Global Invest

CENTER FOR STRATEGIC COMMUNICATIONS

OFFER № 113

Industrial Vibration & Balancing Expansion Offer (India)

APPLICANT:

INDUSTRIAL MANUFACTURER AND ENGINEERING COMPANY

COUNTRY:

INDIA

FIELD OF ACTIVITY:

VIBRATION ANALYSIS, DYNAMIC BALANCING, INDUSTRIAL EQUIPMENT MANUFACTURING

TARGET COUNTRY / REGION:

UZBEKISTAN AND OTHER INTERNATIONAL MARKETS

OBJECTIVE:

MARKET EXPANSION THROUGH PARTNERSHIPS AND DIRECT CONTRACTS WITH INDUSTRIAL ENTERPRISES

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Description:

The offer is an existing industrial manufacturer and engineering company specializing in vibration analysis, dynamic balancing, and the production of industrial equipment, including blowers.

The strategic goal is to enter the **Uzbekistan market** and subsequently scale to **international markets** through a partnership model and direct contracts with industrial customers.

The project solves key industry challenges:

- reducing downtime and equipment failures
- fixing vibrational and dynamic defects
- improving operational efficiency and equipment life

The solution is implemented through:

- professional diagnostics (vibration analysis)
- troubleshooting the causes of malfunctions (dynamic balancing)
- the supply and production of industrial equipment

The work model: direct interaction with businesses, participation in negotiations, and contract implementation.

Current status:

- Existing production in **India (Chennai)**
- International practice and customer service in various industries

Confirmed customer portfolio:

Hyundai, Saint-Gobain, Caterpillar, nuclear power facilities, etc.

- Working with key industrial sectors: energy, metallurgy, chemicals
- Certified Quality Management System **(ISO 9001:2015)**

Production and service opportunities:

Range: from high-precision components **(from 50 grams)** to heavy industrial equipment **(up to 30 tons)**

Production: centrifugal blower manufacturing and impeller reconditioning.

Team / Expertise

- An engineering team with practical expertise in equipment diagnostics and balancing
- Technical Guide (Chief Technical Executive)
- Proven experience with industrial facilities and international companies

Offer needs:

- a local partner for market entry
- access to industrial customers
- support for contract activities

The expected effect

For partner:

- access to the industrial segment with a high entry threshold
- engaging in long-term and capital-intensive contracts
- an opportunity to scale business in the local market

For customers:

- reduced downtime and technical risks
- improving the efficiency of equipment
- increasing the lifespan

Advantages of collaboration

- entry into the industrial segment with a high barrier to entry without the need to create your own engineering base
- access to technologies and expertise already applied on large international projects
- the ability to quickly secure contracts thanks to a ready-made product and proven case studies
- participation in long-term projects with industrial and energy enterprises
- business scaling through stable demand from the industrial sector