



MECHTROTECH™
PROJECTS PVT. LTD
Handling Businesses™

**We offer a
comprehensive range of
lifting and handling solutions.**





Mechtrotech Projects Pvt. Ltd

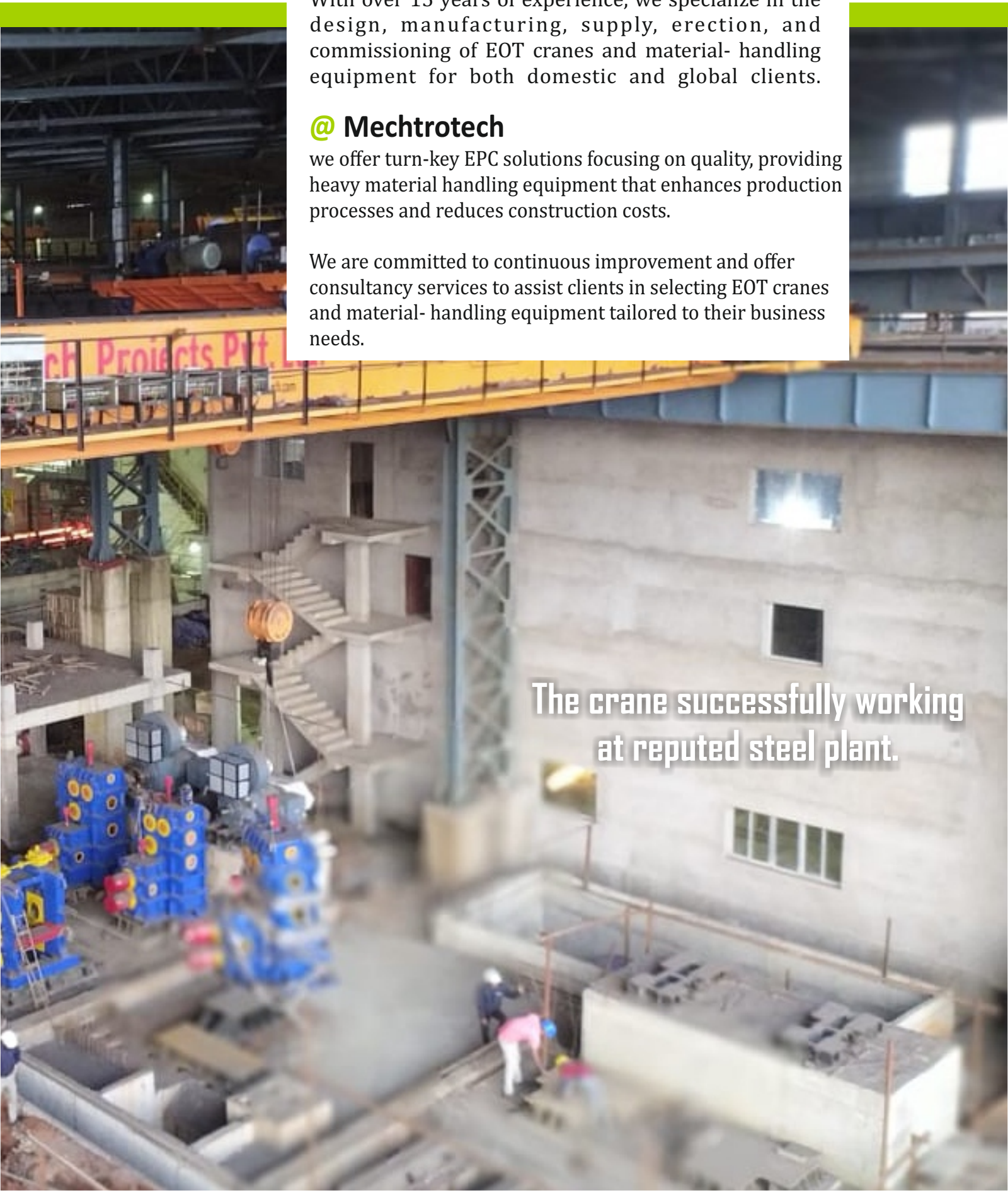
is based in Pune, India, with ZED and ISO certifications. With over 15 years of experience, we specialize in the design, manufacturing, supply, erection, and commissioning of EOT cranes and material- handling equipment for both domestic and global clients.

