

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 operates like the “Sales Subsidiary” of its principals and ensures efficient and speedy interaction with customers in the region.

TechSearch’s Principals in the steel industry

- **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]
- **Uvån Hagfors Teknologi AB**, Sweden [GRANSHOT & Converters (AOD & CLU)]

TechSearch’s Customers

TechSearch has helped its principals to get more than 60 orders from 26 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	10	JSW, Dolvi**	19	Saarloha**
2	Adhunik Metaliks **	11	JSW Bhushan	20	SAIL (DSP)
3	AMNS India**	12	JSW, Salem	21	Sanyo Special Steel**
4	BMM Ispat/JSW	13	JSW, Vijayanagar**	22	Star Wire
5	BSRM **	14	JSW ISPL (ex Monnet)	23	Tata Steel, Jamshedpur
6	GPH Ispat	15	JSL , Jaipur	24	Unitex Steel
7	Hospet Steel	16	JSPL, Raigarh**	25	Visa Steel
8	ISMT**	17	JSPL, Angul	26	Vardhman Sp Steels **
9	Rail Wheel Plant	18	Meghna Steel		
					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

TechSearch takes great pride in its style of functioning that allows its principals to operate exactly as in first-world markets. Selection of prospective customers ensures that business decisions are characterised by ethics, transparency and successful recognition of merit.