

THE TOOLTECH NEWSLETTER

Tooltech takes its Knowledge Management and Outsourcing Expertise to Finland

Tooltech showcased its domain expertise and services to Finnish Companies at the 2006 Alihankinta Subcontracting Fair

Dubbed as the "Perfect Event for Networking", the 2006 Alihankinta Subcontracting Fair is the second largest fair event for industrial subcontracting in Europe. Tooltech presented its service offering at the fair

Interaction with the Finnish Press

Tooltech also organized a Press Conference to discuss "Broader Issues of Offshoring and Tooltech's Activities

More initiatives planned

Tooltech entered the Finnish market in 2004 with a major project from a Large Diesel Engine Manufacturer. Over the last 2 years, Tooltech has been awarded several prestigious

in mid September.

About 1500 companies from 19 countries exhibited at the Tampere Exhibition Centre this year. Tooltech, who was a visitor last year, was the only

in Finland". Anil, Abhay, Axel, Shobhana and Atul Khanna represented Tooltech and spoke on the

projects from clients such as Aker Yards and has emerged as one of the market leaders in Finland for the provision of outsourced research and engineering services. With a full-

Indian company participating with a stall in the fair. On all three days of the fair, our stall was visited by numerous Company Representatives not only from Finland, but from all over Europe.

subject of Outsourcing Collaborative Development. The event received wide coverage within all media in Finland.

service office in Helsinki, we are all set for rapid expansion. Participation in the Tampere Fair is the first of the many initiatives we plan to take to increase our market presence in Europe.



From L-R: Axel, Shobhana, Matti, Abhay, Atul Khanna and Anil

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Dear Friends,

Congratulations to Vipula, Dilshad, Ajit and their colleagues for this wonderful initiative. Congratulations to all of you, for so much that is happening in our continued journey.

Our promise to our customers is that we will be a seamless global engineering delivery company, and that we will increase competitiveness. Competitiveness may begin with cost, but will endure with "thinking engineers". This is our quest.

Delivering engineering is teaching us to deliver knowledge. From an engineering company, the seeds of a knowledge company have been sown. We have now been invited to lead a historic alliance in Biosciences. A special supplement

to this newsletter tells you more.

We will miss our Leader, Prakash Gurbaxani. I wrote a two page letter expressing my emotion on this. He remains a very dear personal friend and from MD to friend, the relationship between him and Tooltech remains unchanged. At the farewell party, the mood and the emotions were better than the good wine. I have not the talent to capture this in a few words and I will only say, "Prakash, all the best and we miss you."

Warm regards,

Atul Khanna



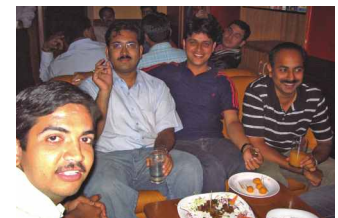
Mr. Khanna with Mr. Gurbaxani at the Farewell Party



L-R: Asha, Kavita, Andra, Maithili



L-R: Priyata, Raju, Vinod



L-R: Mahendra, Patil, Vijay, Madhusudhan

Dear Friends,



It is indeed a privilege to get the opportunity to write to you, in the first issue of the Tooltech Newsletter.

The CAE department was created five years ago, with a single member. We now have 10 members, working across diverse industry sectors such as Automotive, Marine,

Aerospace and General Engineering. We have reached a stage where we are consolidating our strengths and experience and plan to use this strong base for rapid expansion. In many ways, this has already begun and we are working on some very exciting projects, which I want to share with you.

For example, we are in the process of creating a dedicated set up for one of our long term clients, BMW. This initiative is

the result of many years of work, and when implemented will make Tooltech one of the few Indian companies with this type of experience of Crash, Durability, CFD & Structural Analysis for a new vehicle variant. The plan is to ramp up the group size significantly. Please refer to Page 4 "Installation of CAE Infrastructure for BMW" for more details.

