

Profile and Operation

By Abhijit Laulkar



Atlas Copco

Authorized Dealer

Agenda

1. Organisation Overview
2. Operational Overview
3. Performance Overview
4. Partial List of Turnkey Projects
5. Way to Market
6. Partial List of customers.

Organizational Overview

By Abhijit Laukar

Vision

“ To be and remain the best in Delivering Efficient and profitable solutions Consistently ”

Mission

“ Maximise the Customer satisfaction by implementing customer centric, efficient and safe practices through the pro customer team which ultimately delivers continuous profitable growth to all stakeholders ”



Our Values

Integrity

Efficiency

Transparency

Consistency



Utility Solutions – Infrastructure

➤ Head Office and Works :

- ✓ J – 234, MIDC Bhosari. Pune – 411026, Maharashtra, India
- ✓ Total 6500 sq.ft own plot with built in office for 2500 sq.ft and separate bay for customized assembly like skids / control Panels.
- ✓ Dedicated sanctioned power of 75 kw, which enables us to provide testing facility for the assembled products / repaired equipment.

➤ Branch Office :

“Nishgandha Apartment” Rana Nagar, Aurangabad, Maharashtra, India.

➤ Other Infrastructure :

- ✓ Own Fleet of Commercial MUV for the goods / equipment transport between our warehouse and Customer premises.



Background of Core Team

Abhijit Laulkar (Managing Partner)

Education : MBA (Marketing), B.E. (Inst.)
Industry Experience : 20 + years

Summary of expertise :

- ✓ Accomplished senior level professional with a proven track record of delivering sustainable optimised and profitable solutions in the field of compressed air, water management and application specific solutions.
- ✓ Local as well as global exposure in sales, marketing and project management for end to end solutions in compressed air.
- ✓ Excellent knowledge of Industrial Application.
- ✓ Completely updated on commercial, legal and statutory requirement as well as the current industry norms related to Product / Service offering

