

TechSearch and the Steel industry

TechSearch Consultants & Engineers Pvt Ltd. (TechSearch) is an ISO 9001:2015 certified Consultancy company. It specializes in the marketing, on behalf of its international Principals, state-of-the-art technologies, products and services to steel producers in the Indian sub-continent. TechSearch functions as the “Daughter Company” of its principals and ensures efficient and speedy interaction with customers in the region.

TechSearch’s Principals in the steel industry

- **AMI Automation**, Mexico [Automation & Controls]
- **Badische Stahl Engineering GmbH**, Germany [EAF based plants]
- **HDW Diesing GmbH**, Germany [Roll Rings & Hubs]
- **Friedrich Kocks GmbH & Co KG**, Germany [Rolling & Tube Mills]
- **Purmetall GmbH & Co. KG**, Germany [Niche Refractory products]

TechSearch’s Customers

TechSearch has helped its principals to get more than 50 orders from 24 steel producers. The list of clients shown below reflects the outstanding technologies and expertise of its principals:

No	Client	No	Client	No	Client
1	Abul Khair Steel, **	9	Rail Wheel Plant	17	Saarloha**
2	Adhunik Metaliks **	10	JSW, Dolvi**	18	SAIL (DSP)
3	AMNS India**	11	JSW, Vijayanagar**	19	Sanyo Special Steel**
4	BMM Ispat/JSW	12	JSW ISPL (ex Monnet)	20	Tata Steel, Meramandali
5	BSRM, **	13	JSL , Jajpur	21	TSLPL(ex Usha Martin)
6	GPH Ispat,	14	JSPL, Raigarh**	22	Unitex Steel
7	Hospet Steel	15	JSPL, Angul	23	Visa Steel
8	ISM T**	16	Meghna Steel	24	Vardhman Sp Steels **
					Bangladeshi customers
					** multiple contracts

Special Services from TechSearch

- ❑ **Assessment** of business potential
- ❑ **Identification** of real business opportunities & **Development** of a Sales Strategy
- ❑ **Participation** in offer preparation, contract discussions and negotiations
- ❑ Post-contract **interaction** with clients

Why TechSearch ?

- ❑ **Knowledge** of the market and contacts with key personnel
- ❑ **Understanding** of principal’s technologies/products/expertise
- ❑ **Ability** to match principal’s technologies/products/expertise with the needs of the market
- ❑ **Skills** in selling and negotiations

Finally

In Projects and Technology selling, the quality of local support can be the difference between success and failure. TechSearch provides its principals informed, educated, and high-integrity presence in the region and acts as a reliable sales partner through the entire sales process.