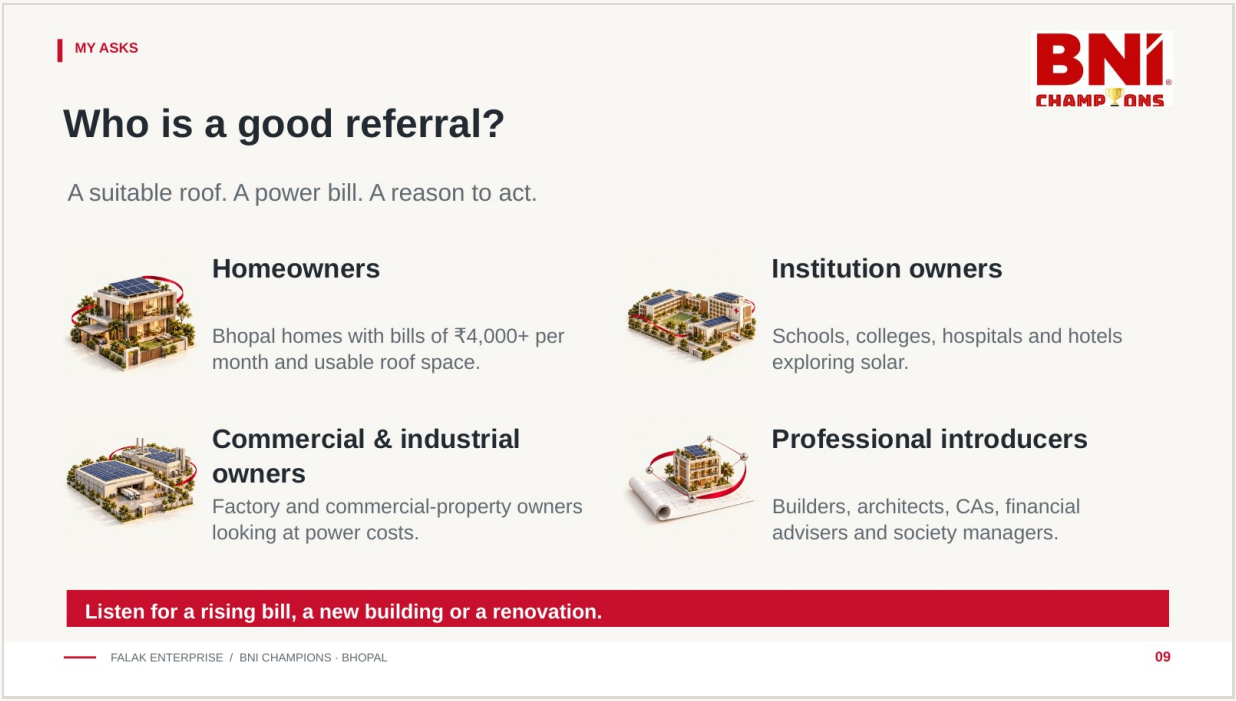
YOUR FULL SCRIPT

BNI is also about what we can give. My network includes MANIT alumni, civil contractors, architects and contacts connected with government-sector work. I would be glad to understand whom you want to meet and see whether a relevant introduction is possible. A one-to-one helps me learn what a good referral looks like for you, just as this presentation explains what one looks like for Falak.

SLIDE 09 / 12

5:10 – 5:55 | 45 SEC

Who is a good referral?



