



# tooltech

global engineering

Issue 10 Nov. 2009

Newsletter 6 Pages

www.tooltech.net



## GLOBAL OFFICES

- India
- Finland
- Romania
- Germany
- Denmark
- Austria
- Sweden
- Norway
- USA

## NEWSFLASH

Tooltech unveils new logo

Atul Khanna honored in Finland

Tooltech commences work with leading Indian companies



## Delivering Star Value

It has been a dramatic period. Automotive in Germany, Heavy Industries and Automotive in Scandinavia, Cruise liners and Ferries in Europe, VVIP Interior for Aircrafts - all advanced technology but seeing dramatic situations.

It would appear that the forces combined to target, the very sectors we serve, which is otherwise a very diverse portfolio of advanced engineering services.

These sectors, simultaneously, lost 30 – 50% of their Sales consequently bringing down a whole lot of things.

A lot of the excess, but also the deferment of several

essentials: including sharply reduced R&D spend for the year. European industry has not been hit by a recession of this scale ever before.

Our Global Delivery model produces more Return on Capital Employed for our customers. This is increasingly recognized and is a fruit of this recession. Our model has proven technology, people and is ready to fly.

German Automotive and Scandinavian Heavy Industries are unparalleled. They have a rich tradition of innovation. The technology and experience we have in serving them at Tier 1 level is unique and diversified. Germany and Scandinavia have been and will remain R&D driven producers. Cars, ships, planes and heavy equipment are perennial sectors. Outsourced R&D can be back-tracked for a while in such as phase, but always returns, to embrace new ways.

All customers have reiterated their faith in Tooltech. Most see us as strategic, innovative, reliable, serious, and committed. With humility, we say thank you and promise to exceed their expectations.

To give a glimpse of our promising future, forty new customers, amongst them also leaders in India, have signed us up this year. The year has seen the highest customer additions ever.

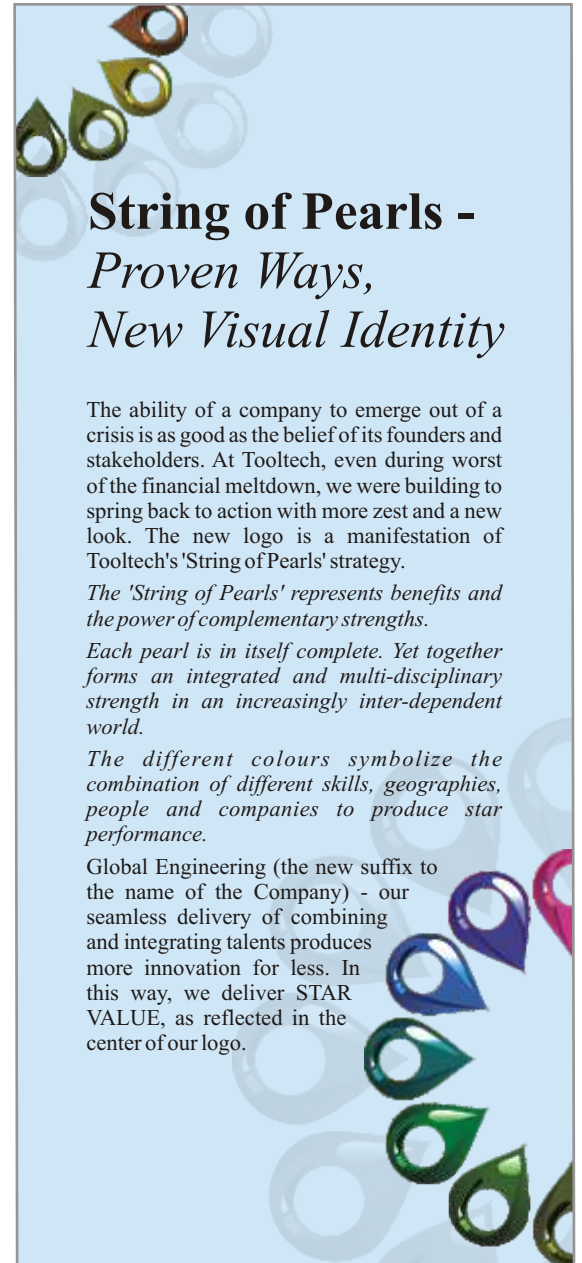
This is the new emerging Tooltech - The emerging star born from the string of pearls - Of customers, employees and financial stakeholders.

We thank them all. And we will deliver star value to all of them.

Sincerely,

**Atul Khanna**

*Director & Chief Promoter, Tooltech Group*



## String of Pearls - Proven Ways, New Visual Identity

The ability of a company to emerge out of a crisis is as good as the belief of its founders and stakeholders. At Tooltech, even during worst of the financial meltdown, we were building to spring back to action with more zest and a new look. The new logo is a manifestation of Tooltech's 'String of Pearls' strategy.