Another example is the optimisation work we are doing for a Hatch Cover Manufacturer in Finland. For the project, we will be optimising the hatch covers for weight and maximum strength. Our team was put through a specific onsite training programme by the client, to familiarise us with their specialised procedure of software usage. This work also looks extremely promising as we plan to ramp up the size of this group over the next few months.

Warm regards,

Bhalchandra

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Department Updates

Pro/Engineer Group

One of Tooltech's first software groups, the Pro/Engineer group, caters to over 20 clients across domains such as Shipping, Plywood Manufacturing Machinery, Earth Moving Equipment, Tool Design, etc.

One such client is a reputed Marine Hatch Cover Manufacturer from Finland for whom we have now started running two parallel design projects, led by 2 Project Leaders. The group successfully delivered a box type hatch cover design project, a first of its kind in Tooltech. Using Pro/Mechanism, we have also completed a mechanism design for the opening and closing of hatch cover for 2 different types of drives. This proved to be very helpful for the client to quantify space constraints of the drives. The group's design

exposure and hatch cover knowledge has been significantly improved by the level of work completed and the design suggestions given. We also expect to start work in the design of hatch covers for General Cargo Ships shortly.

For an established Plywood Machinery Manufacturer in Finland, we have created master models for more than 30 machines in the plywood manufacturing layout. This has enabled the client to reduce design time by more than 75%. We have also completed an analysis project to find out the acceleration and inertia forces at various joints of a Flitch Table. This was another first for us at Tooltech, as this was the first such project we had executed.

New Initiatives for the Group

a. Leading Wood Panel Machinery Manufacturer in Finland:-

- ▶ Onsite visit by Project Leader
- ▶ First project successfully completed
- ▶ New project expected shortly.

b. Ship Balcony Manufacturer, Finland:-

- ▶ Onsite visit by Project Leader
- ▶ First design project to be delivered shortly.

c. Heat Exchanger Manufacturer, Sweden:-

- ▶ First project of tool design of heat exchanger plate successfully completed.
- ▶ Exciting new opportunity for Tooltech as it is a new domain for which we hope to build a strong competence

d. Grinding Machine Manufacturer, Finland:-

- ▶ Successfully delivered various projects for this client recently
- ▶ A member of our design team has been invited for a 3 month onsite visit.
- ▶ Regular association and work has begun and we expect this to be another successful long term partnership.

SolidWorks Group

One of our newest software groups, SolidWorks was created at the beginning of the year. Within this short period, the vibrant Project Leader and his 2 member team have already successfully completed projects for 3 customers. One of these customers has already started sending continuous work.

Quarter 2 Achievements

a. Water Treatment Equipment Manufacturer, Finland :-

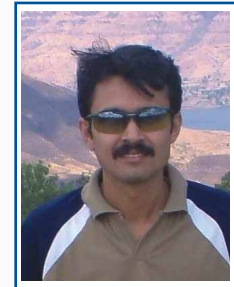
- ▶ Successfully completed the first project of a re-design of a Drum Basket Filter.
- ▶ Presently executing a second project

b. Weighing and Dosing Technology Company, Finland:-

- ▶ Successfully completed a pilot project for this client, for which we received excellent feedback.
- ▶ Presently expecting a much larger scale project.

Featured Employee

Parag



We would like to congratulate Parag on the birth of his 2nd baby, Arjun. This 2nd time father has spent 8 years in the Merchant Navy before joining Tooltech. He has been with us since May '05. It was quite a surprise to know that Parag loves to paint and a few of his paintings have been showcased in several exhibitions in Sholapur. He has also participated in and won several badminton matches at the zonal level. Parag's colleague and former classmate Vijay, thinks of him as a happy-go-lucky guy & remembers him for his sports in his college days. Parag likes the relaxed and stress free work culture at Tooltech compared to the very strict environment in the Merchant Navy. We hope he continues his painting and badminton so that he can bring us some trophies in the next corporate badminton events.