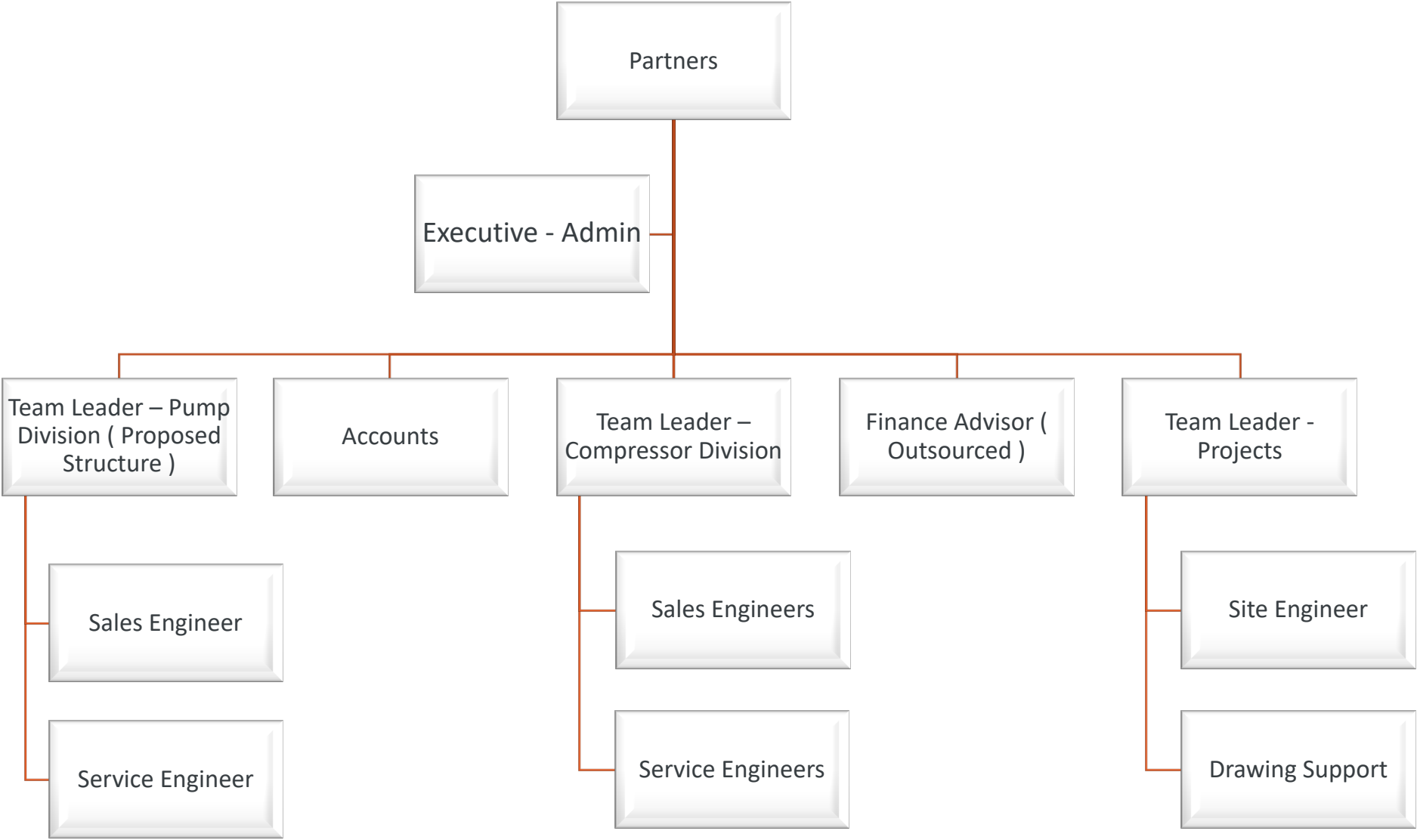


Our Strengths

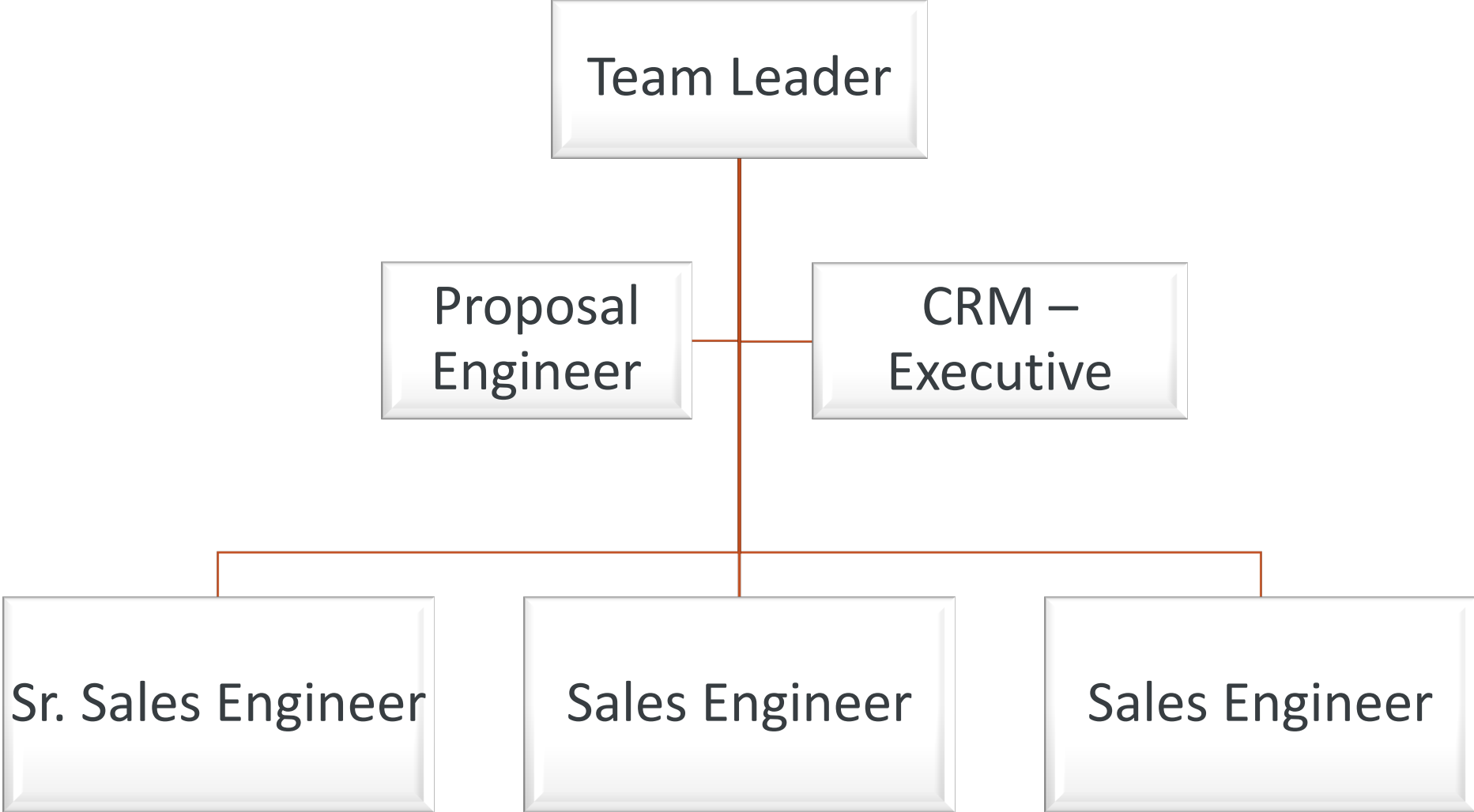
- ✓ Young & Experienced Team
- ✓ **Excellent Growth** within Eight years of establishment.
- ✓ Excellent **techno commercial knowledge** of all Team Members,
- ✓ Expertise in all kind of **aftermarket solutions** as we have experienced service team to take care of the needs.
- ✓ Competency of executing the **turnkey** and special projects.
- ✓ **Track record of completing the entire project in time schedule.**
- ✓ Our **reach** within Market.
- ✓ Our Tie ups with **OEM's and PMC** Companies / EPC Contractors



