

Why this technology transfer is significant to you



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Thanks for viewing

Dear all, firstly my sincere thanks to all the stake holders, for investing their precious time with me. It gives me Immense pleasure on seeing that the manufacturing Industries are keen on absorbing new innovative technologies and change management.

Let us straight away come to the point with a brief intro of my self

Introduction

I am Ramesh, 55 years old mechanical engineer & a technocrat with 35 years of rich experience in various fields of high precision engineering manufacturing.

Right from Automotive up to Aerospace.

I was rendering my services with various MNCs at senior management position started from TVS group and the last one was with National Panasonic group as a GM corporate business development & corporate quality Assurance country wide.

Then I took VRS for continuing my researches & Inventions on resolving certain complex problems prevailing in High precision engineering manufacturing areas and I succeeded in Inventions and rolled out series of Hydraulic devices made out of my innovative technologies. This invention can be termed as next generation technology which is to transform the way in which manufacturing Industries are carrying out the manufacturing activities .. It is my own brain child, which took birth after decades of research & trials to make it commercially viable.

It took decades, because, I am basically a hard core mechanical engineer. But, this technology is a Hybrid of chemical technology, Metallurgy , Hydraulics , Mechanical engineering and Micro engineering manufacturing (one step less than Nano)...why I am quoting is that, the innovation has got no restriction of domain expertise as long as you have cracked the road map for new inventions.

Being a hardcore Innovator and I am passionate about new inventions. And hence, there will be couple of ongoing inventions in pipe- line on future technologies as a solution for complex problems faced by manufacturing Industries.

Since, I am also a LEAN & SIX SIGMA BLACK BELT – the roadmap of new inventions, research & developments became handy .

Finally, I am in front of you, with my innovative technologies, which are going to turn around upside down by resolving all their manufacturing problems in a cost effective way.

Back ground

I am inspired by the works of famous business management guru Jim Collins . I wish no need to detail about his works on transforming businesses as successful enterprises.

Most Impressive are

1. Transforming good companies in to great companies – by adopting change management.
2. How the mightier conglomerates have fallen , by resisting to adopt innovations , changes & new technologies
3. The best seller is on – how to build everlasting companies – with future visioning and process robustness.

The companies who had been in the mind set of , not opting for new innovations, since, they continue to be in the same business for a long time ,it has been doing good so far so long and nothing wrong has happened , such companies got disappointed , because the road map of business has changed.

Welcome to Introspection. The QA cession

Let us straight away move for the Q & A cession as a continuation of the initial briefing and PPS sharing might have happened in the past.

If you want me to repeat the Briefing once again, that is perfectly fine .I am ok with that. Please, tell me shall we directly move on to the Q& A or shall we go to the briefing once again and then followed by that we shall move on to Q &A?

The Q & A directly will be utmost beneficial for you, since, these are collections of extensive questions raised by various corporates with whom , we are already having various levels of screening & negotiation processes on our technology transfer to them.

I will be happy at the end of the cessions if all your questions in your mind are well answered and leave the chamber with utmost clarity on going forward

You may wish to raise, any unanswered/ uncovered question at the end of the cession.

4th Industrial revolution

You will appreciate for my saying that our innovative technology belongs to 4th Industrial revolution.

The 1st gen is Steam engine – the 2nd is electricity – the 3rd is computers and the 4th present IR is hybrid technology on combining advancements in all the technologies. As per scientists & scholars this 4th IR is the maturity model of the advanced technologies.

You will also appreciate me, if I ask, where we stand now at this juncture, to catch the last flight? Now, is the time, Are we ready for the race?

Once In a blue moon opportunity

What is happening in India to term it as blue moon opportunity?

It has not happened in the past so significantly & not going to happen once again in future also... It is going to transform the way in which the manufacturing activities are carrying out manufacturing activities to comply with the following challenges.

Challenges ahead for Manufacturing Industries .

1. Compliance with Forth coming Govt regulations on Bharat VI Emission norms - as a results parts need to be manufactured with tightened tolerances & stringent requirement specifications
2. Indian manufacturing Industries are thriving hard to surpass International quality requirement specifications to enter in to global markets in a bigger way.
3. India to become the global hub for high precision parts manufacturing.
4. Manufacturing parts with 100 PPM quality in Auto & Non-Auto sectors , Zero defect mass production , process improvements , Cycle time improvements, and Eliminate or minimise manpower Involvement.
5. Stringent quality specification requirements of Aerospace and defense requirements and India to become Hub for global hub in these areas also.
6. Cutting down manufacturing cost to sustain global & local competition
7. Higher exports, Process Improvements ,cycle times Improvements and many more
8. Major focus on cost cutting to compete globally & locally
9. Cp & CPk up – 6 sigma level of quality compliance .
10. There may be CNC machines , but our devices are mandatory to achieve the best of the best results from CNC machines.