@ Mechtrotech

we offer turn-key EPC solutions focusing on quality, providing heavy material handling equipment that enhances production processes and reduces construction costs.

We are committed to continuous improvement and offer consultancy services to assist clients in selecting EOT cranes and material- handling equipment tailored to their business needs.

The crane successfully working at reputed steel plant.



Proven Track Record Team



Mr. P.V.S. Nageswara Rao
Director & CEO

Mr. Rao brings over 44 years of experience leading multinational corporations across diverse industries - from government sectors to engineering giants like ThyssenKrupp and Mukand Ltd. His proven track record includes successfully leading turnarounds and driving growth in high-paced organizations.

An advocate for continual improvement, Mr. Rao has implemented best practices like TPM, Kaizen, and Lean Six Sigma, achieving national and international recognition. His expertise in EPC projects aligns perfectly with Mechtrotech's focus on delivering complex engineering solutions. Mr. Rao's passion for analysis, team leadership, and achieving excellence positions Mechtrotech for continued success.



Mr. Abhijeet Deshmukh
Director & MD

A graduate of mechanical engineering from Pune University, Mr. Deshmukh boasts extensive expertise in crane design and manufacturing, having honed his skills at leading companies like WMI-KONE cranes and DEMAG cranes & components. He brings over 15 years of experience in the EOT cranes & material handling field, leading his team to achieve a significant milestone.

Mr. Deshmukh's industry recognition is a testament to his dedication and valuable contributions to the material handling field.



Mr. Tapan Kandega
Managing Partner

A graduate of production engineering from Pune University, Mr. Kandega brings over 12 years of experience in fabrication and machining to his role as Managing Partner at Mechtrotech Projects. He is responsible for overseeing all production and plant-in-plant activities, ensuring smooth operations and efficient project execution.

Mr. Kandega's expertise lies in heavy fabrication, with a proven track record in projects involving boiler structures, coal handling plants, large tanks, and critical crane components. He is a strong advocate for prioritizing quality and safety, fostering a culture of continuous improvement through the implementation of various total quality management tools.



Mr. S.R. Deshmukh
Chief Finance & Commercial

With over 35 years of experience in finance and commerce, Mr. Deshmukh is a seasoned leader who plays a key role in Mechtrotech's success. He's a skilled collaborator, adept at coordinating finance and commercial teams while working seamlessly with sales to resolve contractual and commercial challenges.

Mr. Deshmukh's expertise extends beyond daily operations. He actively contributes to the company's strategic growth by negotiating contracts, planning projects, and managing risks. His guidance in developing strategic plans fosters business development and ensures financial stability through meticulous budgeting and planning.

Board of Directors Opening remarks

We are pleased to announce our notable achievement in the fiscal year 2022-23, with a remarkable growth of approximately 40% compared to the previous year, 2021-2022. Our progress towards achieving the goals set for Mission FY 2025 is evident. This accomplishment is particularly noteworthy considering the unprecedented challenges posed by the global pandemic caused by the Novel Coronavirus (COVID-19). This pandemic has significantly affected millions of individuals worldwide, impacting various aspects of human life, including lifestyles, businesses, economies, and the collective well-being that was previously taken for granted. Before the onset of this pandemic, the global economy was already confronted with turbulence, characterized by trade flow disruptions and weakened growth. The advent of COVID-19 has further exacerbated the situation, leading to demand, supply, and liquidity shocks. The manner and pace of our global recovery, particularly in the context of India, post the effective containment of the pandemic, will play a pivotal role in determining the nature and momentum of our economic resurgence.