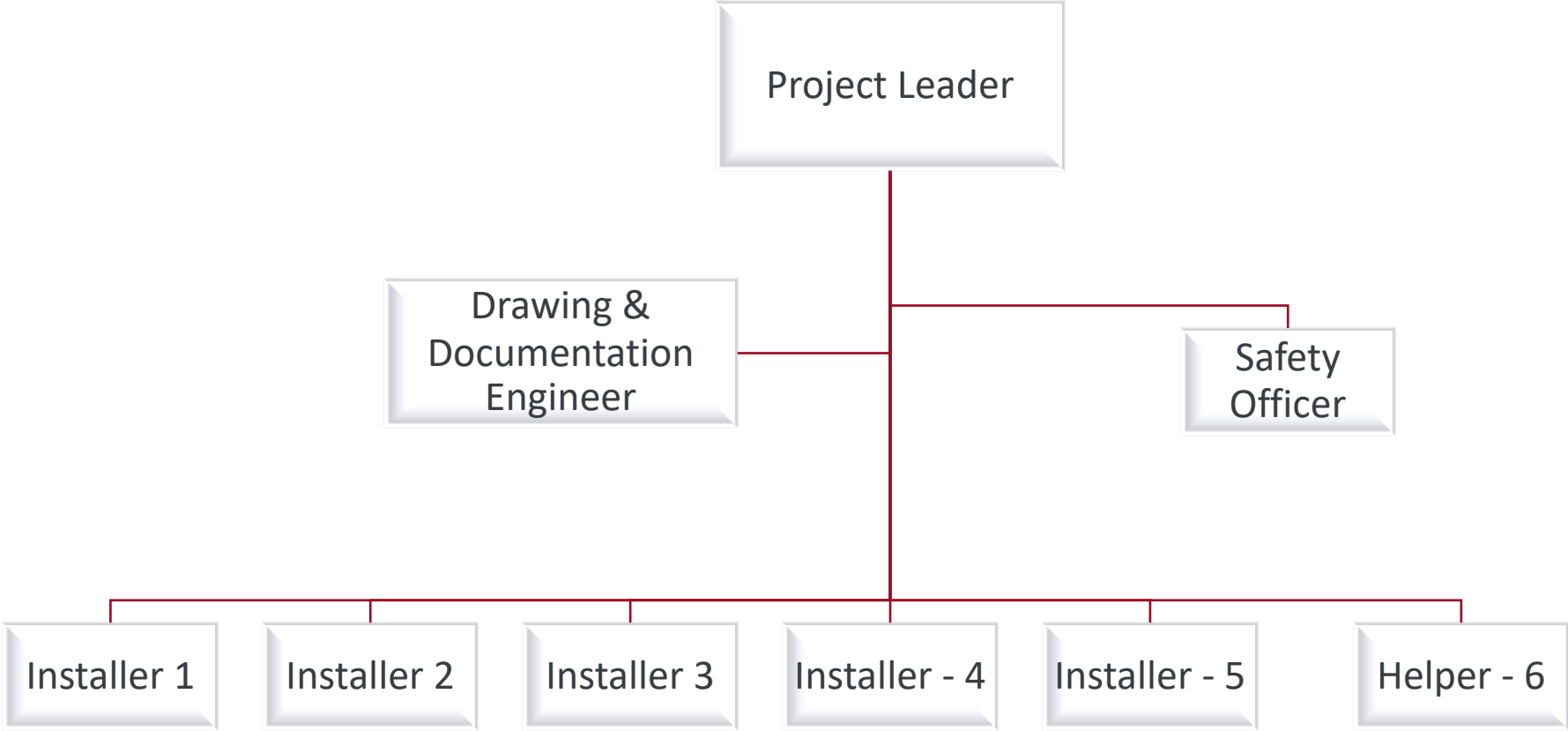
Organogram



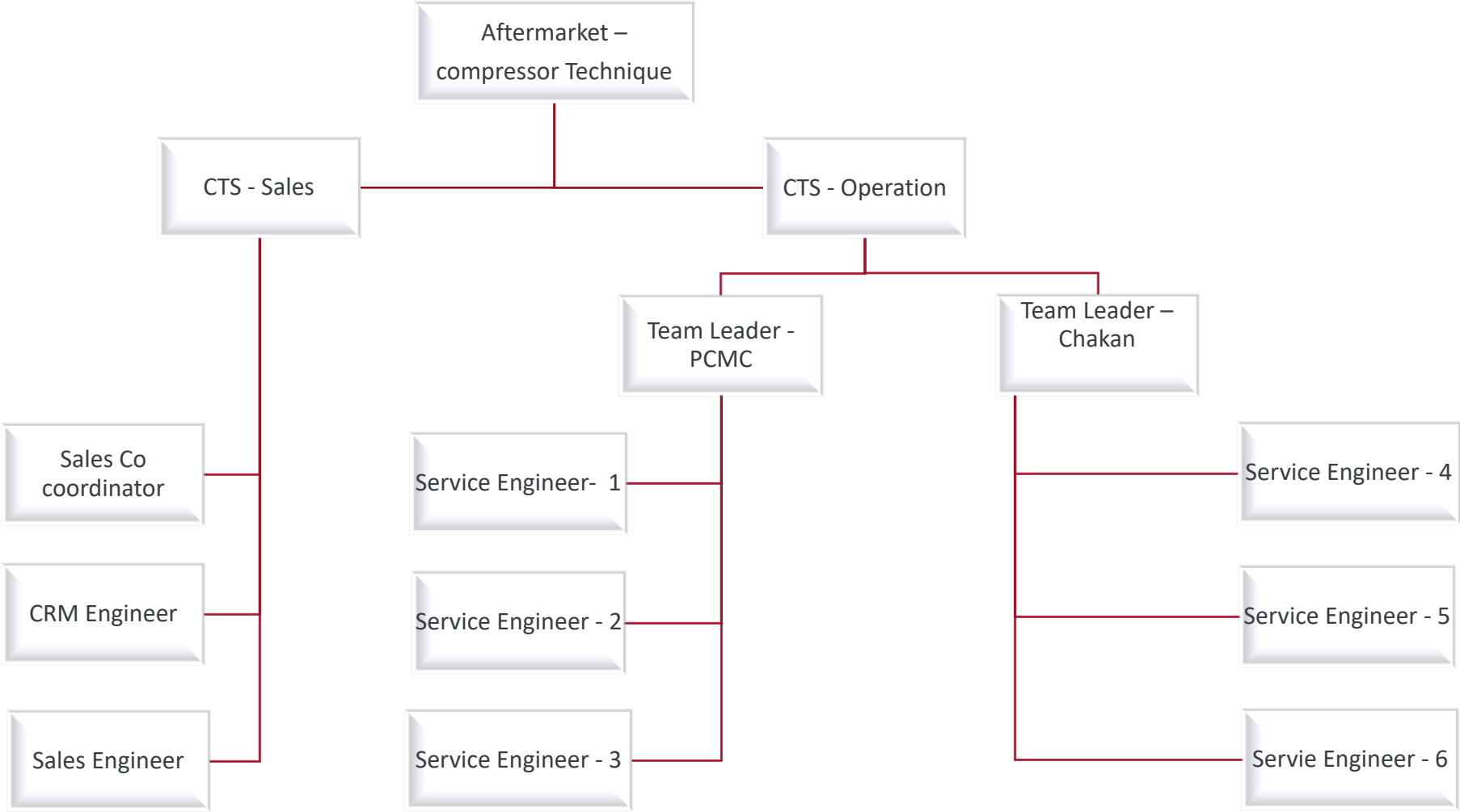
Organogram – Sales Team



Organogram – Project Team



Organogram – Aftermarket

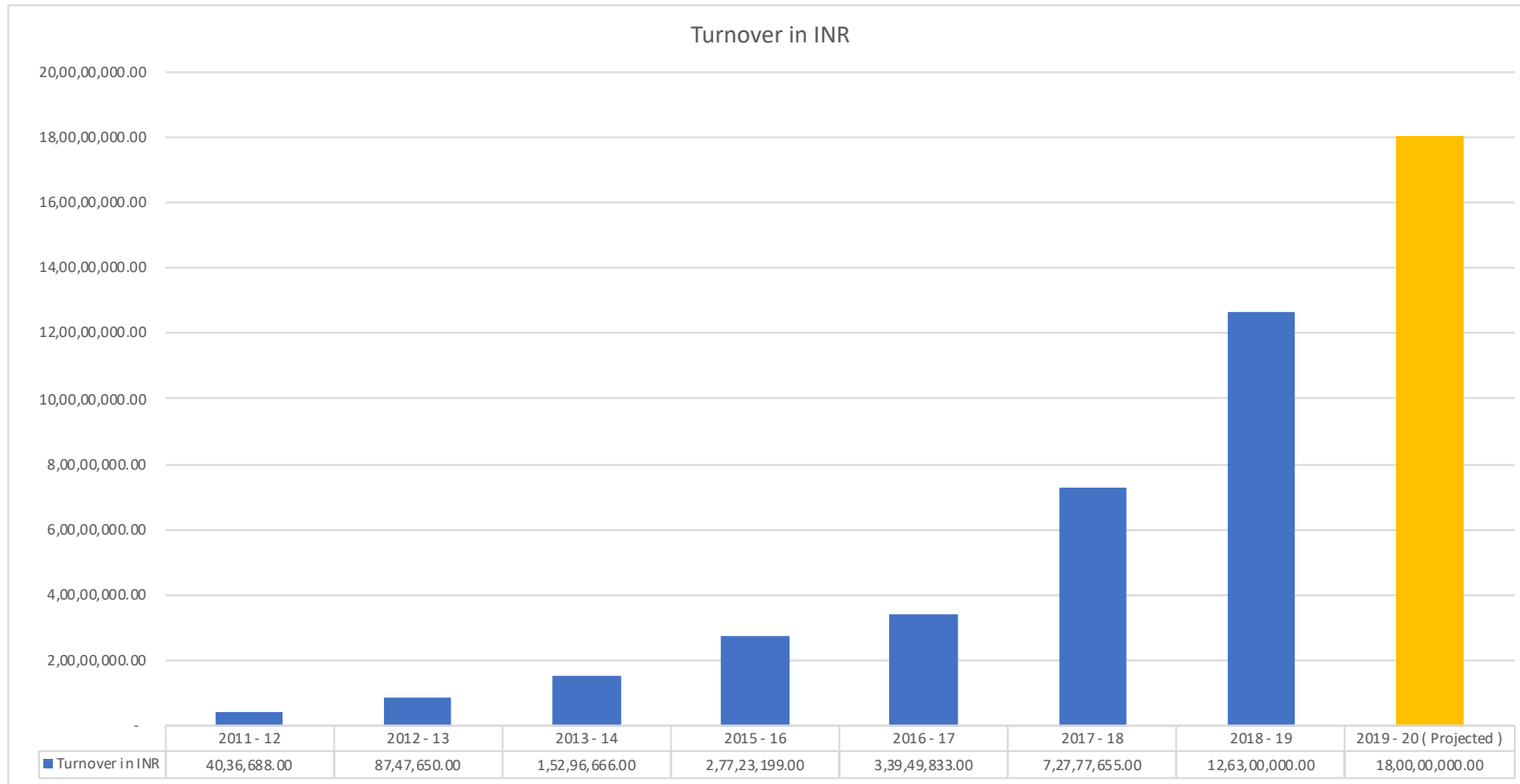


Financial Overview

By Abhijit Laukar



Utility Solutions – Turnover



On and average we are growing at a rate of 50% Year on Year



Utility Solutions - Operations

✓ HDFC Bank :

- For The Current account for FOREX / Operational transactions / Import Duty

✓ ICICI Bank :

- Unsecured Finance of INR 10,000,000.00
- Secured CC Limit of INR 14,000,000.00

✓ ICICI LOMBARD :

- Building and all Asset Insurance
- Cashless facility for all Employee
- Transit Insurance for domestic cargo.