Such performances results are not possible, without our Innovative Hydraulic devices. Presently Indian companies are importing these devices and depending on 100% imports by shelling out huge foreign exchange . We are the only Indian option and is the result of 4th Industrial revolution happening in India.

Stitch in Time technology

What is so big deal about this technology?

The Business environment decides, whether this technology is a big deal or not. Industries started realising that they are in race and want to be in par in technological advancements.

Other than IT & Pharma domains , it is very rare (uncommon) for such arrival of breakthrough new technologies in engineering manufacturing. There are not many commercially viable Innovative new technologies are available excepting us.

Traditional businesses by their existence for ages , they have accomplished all their past goals , targets and exploited all the markets (they are becoming out dated , lost their glory & extracted maximum possible by decades of continuing the same and now only bones & skeletons are left now.) Hence, they have an urge for our new technology and an everlasting technology which has generations of life cycle.

The next generation industrialists have a future vision, they want to come out of their routine family businesses, they are keen on our next generation technology oriented business.

Those who realise all the above are thriving hard to acquire our viable new technology. Companies who wants to choose the corporate road map want to diversify using our new technology.

The strength

How strong is our technology?

It is a Hybrid technology of expertise in chemical engineering, Metallurgical engineering , Hydraulics and expertise in micro manufacturing of mechanical engineering.

The well designed robust processes will not allow any body to decode , tamper or crack easily – (Unless you will-fully leak out the technology , trade secrets ,entire chemical

compositions, formulas, procedures, process parameters, design drawings , critical control points and acceptance criteria's to someone .)

If it is not so strong, the copy cats would have already exploited the world market.

Not only for copy cats, it is impossible task for anybody for that matter

Thanks to the process robustness designed by us – which completely rules out reverse engineering by copy cats?

Success formula

What are the basics of success of any business?

Basics will never change by time. Being in the right business, exactly in the right time. Not too early and never too late .

For example ,

1. we will be too early for Electric cars manufacturing plant & too late for IC engines automotive manufacturing units .

Two verticals the beginning – Complimentary

What is this technology all about ?

There are 2 verticals.

1. Is the wonder jel – which is a pure chemical technology (compare like your petrol)
2. Is the Hydraulic devices – which is a pure high technology precision engineering manufacturing called micro engineering , which is one step below Nano technology and several steps more advanced than conventional manufacturing engineering (compare like your car engine)

(Which comprises Hydraulic expansion mandrels, Hydraulic chucks ,Hydraulic arbors & Hydraulic tool holders , Er collet chucks & side lock holders)

Running of the engine needs both. Both are complimentary to each other.

Key note : But the wonder jel has got it's own market apart from complimenting hydraulic devices – if focussed will be a bigger cash cow than any other business.

The cake walk

How can any business can be a cake walk ?

This business is a rare phenomenon.

Normally new invented technologies Vs commercial success , will demand long ROI period. But, ours is unique & different . we have already reached the state of commercially viable maturity model for full scale manufacturing.(thanks to foreign competitors who has established Mammoth of market base) We have well established ready-made present market (both in India + world-wide) as well as large future market.

Honestly speaking : Our foreign competitors thrived hard & made all the building blocks as established market to make safe sail as a cake walk for us..

Safe guarding your Interest

Why to safe guard & how to safe guard ?

These 2 verticals are the mother mix of all our technologies.

With these 2 technologies you can branch out several new Inventions by various permutations & combination and come out with solutions for almost all the manufacturing fields .

You will rule the Industry .

Adopt the same way of large MNCs keeping these technologies with safe custody on their traditional way for ages .

Since , this technology has a life cycle of couple of generations – noting wrong to say a century. But, if you patent ,then this technology becomes a open secret to be public with in 20 years .

Manufacturing plants are fully restricted like military area with guards & CCTV surveillances. We will recruit only persons with strict confidentiality & NDA.

Don't allow plant visits by Customers or even VVIPs . There is a separate marketing office somewhere outside for visitors.

Early birds

Why to wake up early ?

Like you there are several large corporates , who are eager to acquire our innovative technologies .

They also have an urge for an Innovative , next generation technology - Hence, all in the race – only early birds catch the prey.

Ultimately the early birds get their prey.

Competition for TOT is Inevitable.

Hence, we became the most sought- after opportunity for many corporates.

Attractive terms, proposals , negotiations and due diligences from many corporates are on the table

Size does matter

Why you suggest to start as big as possible ?

Size is a winning strategy . Big is here the business tool.

You can confidently start with a large capital. When you are big, your ROI period will down. You can easily push the foreign competitors out with Indian low cost of manufacturing on mass production concepts.