Mechrotech is currently focused on developing a strategic plan to achieve both short and long-term business objectives, ensuring the company's stability, as well as the livelihoods of its employees and partners. In addition to establishing safety measures for vulnerable groups, securing job continuity and fostering growth are paramount. It is imperative to mobilize concerted efforts to address these challenges, considering the anticipated evolution of the business landscape in the near future. By prioritizing select initiatives, we strive to ensure sustainability, continuity, and growth. We call upon all associates to proactively align with the outlined strategic plans, and to contribute to further focused areas. Our planned activities encompass sharing proposals with the entire team, laying the groundwork for transformative and superior performance, with an emphasis on achieving a 30% increase in export turnover.





VISION We aim to become a leading global provider of innovative and cost-effective EOT cranes and material handling solutions, enabling process industries to reach their operational excellence objectives.

MISSION Our Mission is to consistently provide exceptional EOT Cranes and Material handling equipment along with services that improve productivity, safety, and efficiency for our global customers.

QUALITY We are dedicated to consistently delivering the highest quality of service. Express Crane Service has earned recognition from our major clients for our provision of exceptional EOT cranes and material handling equipment and services. Our commitment is underpinned by expert guidance, unwavering reliability, unparalleled responsiveness, and steadfast support.

CORE VALUES Fostering strong relationships with both internal and external customers, engaging in continuous learning and development, demonstrating a commitment to excellence and innovation, prioritizing customer-centric practices, and contributing to the larger ecosystem.

PURPOSE Our fundamental objective is to improve the safety, productivity, and efficiency of the engineering, construction, infrastructure, and process industries by offering advanced and cost-effective material handling solutions. Through our solutions, we aim to streamline processes, save valuable time, reduce costs, and minimize the required effort.

INNOVATION Our company is committed to embracing innovation and staying at the forefront of technological advancements. We continuously explore and evaluate new technologies and products to enhance our offerings and ensure that we are meeting the evolving

SAFETY At our organization, we are committed to prioritizing the safety of our staff and clients above all else. We have implemented comprehensive measures to ensure their well-being at all times, including regular safety training, maintenance of a safe working environment, and adherence to all relevant safety regulations. Our goal is to foster a culture where everyone feels secure and protected, allowing them to thrive and contribute to our shared success.

About Us



100%
Satisfied Customers

100+
Well Trained Engineers
& Technicians



40+ Years Experienced
Super Management Team

1000+
Successful Cases Dealt



15+ Years in Business



ZERO-DEFECT & ZERO-IMPACT {ZED} POLICY STATEMENT

Our Dedication to Zero-Defect Manufacturing -

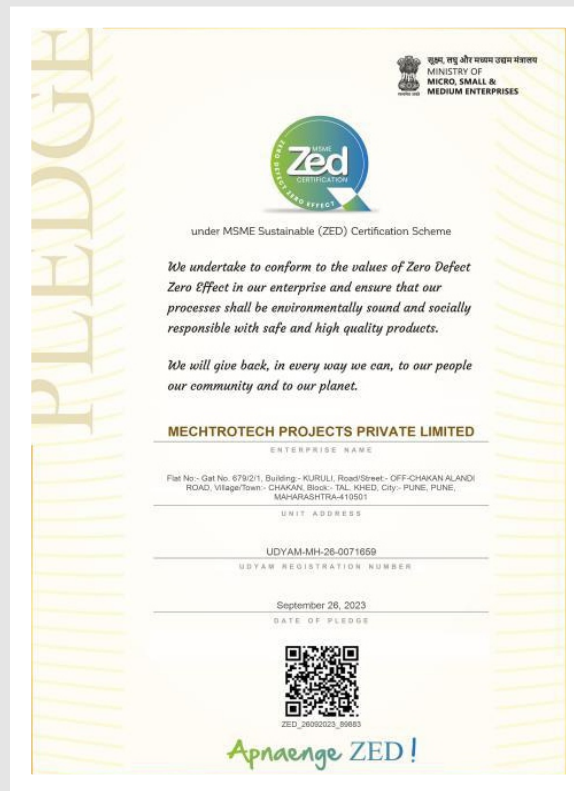
Mechtrotech Projects Pvt. Ltd. (MPPL) is deeply committed to upholding the highest standards of quality and continual advancement across all facets of our operations. We firmly believe that attaining zero defects is imperative in meeting the expectations of our customers and upholding our standing as a foremost provider of material handling equipment and services.

