



Case Study –Automotive

Client - Automotive Tier 2 Supplier

Product Category- Aluminium Raw Materials

Country- China

Size- 3000 People- Turnover 1 Billion USD

Duration of Project - Start 2005- Ongoing

Objective- Development of OEM/ Tier 1 customers in Tubings for HVAC Systems

Activities-

- Customer network development in India, Approvals of samples and prototypes, Quality Standards follow up, Testing parameters, Quality Audits at Factory, BIS Certification support.
- Rejection segregation and disposal with minimum loss to supplier, new Projects development and bid.

Deliverables-

- Running Business with Annual volume of 2000 MT with most of the Tier 1 HVAC partners and OEM Automotive, the supplier is well recognised with Global Automotive companies.