*The 'String of Pearls' represents benefits and the power of complementary strengths.*

*Each pearl is in itself complete. Yet together forms an integrated and multi-disciplinary strength in an increasingly inter-dependent world.*

*The different colours symbolize the combination of different skills, geographies, people and companies to produce star performance.*

Global Engineering (the new suffix to the name of the Company) - our seamless delivery of combining and integrating talents produces more innovation for less. In this way, we deliver STAR VALUE, as reflected in the center of our logo.

## Finland confers top honour on Atul Khanna



Chancellor Iikka Niiniluoto, Rector Thomas Wilhelmsson, Kvestori Ilkka Hyvärinen and Atul Khanna at the reception to confer the award

Atul Khanna, Director and Chief Promoter, Tooltech Global Engineering and Founder and Chairman of the Board of Systems Biology Worldwide, has earned recognition as Knight, First Class, of the Order of the Lion of Finland.

The recognition was awarded by the President of the Republic of Finland, Tarja Halonen, and is based on Mr. Khanna's achievements in promoting collaboration between Finland and India in the areas of science and technology.

The award ceremony was held at the University of Helsinki, the most versatile research university in Finland with more than 35,000 students. The Chancellor of the University of Helsinki, Mr. Ilkka Niiniluoto and the Rector of the University of Helsinki, Mr. Thomas Wilhelmsson awarded the Order to Atul Khanna.

While presenting the award, Mr. Thomas Wilhelmsson, appreciated Mr. Khanna's work stating, "Atul Khanna is a visionary who persistently promotes issues and beliefs. He has promoted research and industry co-operation between Finland and India. He has become an important person in Finland and he has many Finnish friends among both academics and business men."

Atul Khanna initiated together with Professor Mart Saarna a research program for biotechnology students between Finland and India, and progressed this to form Systems Biology Worldwide, a scientific and business model for advancing pharmaceutical research.

Atul Khanna has created a dynamic and innovative delivery model in which Indian advantages and strengths are combined with Finnish advantages to form a cost competitive research service delivery concept.

Elated at receiving the award, Mr. Khanna said "I have had the privilege to combine scholars, companies and the two governments in the pursuit of human & scientific progress. I believe that in spite of the optical polarity between India and Finland, at a substantiated level, there is a huge power of complementary strengths."

The Order of the Lion of Finland was founded on September 11, 1942. The President of Finland wears the Star of the Order of the Lion of Finland and is Grand Master of the Order.





## India Focus

**India** - A vibrant economy driving on in face of global financial downturn. Two of the major sectors in India, the heavy industry and automotive industry, after a brief slack period, are once again up and rearing to go.

Major international OEMs, machinery manufacturers, and even aircraft manufacturers are looking at making India their global manufacturing hub. While the world has its eyes on India, Tooltech also discovered unlimited potential and has entered the Indian market with a bang!

Armed with high-end knowledge and skills, we have already managed to bag prestigious projects from ThyssenKrupp, IAC and an industrial research association to name a few. Collaboration with Cromwell and a leading India based American farming equipments manufacturer is in the pipeline. Work with other Indian OEM heavyweights will also commence shortly.



**Sanjay Kapoor**  
Director,  
Chromwell Industries Pvt. Ltd.

### Tooltech's capabilities

"We are very impressed with what Tooltech has to offer. Chromwell is strong where manufacturing is concerned however design is not our forte we don't have the capability or the experience. We are keen to tie up with Tooltech therefore offering complete solutions to our clients. In these terms, we see a lot of scope in the future."

### Highlight of the association with Tooltech so far

"The team has been very proactive in its approach. For instance, when we mentioned that we had requirement for validation and didn't have the capability, Tooltech immediately tied up with an industrial research association for validation support."



**Avinash Thopte**  
Manager - Engineering,  
IAC International Automotive India Pvt. Ltd.

### Tooltech has completed a Stress & NVH analysis project for IAC India.

"The project was executed well by Tooltech producing excellent output. The team has strong experience in this field and is competently led by Mr. Babu who is an expert. We are particularly happy that he is involved in our project. IAC has recently established base in India, and we hope to grow rapidly. I am confident that the relationship with Tooltech will also grow concurrently as we work on many more projects in the future. Since the relationship is still in nascent stage, understanding of capabilities is limited and I'm sure many possibilities can be explored once both parties understand each other better."