The big guy is always the ruler . No room for new entrants .

Hence, this technology is meant for only companies like you, who can play a bigger game , than small players.

With the same Indian manufacturing cost advantage , enter the world market.

No need to wait & watch .No teething period.

Do it once in for all, do it right at the first time & every time.

Small is definitely not beautiful, it is mall-nourishment. It is not a safe sail to be small.

R & D as corporate culture

Why R & D is significant ?

The R &D dept should not be shut down once the Invented product is commercialised.

Continual R & D should be the corporate culture of any group to cater the R&D activities of the entire group companies.. . Most corporates have R&D facilities. The R&D will be future visioning all the groups businesses and positioning for next decades to come.

Any light's whether you have such R&D wing ?

Life cycle

What is the life cycle , How long will it last , what if some superior technology supercedes us ?

If at all , any such thing happens it should be only by you , you only have to introduce a new advanced technology to supercede this technology and based on this technology..

There is no advanced technology , not even in the drawing board level , hence , sure shot it will last for generations.

But, we have to expand the applications of this technology to all the fields of engineering manufacturing & exploit maximum benefits.

Quantum jump

Why I need a quantum jump ?

The days have gone like quoting slow & steady wins the race. If you are slow, you will perish. You cannot afford to lose your golden time.

The Corporates should demonstrate the power of diversifying in to several new tech fields simultaneously You must become biggest as quickly as possible. Quantum jumps are possible only with bolder decisions.

The Competition

What about the competition ?

There are only few global players. Thanks to the ready-made markets established by them for us.

Indian low cost manufacturing will easily over take the foreign competition .

We will edge out foreign competitors, because presently they are not able to provide after sales service support . We will easily score at there. Make in India and sell to the world.

Our advantage

What is our advantage ?

The foreign competitors have invested hard efforts & money for a long time and well established the market base for both in India as well as world-wide .

The entire requirement of Indian manufacturing companies are being catered by Import route

.

We become the Import substitution with a red carpet welcome. This is from the ready-made market side.

We will be the most sought after dear for Indian manufacturing companies, because they are in deep struggle to dissolve their foreign exchange reserves. There is Dollar crunch .

We will be more cost competitive than the imported

Import substitution is one side of established market . This market has shown the benefits of Hydraulic clamping systems over mechanical clamping systems to Indian manufacturing Industries.

In the absence of Indigenous manufacturer , large volume of Indian companies awaiting for an Indigenous manufacturer , they are not offered to choose import route to completely switch over to Hydraulic devices due to Imported cost & dollar becoming scarier day by day. With our presence as Indigenous manufacturer , all the small, medium & large industries will completely switch over to hydraulic devices will open a new heaven of additional markets for us.

There is an Industry wide awareness to get rid of conventional mechanical based clamping systems ,Chucks , ER collet holders & side lock holders . This shift is an additional market .

The big picture

All along our discussions are rolling around large manufacturing companies, what about the market from Millions of MSMEs companies in India. They all have reached the state of manufacturing using CNC machines.

Our devices are complimentary for CNC machines . But, MSME's will hesitate to import from foreign competitors due to high price constraints.

Hence, another heaven of opportunities for us.

That is why it has been explained in the previous pages to opt for quantum jump & large size capital Investments one time.

Becoming large cuts down unit cost of manufacturing & expand wider prospect base in short time.

There are 4.6 Crores of MSMEs and all types of Industries put together in India . Imagine the market for your related field.?

Exports :- As End of the tunnel

What is opportunity for exports ?

Sure not to Ignore. All our efforts are to reach there ASAP.

There is a very big export market and is really an opportunity with low cost Indian manufacturing . You may wish to set up a 100% EOU.

Because, exports yields exponential revenues than the Indian business. The extend dollar goes up ,the more your export benefits. Not to surprise , if dollar crosses Rs 100/- imagine your bottom line.

Bench mark Vs Next mark

There is no bench mark ,because we have to set the standards for our own selves, you are the ruler , decide on, where you want to see our self next .

Hence, let us fix a next mark.

All corporates are moving with future vision.

Interesting case studies

Some Interesting questions ? Perfect example of future visioning.

Top business groups lead from the front by future visioning.

Case 1. Electric cars manufacturing plants in India

Fox example , For entering this sector , we need a market survey based on past consumption .But, there is not much past consumption , You know the reason why ? since there were no electric cars in the past .But , how come all the automotive manufacturers have started Investing thousands of crores in electric cars manufacturing plants in India?

Because, everyone knows ,that is the way things are going to change.

By co-relating to us , Apart from our existing market – there is huge scope, since , all the manufacturing Industries are getting rid of age old mechanical clamping systems and switching over to our Hydraulic clamping devices.

It is a larger than life size business opportunity & we have to be present in that business in right time.