We understand your world



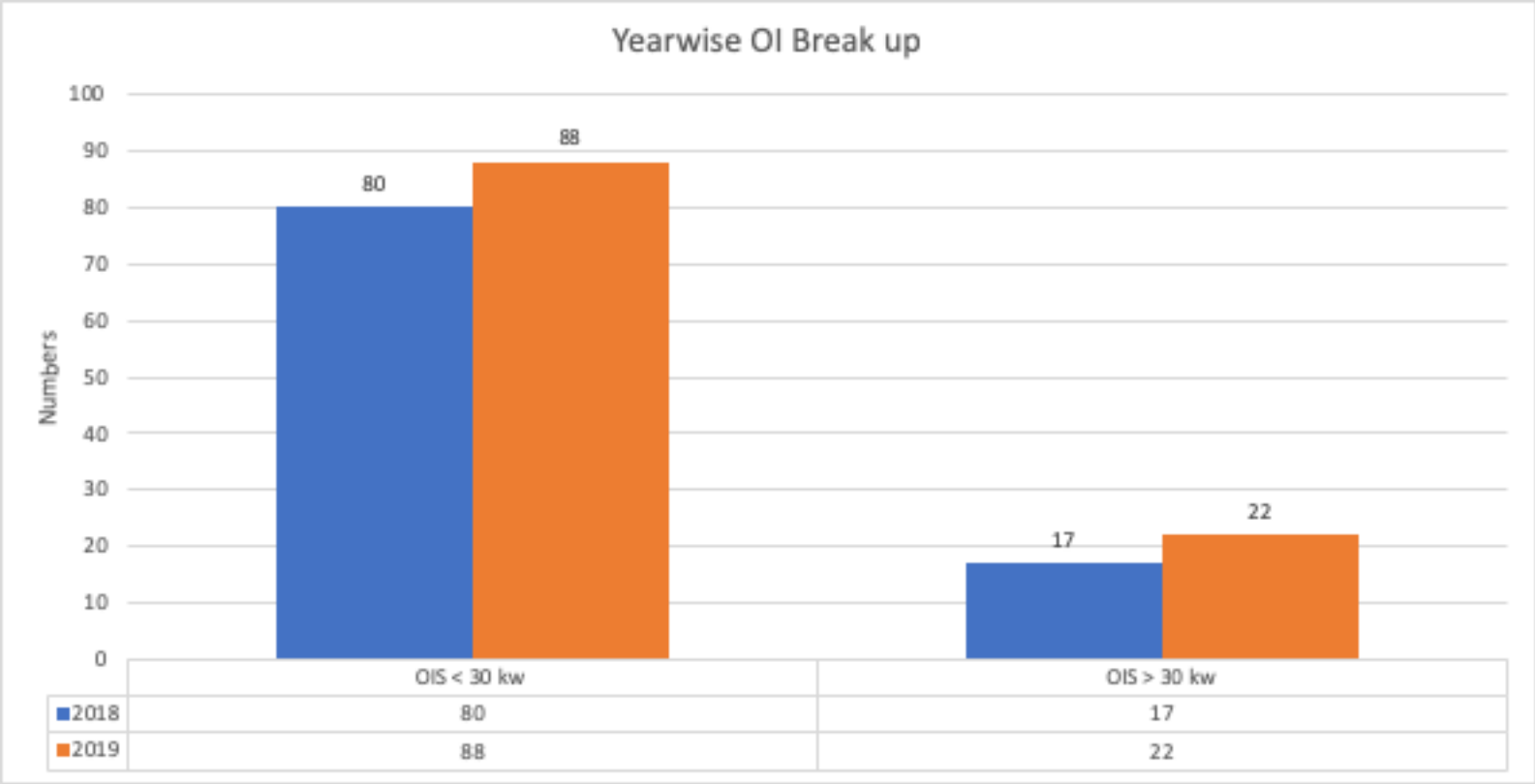


Performance Overview