**Yashwant Sakhardande**  
Vice President - Design & Engineering Division,  
ThyssenKrupp Industries India Pvt. Ltd.

### Design Automation for Conveyor Idlers

#### Tooltech's capabilities

"ThyssenKrupp is new to the area of 3D modeling. However, Tooltech has been quite a helpful partner and the output produced has been good and consistent. They have helped bring the practices and knowledge of the services industry to a hard-core manufacturing company such as ours.

Tooltech has systematic processes of communication and has many standards and procedures in place that lead to smooth dealings."

#### The team

"The team knows its work well and has good understanding of the domain. They ask pertinent questions, provide prompt solutions and do not hesitate to give suggestions. The quality of delivery is good."

#### Looking forward

"We would like to use Tooltech's expertise in analysis areas as well. Other components can also be worked on."



## Quick Facts

### Automotive Industry in India

- World's second largest manufacturer of two wheelers
- Fifth largest manufacturer of commercial vehicles
- Largest manufacturer of tractors
- Fourth largest passenger car market in Asia.

### Manufacturing / Heavy Industry

- India ranks among the top 12 producers of manufacturing value added (MVA)

### Projections

- According to the Investment Commission of India, the manufacturing sector is estimated to have a US\$ 180-billion investment opportunity over the next five years.

Tooltech has received a supplier number from **Tata Motors** for providing engineering services and expects work to start shortly

# Flying High!

Tooltech delivers World Class Interior for yet another VVIP Helicopter



*“Execution of second helicopter with new features was technically more satisfying assignment. Our team's morale is sky high with this success ”*

*Vijay Papanal, Project Manager*

The Advanced Light Helicopter



Still savoring the success at Aero India 2009 in Bangalore where it delivered the first HAL world class VVIP helicopter, Tooltech has done it again! It has now delivered the 2nd helicopter to HAL which will in turn be given to the government of Mauritius. The new wheeled version of the original helicopter design boasts of interiors that are plush as well as practical. The helicopter will be used by the Mauritius police force for carrying troops to different locations, guarding coastal areas, sea rescue operation and VVIP travel.

Impressed by the prototype delivered to another foreign government earlier this year, the government of Mauritius insisted that HAL furnish the one booked by them on similar lines as its predecessor. This time, Tooltech was able to deliver with better workmanship superior fitment and matching upholstery.

Banking on this high-end, cutting edge expertise Tooltech has gained, the team in Bangalore is now looking at targeting new areas such as Helicopter Structures including the Fuselage and Wings. Here's congratulating them on their accomplishment and wishing them all the very best for future endeavors!

## Nurturing Internal Skills

The competency group programme trains engineers in new software or upgrades their domain knowledge related skills. The programme was started in late 2008

Currently 20 engineers are undergoing training. It is headed by Balraj Chandrachud who is proficient in Tooling and Piping. After undergoing a unique business relations programme in Germany, he has been ably handling the competency team. According to him, “This programme is an effective tool for scaling up competencies amongst existing resources and preparing them for future projects. It also facilitates flexible inter-team movement.”

Pradeep George who has been core part of this initiative says that the competency group is still in its nascent stage and has a long way to go. “We plan to make the programme more focused on imparting basic domain related skills,” he explained. Training given by external experts or domain specialists is also on the agenda.



Training sessions are constructive and fun

## Visitors @ Tooltech



K.B. Nikam, N.S. Babu and Manuel Lozano



Hans-Martien Jans with Pradeep George, Nitin Chore and Bheem Bijapur

### Automotive, Aerospace and Certification Services Provider Spain

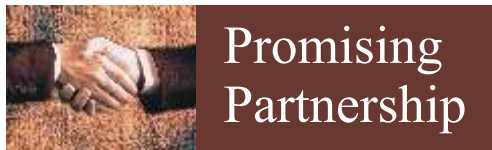
The competitive cost advantage provided by Tooltech combined with high-end capabilities is one of our prime offerings and the reason for selection from amongst several suppliers shortlisted by this company, which is based in Spain. Mr. Manuel Lozano, Project Manager – Industry, Aerospace and Transport, visited Tooltech in August, in order to explore possibility of collaboration in the area of tooling and FEA.

Impressed by our capabilities Mr. Lozano said, **“While selecting a supplier, we look for cost-effectiveness, however this does not mean we compromise on quality. Tooltech’s capabilities match our expectations. We hope to do some good work in aerospace together.”**

### Alfa Laval The Netherlands

Early 2009 saw our long standing relationship with Alfa Laval Sweden being extended to Alfa Laval The Netherlands. Successful execution of the project by the Inventor team has strengthened the ties. This was evident when Mr. Hans Martien Jans – Manager, Product Development, visited our office on his trip to India in October.