Case 2: Defence Aerospace manufacturing In India

Same way the market survey may reveal minimum opportunity . But, how come companies are Investing thousands of crores .?

Because, everyone knows ,that India's going to be the future manufacturing Hub on Defense & Aerospace .

Case 3: Market survey shows Lakhs of crores of market potential

There are so many business opportunities like Auto components, Casting & Forging Industries , FMCG,etc and so on .

Why not they attract corporates to invest on it ? Even though there is lakhs of crores of market potential.?

Because, the competition out there is at it's worst state ,like dog fight. But, our Innovative technology gives you leverage.

Lesson learnt:

Future businesses are technology driven and need to be evaluated on Future visioning and not by mere market surveys.

Result : Still there is a market survey done on all India basis based on field experience & presented at the bare minimum basis under worst come worst basis – but, which itself is a over whelming market for us.

Our blue ocean strategy

Any doubts on our blue ocean strategy ?

Shall we all accept this as our blue ocean strategy ? Enjoy your monopoly status .

If we Implement this strategy , we will alone be the ruler .

Thanks to Chan kim & Rene mouborgine

Our great EBITDA challenge :

As a Ball park we project the EBITDA of 40 to 45 % and more and ready to do anything & everything if you wish .

The ground realities are much more , but due respect to this Dais and being content , we purposely limit so.

Touch wood, We not only challenge the EBITDA , but also the possibility of decoding our technology by any one for at least next few generations. It is just Impossible

Who is stopping you to Amass the unlimited?

Ball park Indication of Exploiting the Rs 6000/- Cr Indian market alone Immediately on devices

And to Exploit the Overseas market of 50,000/ Cr- Sooner or later on devices

By Acquiring this TOT , your net worth will go up to Rs 100/-Cr + straight .

Qualification criteria for any Matured Invention

The maturity model of any Inventions lies on it's ability to transform organisations with returns quickly in terms of stable business , sustainable solution's , scalable business volumes with in short time and add value to existing line of businesses.

It should enter in to market in the right place at a right time (High demand)?

Improve cash flow and unimaginable astonishing EDITDA.

It should give the monopoly status and rule the industry.

Innovation should be out of box with Longer life cycles.

It should be able to solve most problems of Intended segment at it's bulls eye.

It should revolutions the market world-wide .

Sizable net worth.

Hence, we prove that our Innovations are at matured level. Our technology value of Rs 100/- Cr min. increase your net worth straight away by Rs 100/- Crores

End of journey for any Inventor

Recollect from sands of time, no Inventor has enjoyed the fruit of his inventions fully, this is how the nature works.

Because, the inventor is not a businessman. Like a samurai he goes to the next war (which is next Invention)

He is passionate about inventing new new things and moves on. But, has an everlasting urge to see that his invention is exploited to it's fullest extent by anybody for that matter.

Rephrase your business excellence model

For us the Indian market itself is so huge that it is impossible to exploit by even 1 % - all alone by any single manufacturing company who acquires this TOT.

When it is so, at least let this technology go the right hands , who can exploit to it's fullest extent by all means .

Touch wood, We don't want this invention to bury with in us and underutilised from exploiting it's fullest potential.

We want to see our dream technology being used world-wide to revolutionise high precision engineering manufacturing.

You have to take it forward as diversification for 1000 new areas at your will . Our technology can be applied for over 36 + manufacturing industrial segments .

Constraint theory :

The biggest worry for corporates is not the cost of acquiring any new technology, rather it is the life cycle and safe guarding the technology & secrets acquired .

What if tomorrow some Tom, Dick & Harry comes to the market with the same technology as a competitor?

Touch wood, it is absolutely impossible for someone to reinvent this wheel for next few generations.

It is so complex and consists technological secrets in-terms of advanced materials, advanced processes & advanced metallurgy .

Having understood the present & future market, many MNC's have invested crores of money and years of time on their R & D teams to decode this technology, but ended up burning their fingers.

We have also, thrown this challenge in the open platform & in the gathering of scientific communities, in the end they accepted their limitations.

It is tamper proof & shielded more strongly than an anti-missile defence system (as a matter of comparison).

Those MNC's who have failed are more seriously behind us for transfer of technology.

Kindly go through once again our sent detailed PPS (named 2nd Detailed technology transfer), which describes the diversity of applicability to 36 manufacturing segments.

The technology is so flexible that, You may wish to apply to every existing area or explore unlimited new areas if you intend to do so. sky is the limit.

Going forward

Why not a win – win going forward?

With due respect, It is not right on my part, to make the rest of the corporates waiting for this TOT endlessly. Hope you will appreciate and do the needful ASAP.

Vote of thanks

Once again thanks for viewing . Eagerly awaiting for your response.

Please contact us

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