



# Case Study –Automotive

Client - Automotive Tier 2 Supplier

Product Category- Thermal expansion valves and controllers.

Country- Germany

Size- 500 People- Turnover 180 Million Euros

Objective- Complete Green field project to establish a factory in India to supply to Tier 1 System Suppliers.

Activities-

- Sales Channel establishment with systems suppliers on Pan India basis Appointment of key persons in sales and application engineering.
- Selection of factory site, and complete manufacturing setup.
- Support on integrating IT and Finance with local systems Follow up with OEM and Tier1 level for Orders.
- Complete supply chain system and integration with Global office and factories.

Deliverables-

- Running plant in operation within 18 months with capacity of 1 million parts per year with value of 6 Million Euro Business till date.