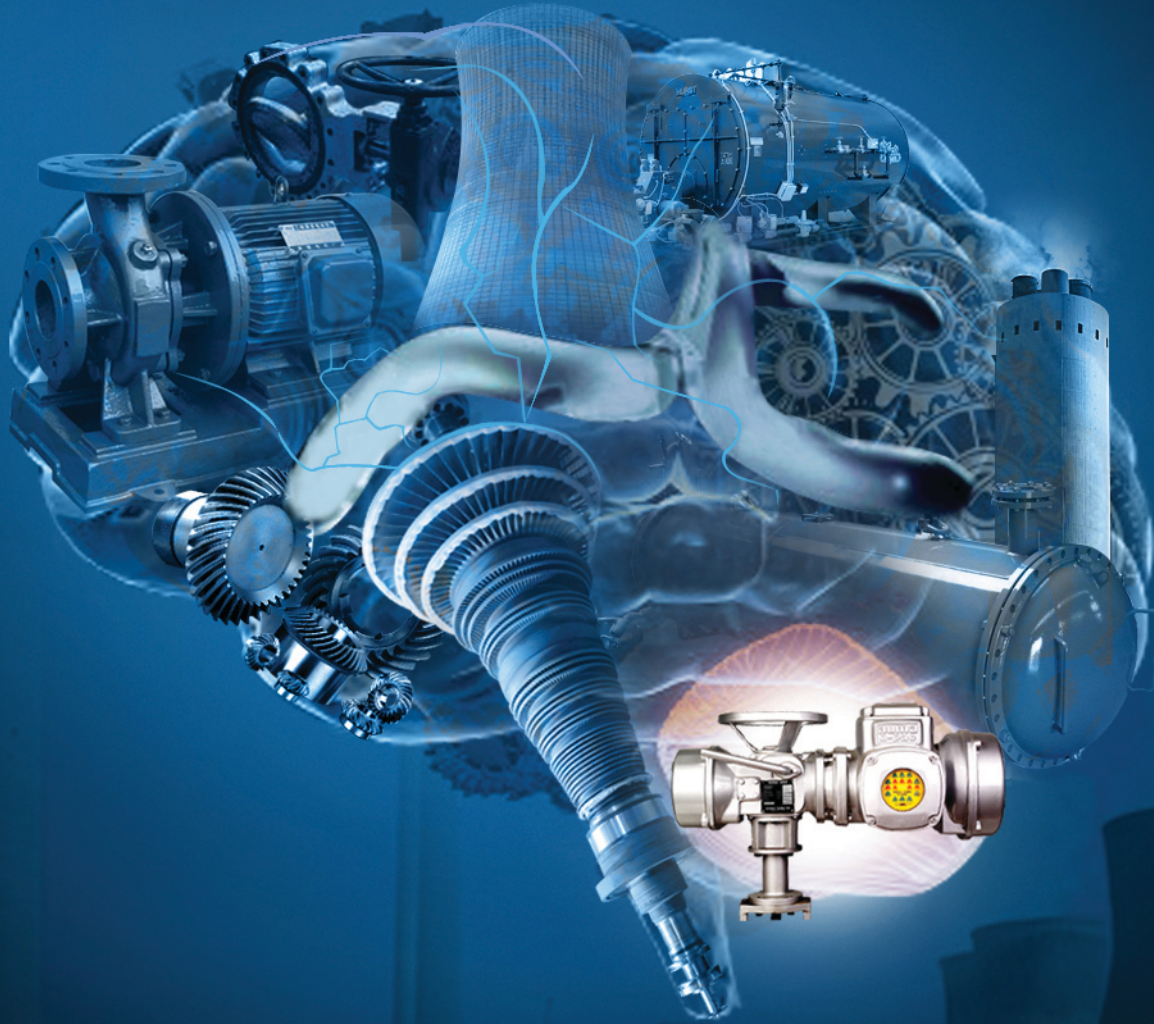
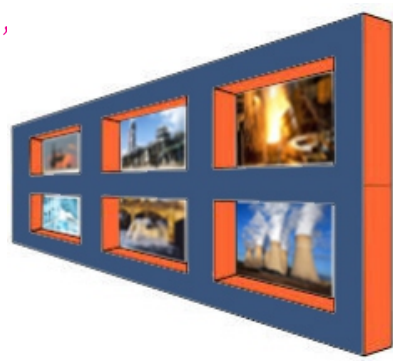


'Getting connected to our customers through Infaumation window'

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AUMA India Quarterly Newsletter (Oct - Dec 2016)



THINK AUTOMATION. THINK AUMA

The controlling centre behind all Industrial Valves

AUMA India is the Leader in the field of Electric Actuators and Valve Gearboxes for the automation of Industrial valves and dampers in the country. Be it power, nuclear, water, petroleum, cement or steel, AUMA India actuators are at work behind the scenes, controlling some of the most critical processes in industry.

