



## DIRECTOR'S ESSAY

HiTech Gears Ltd has always focused on acquiring technology as a differentiator. A dedicated Design Centre **HiTech eSoft** was set up in the year 2000 with the same objective of building a Centre of Engineering Excellence which not only provides cutting-edge engineering solutions and services to Hi-Tech Gears Ltd but also works with other manufacturing organisations to help them build their products faster, better and at a reduced cost.

The 60 engineers working in this environment are creating innovative solutions to practical shop floor problems, helping R&D in their research work and working with Product Development Departments in churning out new products at an accelerated pace.

Since its inception this Division has registered two copyrights for cutting-edge software products. These software products use technology to capture engineering information on very thin files and populate them on web pages which are also linked to engineering databases. The entire matrix of knowledge that is created is dynamically linked to the underlying CAD information.

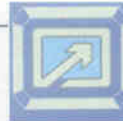
These products have been installed at Cummins, Hero Honda, New Holland, Tata Cummins Eicher and Escorts apart from being used inhouse at Hi-Tech Gears Ltd. Our solution eCatalogue sucks out the 3D images and BOM dynamically from engineering data bases and populates a website used for spare part identification and instructions on the field for assembly and dismantling. Customers have been delighted with this tool. We have won awards from PTC (the authors of the CAD tool Pro e) for this solution. Cummins, New Holland

and Hero Honda are already live on the World Wide Web with this solution and the rest are to follow suit in the very near future. We believe in connecting the Engineering enterprise in such a manner that the entire engineering information flows seamlessly in real time across the organization and is available to the entire value chain participants as and when needed. No one will ever have to duplicate or recreate information that has already been created by someone in the entire organization.

HES is also providing engineering and design support to its valuable customers in the discreet manufacturing segment where it has been serving not only the automotive majors like GETRAG, Cummins, New Holland but has also been embedded quite deeply into the R&D departments of various white good manufacturers like Whirlpool and the Medical Devices and Equipment manufacturers like Eastern Medikit. HES is looking at focusing more and more on non-automotive market space in order to become a complete engineering solutions company in the entire discreet manufacturing segment. HES has existing customer base in all across India, Western Europe and the US.

During the present year this Division is targeting a quantum jump in performance. E-Catalogue and the immense knowledge and experience of manufacturing processes will be the prime growth drivers for the division. The focus is to increase the offshore revenue for the





division, establishing strategic tie-ups in Europe and US with major customers and widening our presence in the global OEM's for ensuring continuous inflow of orders. Hi-Tech e Soft is working towards acquiring new skill sets and new technologies like Digital manufacturing, FEA, Crash and Passenger safety analysis to bring more value addition in the services portfolio. Addition of ERP connectivity in the e-Catalogue tool and adding high end security measures in the software will enable an online and secure part ordering and inventory management system. All this will be performed under the protective umbrella of the new QMS under ISO 9001 and ISO 27001 that the division is committed to acquire by the end of 2006. The division is looking at multiple fold increase in revenue and a similar growth in profitability in the year FY 06-07.