**“I have been co-coordinating with engineers at Tooltech for some time now via calls and emails but this visit has helped me put faces to names. This will definitely help improve communication”,** mentioned Mr. Jans. Admitting that the visit was enlightening, he said, **“Tooltech has good infrastructure and the style of working, people seem very professional.”**



## Promising Partnership

Tooltech’s recent foray into Italy has begun on a high note with our first Italian client, a leading automotive component supplier, expressing confidence in our capabilities. Kick-starting the promising partnership, Mr. Marco Quaglia, Design Engineer from the company spent a week at Tooltech’s Pune office. Mr. Quaglia ensured that the team thoroughly understood the company’s process and methodologies.

“During my stay, we have collectively worked on identifying best ways for communication and secure data transfer between the two companies,” explained Mr. Quaglia.

On a lighter note, Mr Quaglia’s first exciting glimpse of India included visit to a temple, spicy Indian food and Indian shopping with our marketing team members – Pronita and Priyadarshan

**“Since Tooltech was referred to this company by another client, expectations are very high. Mr. Quaglia’s visit to Tooltech has helped smoothen initial processes and learn about Italian standards. ”**

- Ramesh Shedge  
Team Leader, Automotive



◀ Marco Quaglia with Ramesh Shedge and Namdeo Jadkar



◀ Aparna Bhavne, Ramesh Shedge, Marco Quaglia, Pronita Naidu and Guido Panizza

**“The infrastructure and number of design engineers at Tooltech is impressive. The company has security process in place and in spite of the distance between Italy and India, exchange of communication is smooth. It seems like working with company situated next-door. ”**

- Guido Panizza R&D Manager

# Rajasthan Government to facilitate Systems Biology and University of Helsinki to develop Education campus



Tooltech's sister company, Systems Biology Worldwide (SBW) was recently part of a discussion with the government of Rajasthan. The primary aim behind this meeting was to explore opportunities to develop a Multi Disciplinary Vocation based – Post Graduate Education and Research Campus, in cooperation with a leading European University - the University of Helsinki. In other words, to foster a research and education corridor between India and Finland and provide European education at an Indian price. The meeting which grabbed attention by local as well as national media was attended by bigwigs of the government such as the Chief Minister of Rajasthan, Mr. Ashok Gehlot himself, along with a delegation from Finland.



▲ Rajasthan Statement 24 Aug. 2009



▲ Rajasthan Patrika 24 Aug. 2009



▲ Mehka Bharat 23 Aug. 2009

The Times of India 24 Aug. 2009 ▶

## What's New!

Exploring new avenues has been one of the core values at Tooltech. The past couple of months have been a time for re-invention, with unveiling of the new logo, foray into new markets and addition of new capabilities.

Few of the notable projects carried out recently

### Re-engineering of Special Purpose Machine for cutting pipes

The project was carried out for a leading Finnish organization which develops and manufactures plastic pipe systems. The task was to modernize an existing pipe cutting machine to improve its accuracy and make it easy to operate without increasing the manufacturing cost. Tooltech re-engineered the machine by:

- Redesigning of feed mechanism
- Re-engineering of the saw frame structure
- New design for pipe clamping table and scrap piece holding trolley

### Value Engineering of Existing Trim-Box

With the trust developed on basis of a four year long relationship, this paper machinery manufacturer handed Tooltech an opportunity to work on Value engineering of an existing Trim-box. Various concepts were exchanged with the client to improve the product making it:

- Compact in overall size
- Optimized weight
- Easy to operate
- Cheaper to manufacture
- Robust in construction

The team is now executing the detailed engineering of the finalized concept.

### Modular Design for CO<sub>2</sub> Compressor Skid Unit

This project is being executed for a leading supplier of CO<sub>2</sub> technology based in Denmark. The task includes:

- Design of layout of compressor unit
- Modular design of the skid to accommodate different variants of the CO<sub>2</sub> unit
- Routing design and structural design for the pipes,
- Pipe analysis under structural, thermal & vibration loads,

The deliverables to the customer included the various concepts during the development stages, relevant analysis reports explaining the effect on the unit under various loads, complete design in 3D, isometrics for the pipes, fabrication drawings with BOM, and 'Instruction Manual' of the unit. Various international codes of standards like Eurocode, API etc. were followed by the designers.

*"We have been lucky to find two people who work so smoothly together, having a positive dialogue, understanding, collaboration & intent - for the benefits of all of us"*  
Senior Process Engineer - Industrial Gases Group, CO<sub>2</sub> Technology Supplier

### Progressive Die Design

Tooltech's tool design team once again showed its capability by designing a progressive tool for an automotive component. The tool is designed for a 12 stage operation involving forming, piercing, trim and part-off. Besides expertise in mold design, the tool design team is now equipped to undertake complex tool design projects for forming dies, progressive dies, transfer dies.