



# **Opportunities with India in the Engineering Sector**

# Indian Engineering Sector

## Large Companies (Organised Sector)

Professionally Managed

Product Manufacturers or OEM Manufacturers

## Medium Size Companies

Professionally Managed or Family Owned

OEM Manufacturers, Tier 1 Suppliers

## Small Size Companies - Entrepreneur Start-Ups

Usually Run by an Individual or Small Team

Tier 1,2,3 Suppliers, Special Solutions Provider



# Challenges

## **Invest Time & Effort in Selecting your Partner/Supplier**

**Attending Trade Shows like IMTEX, ToolTech, PlastIndia, AERO, etc..**

## **Understand the Business Cultural Differences**

**Value of your WORDS is lot more than SIGNED DOCUMENT**

## **Visit your Supplier for First Project**

**Personal interaction is absolutely vital at beginning of relationship**

## **Provide Fully Detailed Information**

**Standard set of information you provide may not be enough**



# Opportunities

## Technical Competency

Excellent technical know-how

## Well Educated Work Force

Qualified work force throughout organisation  
Excellent skills for hands on work

## Flexibility, Reliability & Trustworthiness

Willingness to work towards common goal

## Scalable Operations

Relatively easy to expand existing operations

## Can Do attitude of an Indian Supplier...!

Strength or Weakness



# INDIA

One Country  
Many Opportunities



By  
Vipul Vachhani  
Jaivel Europe Limited  
[www.jaivel.com](http://www.jaivel.com)

