



pipeline™ exclusive - Wind power voltage regulation solutions developer raises Series B (25-Sep-2009)

Variable Wind Solutions Ltd. (“VWS”), based in Tel Aviv, Israel, has developed an integrated solution for the voltage regulation and stabilization of wind turbines eliminating the need for inverters and gearboxes. VWS’ patent-pending Voltage Regulation Solution (“VRS”) is applicable for variable-speed and low-RPM (rotation per minute) power generation systems. The core of the company’s solution is an electronic card that monitors and responds to fluctuations in rotor shaft rotation speed and voltage. In real-time, the system assure stable voltage output even when changes in wind speeds cause the turbine generator’s RPMs to fluctuate by 60% from the generator’s nominal RPM rating. VRS works with AC synchronous generators and therefore does not require an inverter to convert direct current into alternating current, decreasing the total system’s cost while also increasing efficiency. In turbines with induction generators combined with gearboxes, VWS enables direct-drive and gearless power generation that increases efficiency and reliability by eliminating the gearbox and allowing for the turbines to be used off-grid. VWS is currently in the process of field testing through joint pilots with several small wind turbine companies and intends to offer integrated power solutions as components to relevant OEMs and through joint ventures. According to the company, the technology is also relevant for other variable speed applications, including hydrokinetic devices such as wave and tidal power generation systems.

Since its inception in 2005, the company has raised approximately \$3 million, including \$2.6 million from NY-based 21Ventures and Israel-based AquAgro Fund. Speaking to VB/Research Ian Kaplan, CEO at Variable Wind Solutions, revealed that \$5 million is currently being sought. He explained that the Series B round of funding will be used to refine and scale-up VWS’ core technology, develop additional complementary electronic power conditioning solutions, develop variable-speed and low-RPM generators, scale-up marketing and sales capabilities and secure joint ventures in North America. The company expects to begin commercial sales in mid-2010, achieving approximately \$4 million in revenue by the end of 2011 and significant growth thereafter.

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