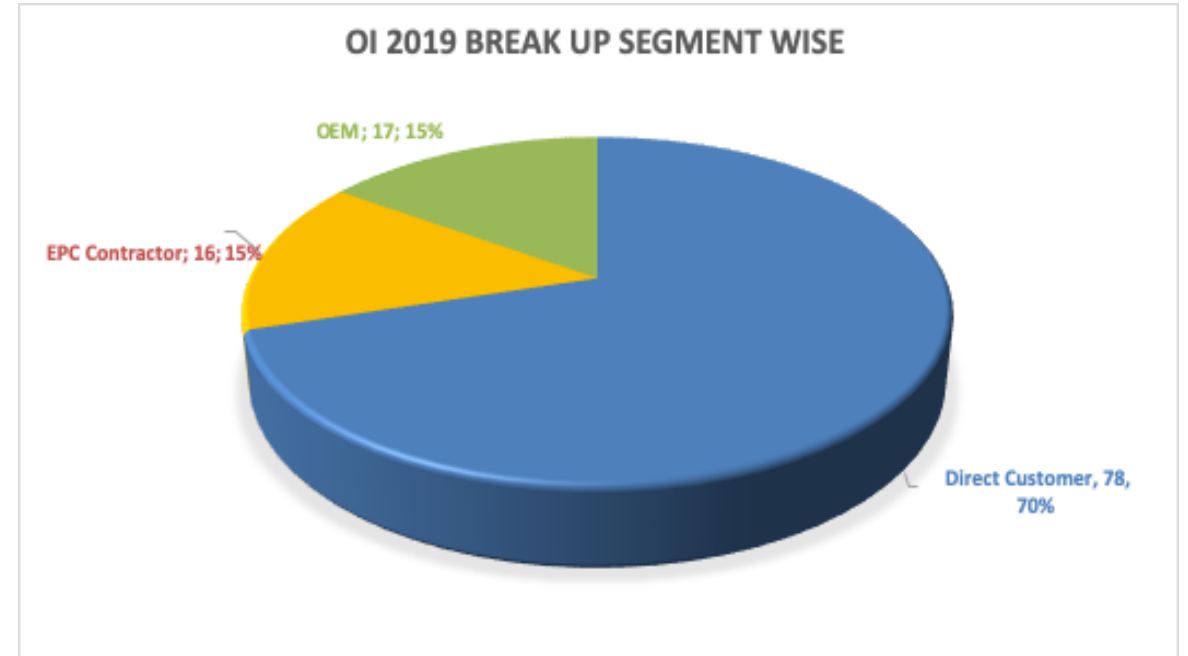
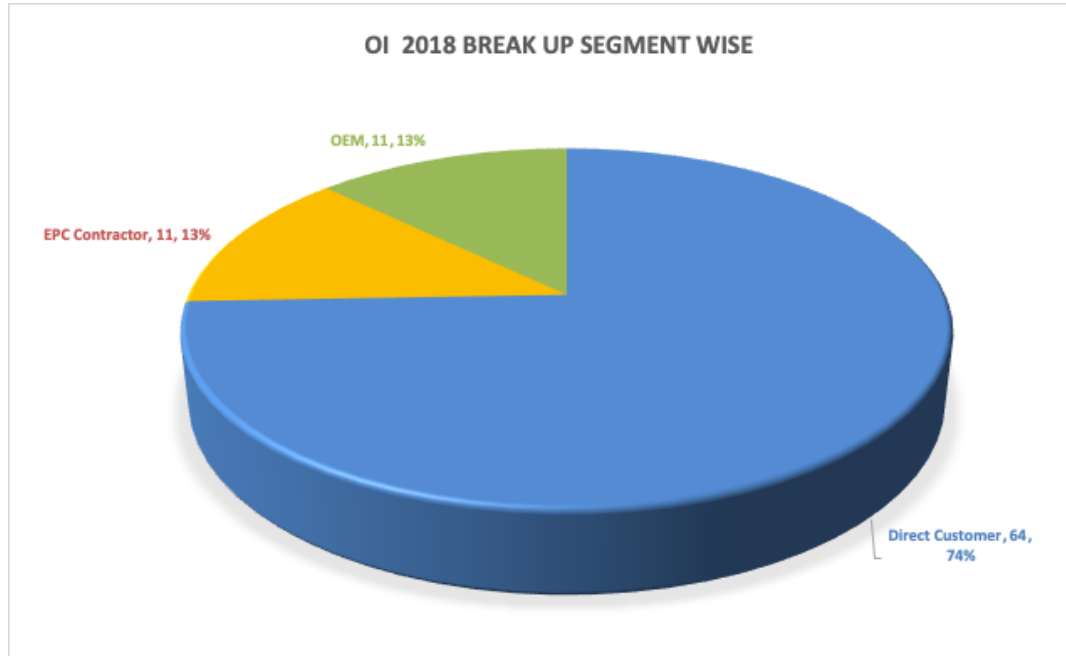
By Abhijit Laulkar