MPPL is resolutely dedicated to the following ZED principles:

- **Defect prevention over detection:** Our primary focus will be on preventing defects from arising in the initial stages, rather than relying on inspections to identify defects after they have occurred.
- **Empowerment of employees:** We will empower our employees to recognize and eliminate defects at every phase of the production process.
- **Embracing continual improvement:** We will consistently endeavour to enhance our processes and eradicate the root causes of defects.
- **Performance measurement and tracking:** We will assess and monitor our ZED performance using pertinent metrics and set explicit targets for enhancement.
- **Cultivating a quality-driven culture:** We will foster a culture of quality across our organization, where all individuals are dedicated to achieving zero defects.



Accreditations and Awards



Major Sectors We Serve

GAS
STEEL
METROS
POWER
OIL & GAS
INFRA
FOOD
PORTS
MINES
PAPER
CEMENT
EXPONENTS
PROCESS
AUTOMOBILE
ENGINEERING

We built Solutions, Ideas & Technology for major industries that can actually improve bottom-line of our customers across India. We always deliver the highest quality of service while building Strong relationships with internal and external customers.

Our Products

- **Single & Double girder EOT cranes**
- **Double girder EOT cranes**
- **Semi gantry EOT cranes**
- **Full gantry EOT cranes**
- **Material handling solutions**
- **Equipment Fabrication**
- **Structural Fabrication**
- **Pressure Vessels**
- **Heavy Equipment Fabrication**
- **Genuine Spares**



