

## 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

- **AMI Automation**, Mexico [ Automation & Controls ]
  - **Badische Stahl Engineering GmbH**, Germany [ EAF based plants]
  - **Eurobend GmbH**, Germany [ Rebar processing, Welding Lines & Wire industry]
  - **Friedrich Kocks GmbH & Co KG**, Germany [ Rolling & Tube Mills]
  - **Oschatz Energy & Environment**, GmbH, Germany [ Energy Recovery Systems ]
  - **Purmetall GmbH & Co. KG**, Germany [ Niche Refractory products]
  - **Riedhammer GmbH**, [ Kilns for the Lithium Battery Industry]
- (\* for specific clients)

### TechSearch’s Customers

TechSearch has helped its principals to get more than 50 orders from 22 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, Bangladesh**	9	JSW, Salem	17	SAIL (DSP)
2	Adhunik Metaliks **	10	JSW, Vijayanager**	18	Sanyo Special Steel**
3	AMNS India	11	JSW BPSL	19	Tata Steel, Meramanda
4	Arjas Steel	12	JSW ISPL	20	Tata Steel LPL
5	BSRM, Bangladesh **	13	JSL , Jajpur	21	Visa Steel
6	Hospet Steel	14	JSPL, Raigarh**	22	Vardhman Sp Steels **
7	ISMT **	15	JSPL, Angul		
8	JSW, Dolvi**	16	Saarloha**		** 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.