Utility Solutions – Order Invoicing Trend



Utility Solutions – OI Break up



- ✓ Break up for the Orders Invoiced is based on the Direct Vs EPC vs OEM business.
- ✓ In 2020 we will be signing the Rate Contract with the OEM and EPC for assured Business and back to back tie ups.



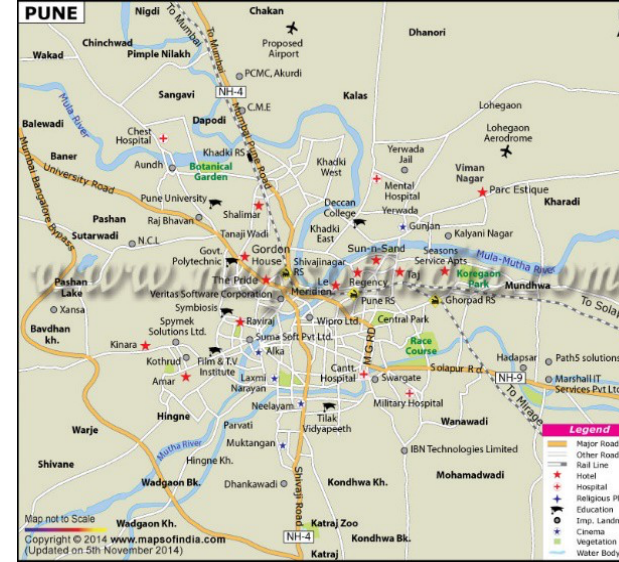


Way to Market

By Abhijit Laulkar



Utility Solutions – Area Covered



- MIDC PCMC
- MIDC Chakan – Partial
- Pune City



Utility Solutions –Sales Strategy

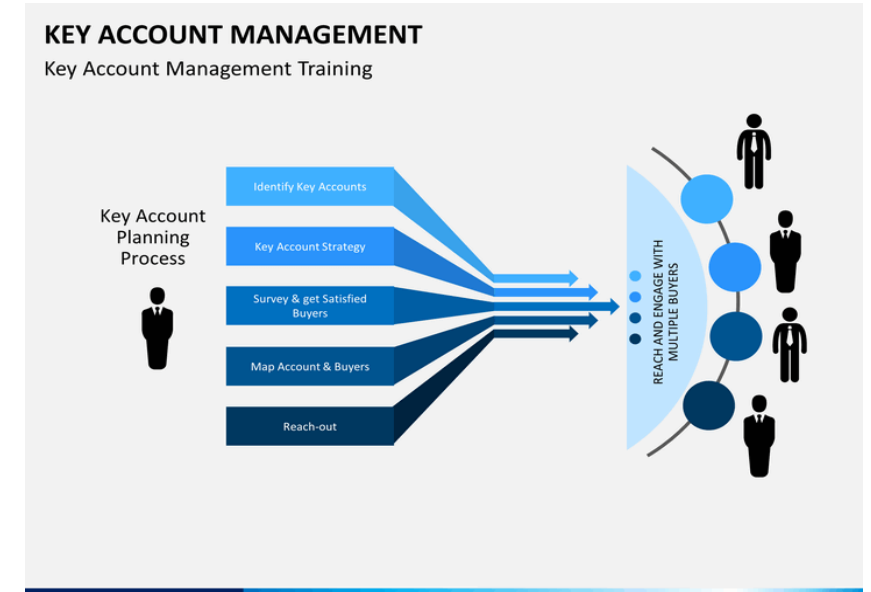


Utility Solutions –Sales Strategy



Sales Strategy – Key Account Management

- All the existing customers are mapped and listed based on the size, Business and importance
- Every customer is allocated with a dedicated Sales Engineer who works as single window for all the needs and co ordinates internally.
- Specific frequency of the visits is Determined for the Managers / Sales Engineers and Directors so that customers are taken care properly.