Parag's baby boy was born on 6th Aug. '06



A Painting by Parag

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New Recruits

Team	No. of new recruits
Bangalore	4
CAE	3
Business Development	4
Ship Design	3
Inventor	1
Systems	1
Pro/Engineer	4
Catia V5	4
Technical Support, Finland	1

Congratulations to

- ▶ **Ashish** on his marriage to Vaishali Kekan on 2nd July '06.
- ▶ **Parag** on the birth of his baby boy on 6th August '06
- ▶ **Anil** on the birth of his baby daughter on 25th September '06

News Update

Installation of CAE Infrastructure for BMW

Tooltech Deutschland GmbH (previously known as TecoDesign) has established an independent project office for BMW. A six member team, headed by Mr. Sanjay is working on the domains of Crash, Noise, Vibration & Harshness and Strength Analysis. Currently we are working on 2 car projects for BMW. Until now, these projects were executed by Tooltech employees onsite at BMW's office. The decision to create such a new setup was taken in order to develop our own infrastructure, train new people and expand our team strength and expertise. The new office was set up after following BMW's strict guidelines and security norms.

We are also in the process of implementing a similar office set up in India, for which the connectivity has already been tested. The set up is slated for completion within the next few months.

News in brief

Name Change

Teco Design GmbH is now known as Tooltech Deutschland GmbH.

Dr. Faust takes over as Geschäftsführer of Tooltech Deutschland GmbH.

Dr. Klaus Faust, also one of our Directors, has taken over as the



Geschäftsführer (Managing Director) of Tooltech Deutschland GmbH. He will be assisted by Axel Albrecht. Dr. Faust is a doctorate in Physics. He has spent

over 16 years in BMW. For the last 7 years he has also been the Managing Director of a family concern in Munich, Lodenfrey GmbH.

SolidWorks 2006

Congratulations to Sunil for winning the first prize in the "Cosmos Express Challenge" at the SolidWorks 2006 event! The event, held on 18th July at Le Meridian, was



organized by "COSMOS EXPRESS". Sunil improved the safety of a bearing bracket without changing its dimensions. The SolidWorks team is now gearing up for the SolidWorks 2007 event.

Visit to MPT

The Ship Design Group spent a day at Mazgaon Docks Limited, part of the Mumbai Port Trust in July, where the group got a first hand opportunity to familiarise themselves with general yard practices and the actual process of Ship Building. Says Chirag, "The trip gave us some interesting insights and in-depth practical knowledge and will be very helpful for our department."

New office in Peenya, Bangalore

A new project office, dedicated to Atlas Copco, has been set up in Peenya, Bangalore. With a starting strength of 4 members, the office is linked directly to Atlas Copco's office in the United States to streamline procedures.

GD&T training

A learning session on "Geometric

Dimensioning and Tolerancing" was organized for members of the Pune Office CAD group in June '06, to brush up their knowledge in this area. Mr Rajendra Deshmukh from I - Square Consultancy facilitated the session.

Mr. Kurt Isaksson joins Tooltech - Sweden as a Senior Advisor

Mr. Kurt Isaksson has joined Tooltechsoft Sweden as a Senior Advisor from August 2006. Previously, he was President of SAAB Rosemount AB. He is well known in



Swedish industry for his views on globalisation and many significant cost reduction measures he implemented during his tenure with SAAB Rosemount. Mr. Isaksson will be working closely with Abhay Jahirabadkar to consolidate our client base in Sweden.

German Class for Indian engineers in Germany

Indian employees in the Tooltech

Deutschland office, now take part in regular German Language classes. The classes are held twice a week for 1 ½ hours, with the aim of ensuring that our engineers become familiar with the language.

Team Members move to Tooltech Deutschland GmbH

Ravishankar, Subhash, Balamurali, Shivakumar and Jayakishore from the CAE Group were transferred to Tooltech Deutschland GmbH in Munich. They will continue their work on Crash, Stiffness & Strength Analysis for BMW.

ISMS Talk

A talk by Mr. Rohit Patwardhan of United Software Associate, on Information Security Management Systems was held in September for employees of the Pune Office. This systematic approach to managing sensitive information, is an important part of our day-to-day activities and will help us with the upcoming ISO 20071 certification.

Please send in your comments and suggestions for the next issue of the newsletter to vipula.patil@tooltechsoft.com