Product & Spares Range



Bar handling crane



Pot handling crane



Ladle handling Trolley



Loading crane



Bar handling crane



Billet handling crane



Closed Cabin



Grabbing crane



Goliath crane



Dies handling crane



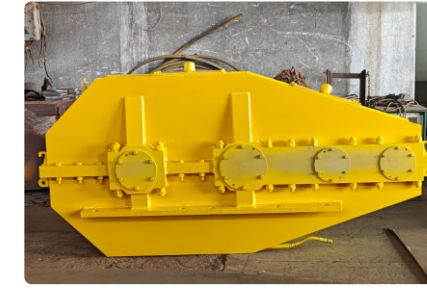
Coil handling crane



Raised Girder crane



Wheel Assly



50 Ton Hoist Gear Box



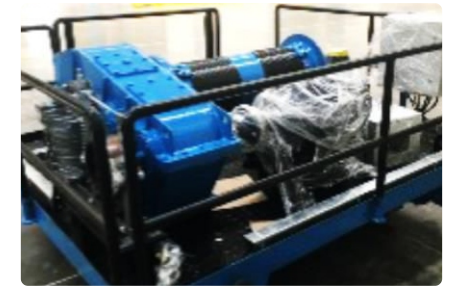
Rope drum for 50 Ton Crane



50 Ton Trolley



50 Ton Trolley - Spare



Trolley



Electric Wire Rope Hoist



Grab Bucket



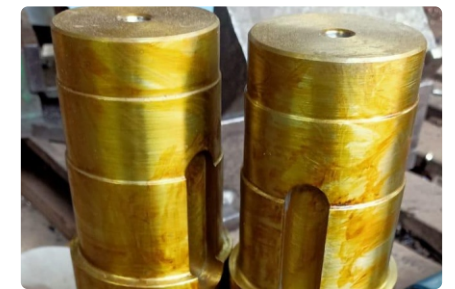
Wheel Assly



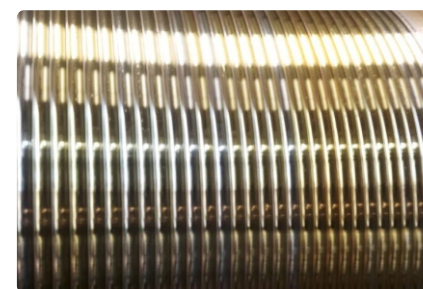
Wheel Assembly



Ladle Handling Trolley



Gear Pinions



Rope drum for 40 Ton Crane



Crane Parts

COVERSTORY
PROJECT CARGO LOGISTICS

Indian EPC providers can contribute to India's growth trajectory while successfully competing with global players

PVS NAGESWARA RAO
DIRECTOR AND CEO
MECHTROTTECH PROJECTS



ASIA IS THE FASTEST-GROWING REGION GLOBALLY, AND THIS GROWTH IS DRIVING DEMAND FOR NEW PROJECTS IN THE REGION

The decline in the global projects sector is likely to continue in a range in the near-term. Having said that, some regions are still seeing an increase in business. These regions will likely continue to grow in the projects sector in the coming years.

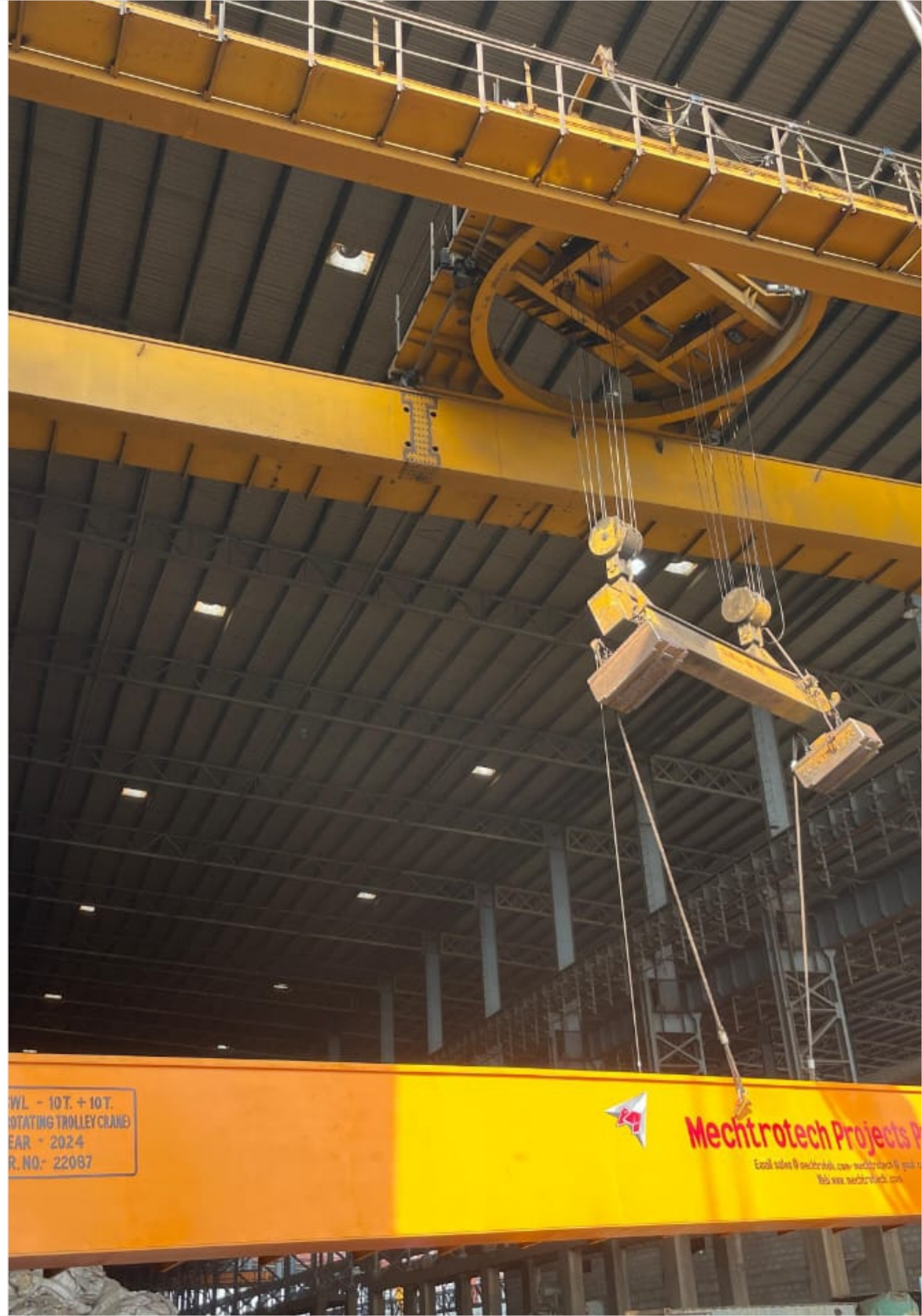
Asia is the fastest-growing region globally, and this growth of the region driving demand for new projects in the region. The Chinese government is investing heavily in infrastructure projects, creating many opportunities for businesses in the projects sector. The Middle East is another region that is seeing increased trade in the projects sector. The oil-rich countries in the area are investing