AUMA India Pvt. Ltd.

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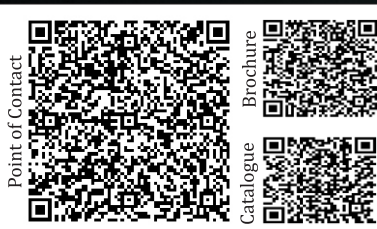
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'Getting connected to our customers through Infaumation window'

AUMA India bags orders for IOCL Haldia - Aishwarya project

AUMA India bags IOCL Haldia - Aishwarya project orders for supplying Ex-proof actuators with Bevel Gearboxes for the Delayed Coker Unit (DCU) construction project at IOCL - Haldia refinery, West Bengal.



COURTESY: IOCL - Haldia Aishwarya Project

MARKETING
ORDERS BAGGED

AUMA India receives orders for supplying electric actuators and gearboxes for Jindal - Steel & Power project

AUMA India bags the order for the supply of electric actuation products - regulating type Actuators with Worm Gearboxes to 6 MTPA integrated steel power plant project getting commissioned at Angul, Odisha.



COURTESY: Jindal - Steel & Power Plant

AUMA India actuators to be a part of 1020 MW Punatsangchhu - II Hydro-Electric Project

AUMA India receives order for supplying actuators and gearboxes for the operation of the damper gates belonging to the power generating Units and associated auxiliaries of the 1020 MW Punatsangchhu - II Hydro-Electric Project, Bhutan. This project is envisaged to generate 4.36 billion units in an average year.



COURTESY: Punatsangchhu - II Hydro-Electric Project, Bhutan

Mr. Matthias Dinse's visit to AUMA India, Bangalore

**AUMA Group
Managing
Director Mr.
Matthias
Dinse's visit
during the
month of
September**

Mr. Matthias Dinse, Managing Director of AUMA Group paid a visit to AUMA India to assess the progress on the investment, infrastructure installation as well as facility improvement projects bench marking world-class production (WPS) system for work place standard to create lean manufacturing processes.



AUMA India Marketing & Sales Meet 2016



VENUE: Beech Banquet Hall - Wonder La Resort, Bangalore

AUMA India Marketing & Sales meet 2016 was organized during the month of August. The event was inaugurated and addressed by the Managing Director. During the course of the event, marketing overall/ zonal performance was reviewed and analyzed. The main focus of the event was on customer insights in delivering excellent customer service and customer satisfaction. In the end, the roadmap to make the customer service strategy actionable and the development of customer service framework was defined by the Head-Marketing. Also, Mr. Wolfgang Ranft, India Region Sales Manager made a presentation on CRM as well as the latest updates on the new products introduced at AUMA Germany end.

Scholarship to prodigy

During the month of September, under Employees' Welfare Program, AUMA India recognized the meritorious children of its employees by presenting them scholarships under the merit-based scholarship program



EMPLOYEE WELFARE

Broadening the horizons of AUMA India Sales: Formation of International Sales Team

AUMA India expands its horizon by forming International Sales Team to partner with Indian valve manufacturers who compete for the international projects/ opportunities while tapping into new revenue sources.