Sales Strategy – Spread Deep and Spread Thin



- Spread Thin across the allocated territory by means of effective Territory management which includes
 - ✓ Cold Calls
 - ✓ Carpet bombing
 - ✓ New project data
 - ✓ MPCB office data.

- Spread Deep within the existing customers and target 100% customer share by mean of
 - ✓ Replacing old Air Compressors
 - ✓ Identifying the potential for new requirement.
 - ✓ Identify new applications



Sales Strategy – E commerce



- Effective use of Website to reach to maximum targeted customers.
(www.utilitysolutions.co.in)
- Facebook page : Utility Solutions.co.in
- Linkden
- Use of online applications like : www.indiamart.com and www.justdial.com for generating the business enquiries and creating the leads across the area



Sales Strategy – Networking & Branding



- We are registered with MSME Industrial Association with PCMC as well as the Chakan Associate.
- We are a part of “Varroc and Endurance Vendor association” within Central Area
- We are registered with almost all the top consultants / OEMS / EPC contractors within Maharashtra and western India.
- Tie up with the civil contractors and electrical contractors which helps in all the new expansions.
- Network with the local Piston Compressor supplier



Sales Strategy – Branding



- As a part of Branding we have a common dress code.
- We are in a process of developing our further strategy in collaboration with Atlas Copco communication team.





Turnkey Projects

By Abhijit Laulkar



Oil and Gas Skids

Turnkey design, Assemble, Test and Installation of the Compressed air skid for Oil and Gas industry.

A. Standard Scope of Supply :

- I. 02 Number GA 15 – 13 Apck Compressors.
- II. 01 Number CDX 120 dryer
- III. 06 Number DD / PD / QD filters
- IV. 01 Air Receivers of Capacity 5m³
- V. 01 Power Distribution Panel.
- VI. 01 Central Control Unit.
- VII. DCS Connectivity
- VIII. SS Piping



Bekaert Industries Private Limited. (Ranjangaon)

Our Scope : turnkey Installation of the Compressed air network which include

A. Standard Scope of Supply :

- I. 02 Number GA 75 VSD AFF Compressors
- II. 01 Number GA 75+ AFF Compressor
- III. 01 Number UD+ filters
- IV. 03 Air Receivers of Capacity 2m³ and 5m³
- V. 03 Numbers Atlas Copco make EWD

B. Value added Scope and Services :

- I. [Unloading and placement](#) of all the Compressors and receivers at location.
- II. [Supply and installation of the Suitable MCCB](#) panels for all compressors.
- III. [Cabling](#) between the MCCB panel and the Compressors.
- IV. [Exhaust Ducting](#) for all Compressors.
- V. [Interconnection Piping](#) between the Compressors and Receivers.



Belden India Private Limited. (Chakan)

Our Scope : turnkey Installation of the Compressed air network which include

A. Standard Scope of Supply :

- I. 01 Number GA 55 VSD+ AFF Compressors
- II. 01 Number GA 55 AFF Compressor
- III. 01 Number UD+ filters
- IV. 02 Air Receivers of Capacity 2m³ and 5m³
- V. 03 Numbers Atlas Copco make EWD



Belden India Private Limited. (Chakan)

A. Value added Scope and Services :

- I. Unloading and placement of all the Compressors and receivers at location.
- II. Supply and installation of the Suitable MCCB panels for all compressors.
- III. Cabling between the MCCB panel and the Compressors.
- IV. Exhaust Ducting for all Compressors.
- V. Interconnection Piping & Entire Piping for the Plant, between the Compressors and Receivers.





Customer List

By Abhijit Laulkar



Our Key customers

- Sandvik Asia Ltd.
- ITC Limited.
- Mahindra 2 Wheelers.
- “SAMANA” Group.
- Raymond Zymboti India Ltd.
- Mahad common ETP
- Harshitvogal India Pvt. Ltd.
- SECO Tools Pvt. Ltd.
- Ducati Engines.
- Swaroski India Pvt. Ltd.
- Bridgestone India
- ThyssenKrupp India Ltd.



Our Key customers

- Dtwlyer (Haevolt) Pharma Pvt. Ltd.
- Norma India Group of Products Pvt. Ltd.
- SEW Surface coatings.
- Agility logistics.
- URC Group of Sugars – Philippians
- Mega Engineering.
- Lean automation.
- Penta Designs and Engineering.
- Polysis India
- Accurate Group – Chakan.
- Gudel India Pvt. Ltd.
- RSK Engineering.



Our Key customers

- Bharat Forge – Pune / Baramati
- BBM Group.
- Suchi Turnkey Projects
- Honeywell Ltd.
- Heera Industries
- Lotte Corporations.
- Kotec Corporation.
- Force Motors
- Panatic Asia
- ARAI
- Faurecia Technologies.



Thank you

Reach us @ utilityadmin@utilitysolutions.co.in





Atlas Copco

The logo consists of the brand name 'Atlas Copco' in a white, elegant script font, centered between two horizontal white bars. The background is a solid blue color with a faint technical drawing of a mechanical assembly in the bottom right corner.