heavily in infrastructure projects, such as airports, railways, and power plants.

THE COST OF DOING BUSINESS IS GENERALLY LOWER IN INDIA THAN OTHER ASIAN COUNTRIES, AND THIS MAKES IT AN ATTRACTIVE DESTINATION FOR PROJECT LOGISTICS COMPANIES

India's project logistics landscape differs from other Asian countries in positive and impactful ways. India has a much more extensive and complex infrastructure network than most Asian countries. This means that project logistics in India must handle a broader range of challenges, such as traffic congestion, poor road conditions, and a lack of skilled workers. Besides, the Indian government has a complex and ever-changing regulatory environment, making it difficult.

“ Indian EPC firms must focus on building capabilities in emerging technologies, adhering to global quality and safety standards, fostering innovation, and nurturing strong partnerships with international clients, suppliers, and contractors. By positioning themselves as reliable, efficient, and innovative partners, Indian EPC companies can carve a niche in the global market, with the potential to successfully combine the 'Make in India' initiative with 'Make for the World' to compete with leading global players. They can explore opportunities for international projects, export engineering expertise, and collaborate with global partners to deliver world-class projects across different geographies. ”





Organizations Press Coverage

EOT cranes advancing towards autonomous, sensor-driven automation



PVS Nageswara Rao
Director and CEO
Mechrotech Projects Private Limited

Mechrotech Projects Pvt. Ltd. specialises in providing unique technical solutions, such as high-quality EOT cranes and services in automation, control systems, and industrial electronics to the worldwide steel, mining, and power industries.

Considering maintenance, energy efficiency, and operational downtime, how do you evaluate the lifecycle costs of incorporating EOT cranes into your construction projects?

When calculating the lifecycle costs of EOT cranes for building projects, look beyond the initial purchase price. Observe variables such as maintenance, energy efficiency, and downtime. Evaluate the initial expenditures, which include crane purchase and installation. Examine operating costs like energy consumption and maintenance, which include labour costs. Consider downtime costs and the impact of project delays due to crane malfunctions. Make informed judgements by using lifecycle cost analysis tools and manufacturer data. Look for leasing options for short-term projects and prioritise operator training to ensure safe and efficient crane operation. By carefully weighing these variables, you may select an EOT crane that saves money

throughout its lifecycle for your building projects.

What methodologies or tools do you employ to assess the optimal sizing and configuration of EOT crane systems based on project-specific requirements and constraints?