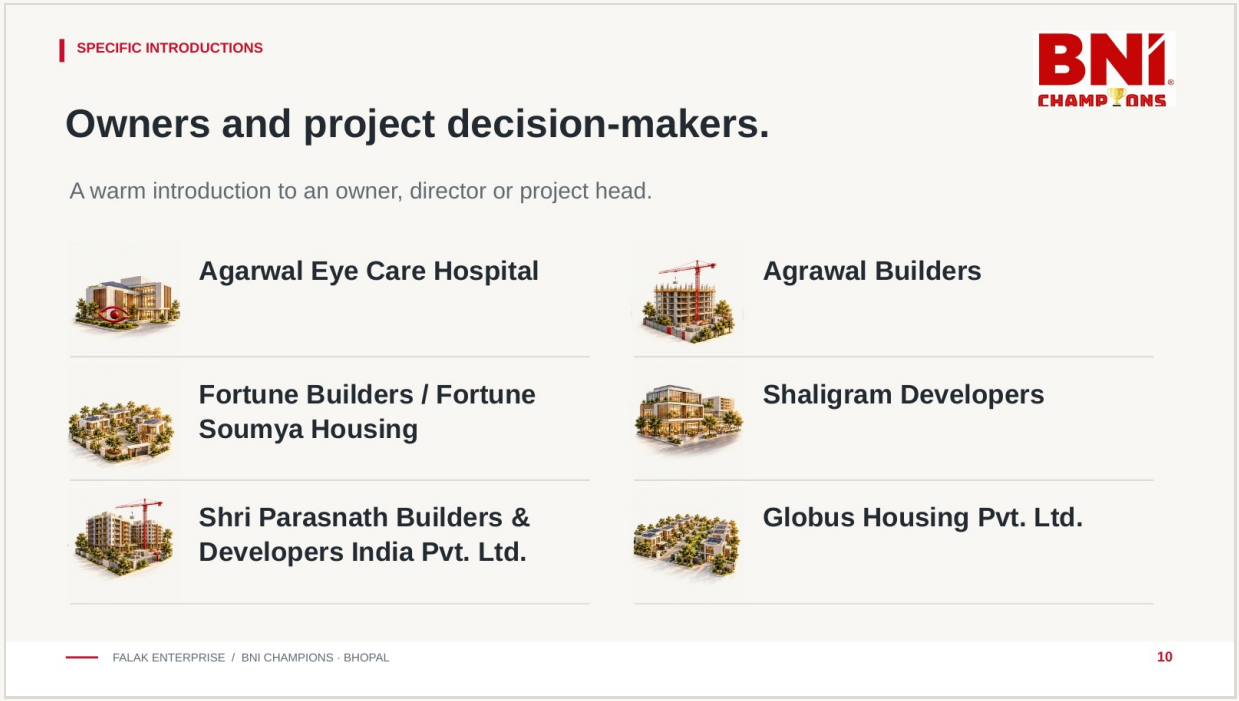
YOUR FULL SCRIPT

Four groups are particularly relevant. First, homeowners in Bhopal with monthly bills above four thousand rupees and usable roof space. Second, decision-makers at schools, colleges, hospitals and hotels. Third, factory and commercial-property owners. Fourth, the people who advise these owners: builders, architects, CAs and financial advisers. Listen for a rising electricity bill, a new building or a renovation. Those are useful moments to start a solar conversation.

SLIDE 10 / 12

5:55 – 6:35 | 40 SEC

Owners and project decision-makers.



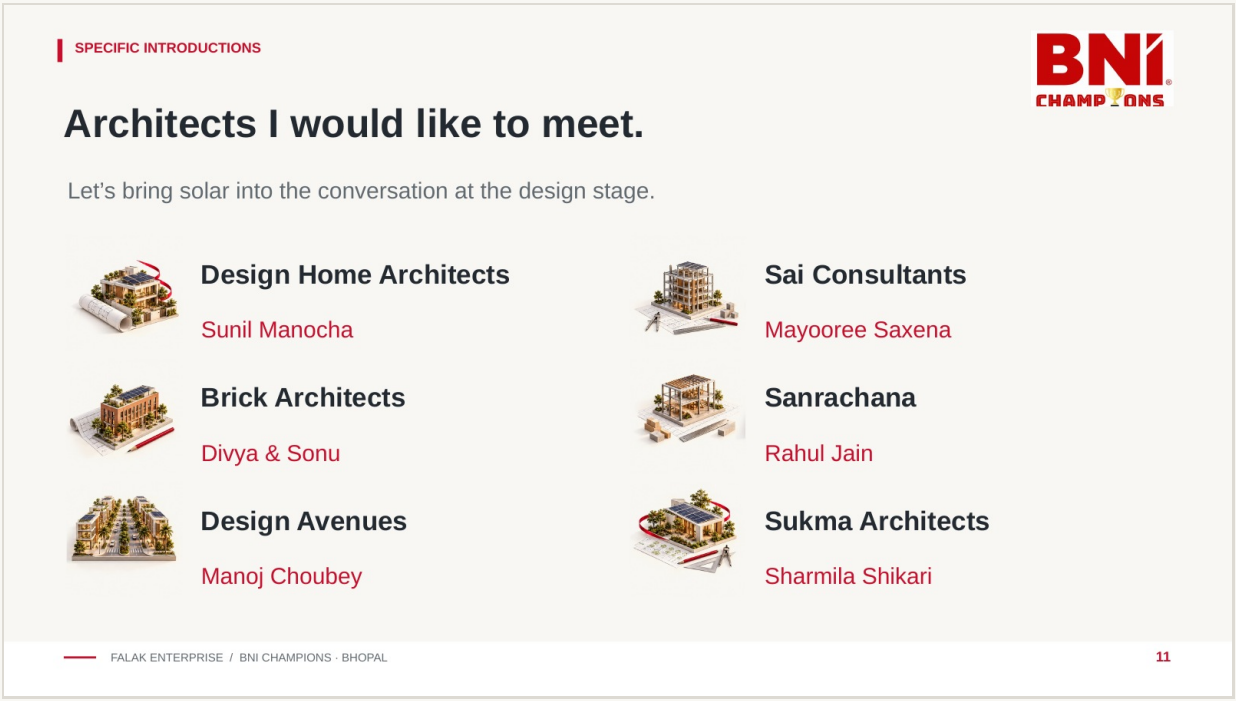
YOUR FULL SCRIPT

To make the ask specific, I would value introductions to Agarwal Eye Care Hospital, Agrawal Builders, Fortune Builders or Fortune Soumya Housing, Shaligram Developers, Shri Parasnath Builders and Developers, and Globus Housing. An owner, director or project head is the best starting point. If you know someone relevant at any of these organisations, please connect with me after the meeting.

SLIDE 11 / 12

6:35 – 7:10 | 35 SEC

Architects I would like to meet.



YOUR FULL SCRIPT

On the architect side, my specific asks are Sunil Manocha at Design Home Architects, Mayooree Saxena at Sai Consultants, Divya and Sonu at Brick Architects, Rahul Jain at Sanrachana, Manoj Choubey at Design Avenues, and Sharmila Shikari at Sukma Architects. An early conversation lets solar requirements be considered during design. If you can introduce me to one of them, that would be valuable.

One warm introduction can start it.



YOUR FULL SCRIPT

You can keep the introduction simple: May I introduce you to Gagan Sharma? He helps homeowners and businesses plan and install rooftop solar. With their permission, connect us on WhatsApp or introduce us directly. The most useful details are the location, type of property and an electricity bill if they are comfortable sharing it. Think of one person from the categories or names we discussed. I would be glad to speak with you after the meeting. Thank you, Champions.