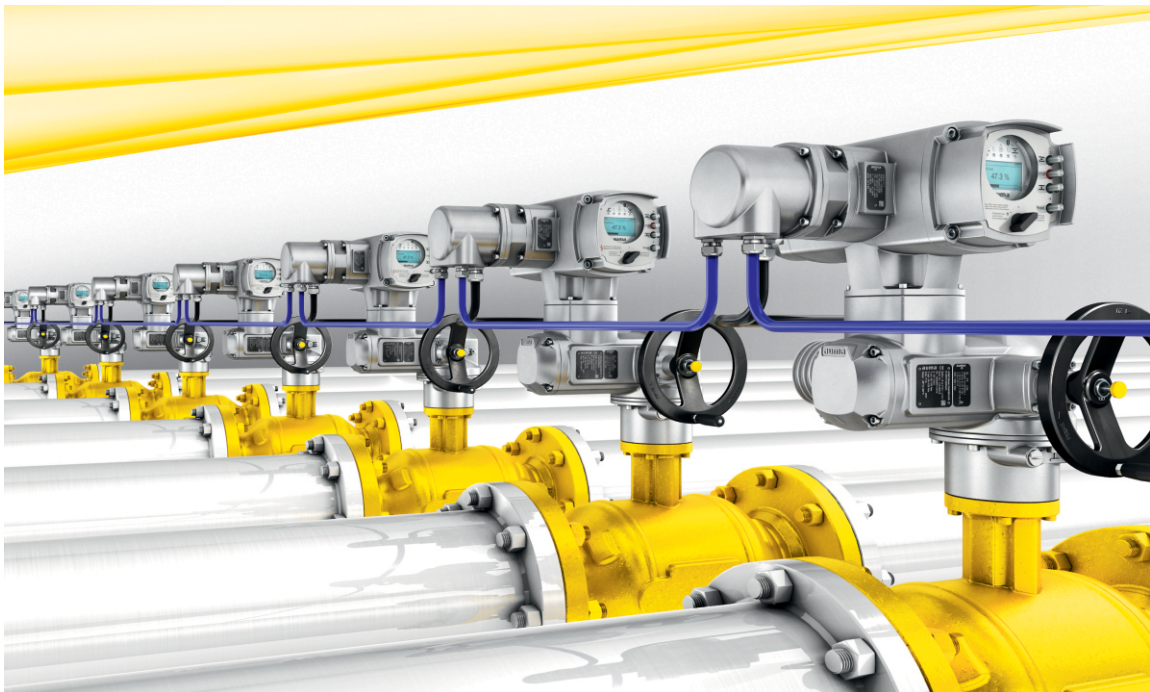
AUMA India International Sales Team is actively involved in the support and sale of AUMA Germany products to such Indian valve manufacturers who export their products for installation and use outside India.

Roles & Responsibilities:

- The team activities include submission of techno-commercial offers-clarification of technical queries and supporting the OEMs during their entire sales process.
- This also includes liaising and co-ordinating with AUMA Germany and other international subsidiaries to support OEMs in the pre-sales and post contract processes across countries.
- Additional responsibilities include continual interaction with international consultants for selecting optimal actuation solutions for upcoming/ ongoing project requirements.

Objective

“To support Indian OEMs, EPCs & Project Consultants in their sales/ engineering process by offering AUMA Germany electric actuation solutions for the installation of flow control products outside India”



The International Sales Team is headed by Mr R. Sridhar. He is responsible for the strategic marketing and business development solutions of AUMA Germany products for the International market. He works closely with the International sales support team spread across India.



AUMA India - In-house Customer Service Training Programme

A 3-day Customer Service Training Programme was organized by AUMA India in its premises during 20th -22nd Oct 2016, which was attended by the delegates from various end-users & OEMs viz. APGENCO- Rayalseema, VAG Valves-Medak, RPCL-Raichur, Inditech Valves-Pune, Schuf Speciality Valves- Coimbatore, Gerdau Steel-Tadipatri, Forbes Marshall- Pune, NTPC-Dadri, The training programme was aimed at imparting theoretical know-how along with the demonstration of AUMA products.



In-house Customer Service Training Programme @ AUMA India

ONSITE: Reliance Industries, Dahej

A technical service training session on AUMA Make Actuators was conducted during August at Reliance industries Ltd, Dahej by AUMA Service team. The training consisted of a technical theory session in the forenoon followed by a live Demo of AUMA Germany Actuator in the afternoon at the Substation location of Reliance Industries Mfg Division, Dahej, Gujarat India. Around 15 members from various divisions of the plant participated and were benefitted from the training session.



On-site Customer Service Training Programme @ RELIANCE Dahej

IN-HOUSE: BHEL - Valves Division

An industrial visit was organised by AUMA India during the month of August for the BHEL-Valves staff members to get to know more about AUMA's best practices and the infrastructural capabilities. AUMA Service team along with the Marketing team conducted the training session in briefing out AUMA product functionalities and operational features. Around 17 staff members from BHEL - Valves Division, Trichy attended the in-house service training programme.



In-house Customer Service Training Programme @ AUMA India

AUMA India In-house Customer Service Training Programme Calendar

TRAINING START DATE	TRAINING END DATE
04-01-2017	06-01-2017
20-04-2017	22-04-2017
06-07-2017	08-07-2017
19-10-2017	21-10-2017

For registration details, please contact Service@auma.co.in/ UmeshK@auma.co.in/ PrashanthS@auma.co.in

Access AUMA India Website

<http://www.1auma.com/cms/AUMA/india> for the below links



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	All Documents	Quick Start Guide
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