Multiple approaches and tools are required to optimise the sizing and setup of EOT crane systems. First, the lift capacity must be analysed to establish the minimum lifting needs, considering the heaviest weights and safety buffers. Conduct a thorough study of the work area, including building measurements, clearances, and impediments, to determine the best crane span and hoisting range. One should understand lift frequency, weight variances, and cycle periods to evaluate duty cycles. Consider operational concerns like crane quantity and location. Use technologies such as 3D modelling software to simulate movement, crane selection software to select models, and lift planning software to sequence lifts and identify hazards. Ensure compliance with building codes and plan for future lifting requirements beyond present project demands.

How do you navigate procurement decisions regarding purchasing versus renting EOT cranes, and what criteria inform this decision-making process?

When determining whether to buy or rent EOT cranes, consider project duration, lifting requirements, space limits, and cost comparisons. Purchasing provides superior schedule control for long-term, regular projects but involves considerable upfront investment and ongoing maintenance expenditures. Short-term rentals are appropriate for projects that require flexibility while avoiding excessive ownership expenses for underutilised equipment. When choosing a supplier, examine rental availability, company reputation, dependability, after-sales assistance, technical innovation, industry experience, client references, manufacturing quality, and adherence to safety standards. This evaluation will assist you in making an informed decision and optimising costs to ensure project success.

Can you share insights into your approach for selecting EOT crane suppliers or manufacturers, including

considerations such as reliability, aftersales support, and technological innovation?

Using data analytics and predictive maintenance solutions improves EOT crane performance. This entails providing cranes with sensors for real-time data collection on characteristics such as vibration and temperature. Centralised data platforms store and analyse data from several project locations, allowing for performance benchmarking and predictive maintenance. The insights acquired are then used to develop dynamic load management, remote monitoring, and operator training. The advantages include less downtime, a longer crane lifespan, increased safety, and data-driven decision-making. However, data security, integration expenses, and technological knowledge must be addressed. This technique improves safety, lowers costs, and efficiently controls EOT crane fleets across project sites.

How do you leverage data analytics or predictive maintenance solutions to optimise the performance and reliability of EOT crane fleets across multiple project sites?

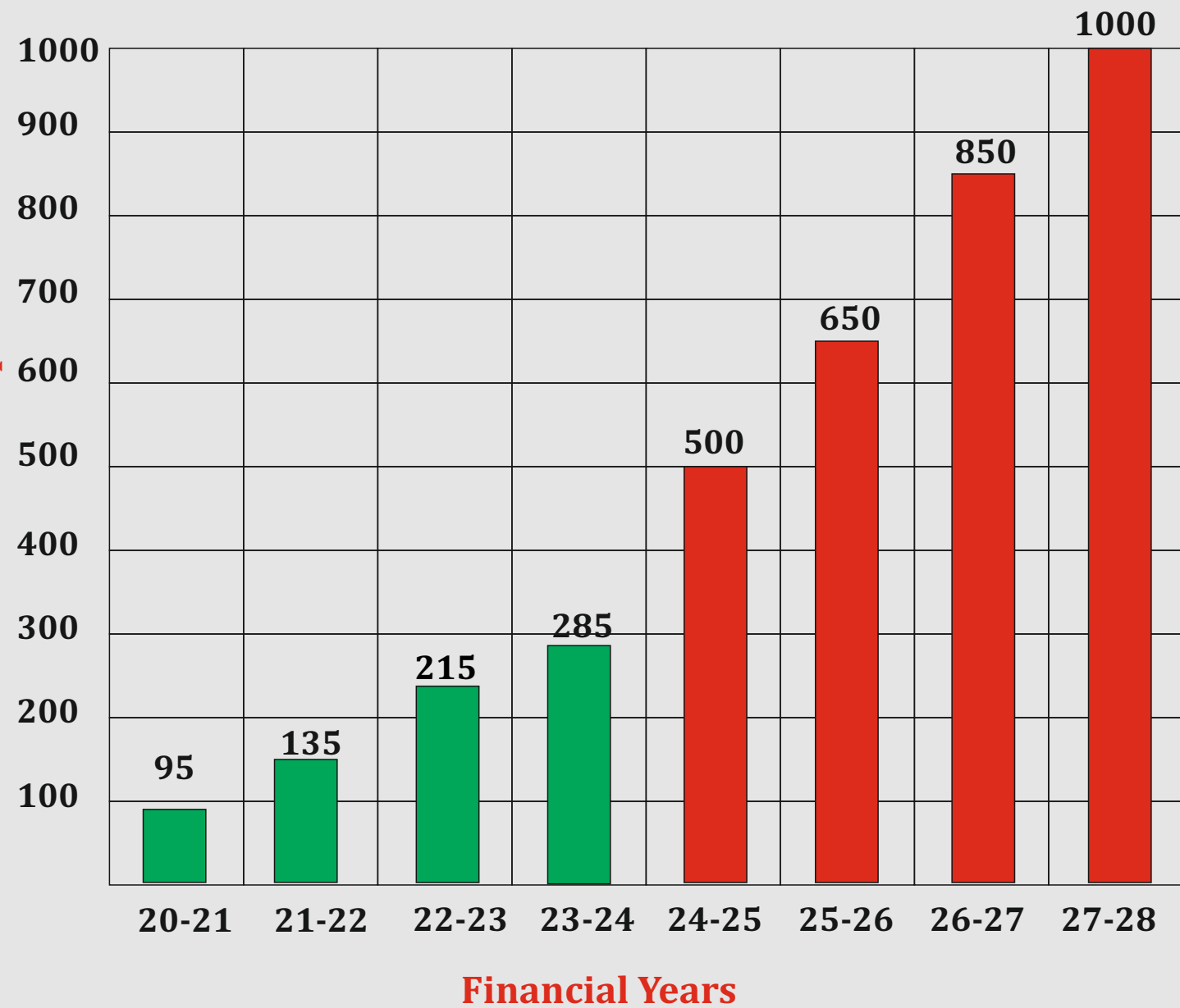
Smooth coordination and synchronisation between EOT crane operations and other construction activities are critical for reducing delays and disruptions. Key solutions include good planning and scheduling, logistics and staging, technology and automation, and contingency preparation. Implementing these solutions allows construction businesses to achieve coordination between EOT crane operations and other activities, reducing delays and disturbances and assuring effective project execution.

To minimise project delays and disruptions, what strategies do you implement to ensure seamless coordination and synchronisation between EOT crane operations and other construction activities?

The construction sector is seeing substantial changes in EOT crane procurement due to automation and digitalisation. The trends include a move towards autonomous and sensor-driven automation, data-driven procurement and maintenance, the evolution of e-commerce and online marketplaces, and an emphasis on sustainability. These developments imply a shift towards data-driven, long-term performance-focused buying.



Growth Plan Status April 2024



Significant Achievements July 2024

- 1. Sustained Growth:** Achieved over 30% annual growth for the past four years.
- 2. Operational Excellence:** Secured ZED certification, demonstrating commitment to environmental sustainability.
- 3. Global Expansion:** Signed a major export contract valued at 30% of annual revenue (or specific amount if known).
- 4. Enhanced Efficiency:** Successfully implemented an Enterprise Resource Planning (ERP) system to streamline operations.
- 5. Market Expansion:** Doubled our domestic and global customer base, fostering significant market growth.
- 6. Continuous Improvement:** Fully integrated Total Quality Management (TQM), Zero-defect Elimination (ZED), 5 S methodology, and Kaizen practices to drive continuous improvement and excellence.
- 7. Learning Culture:** Cultivated a learning organization environment that fosters continuous employee development and knowledge sharing.



Loyal Customer Base





EPC
&
Material Handling Equipment Manufacturing Organization.



THANK
you

Mechtrotech Projects Pvt. Ltd

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