

Corporate ppt

*Creating Value  
Through Innovation*



**POLYCHEM PVT. LTD.**

*Creating Value Through Innovation*

**Global Technical Solution Provider & Exporter of Specialty Chemicals**

[www.polychem.co.in](http://www.polychem.co.in)

# About Victory Polychem Pvt Ltd



- Victory Polychem is an ISO 9001-2015 certified manufacturer and exporter of Specialty Chemicals, Rust Preventive and cleaning solutions and lubricants.
- Victory Polychem was established in 1994 by late Dr. A.V.Kaulgud, an eminent scientist in the field of lubrication.
- We specialize in creating innovative tailor made solutions including import substitutes in an environmentally friendly and cost effective way.
- We are an active and certified member of Society of Tribologists and Lubrication Engineers, Chicago, USA and we are constantly creating solutions that meet global standards.



# Our Core Values

- **Value to Customers....**
  - Through Cost saving, outstanding after sales service, building tailor made solutions/products for customers unique challenges.
- **Constant Innovation and Learning...**
  - We invent new technologies and we are technology leaders in our industry. We constantly learn, upgrade our self, our systems, knowledge and attitude to maintain competitive edge.
- **Adopt to Change....**
  - We understand that “change is constant” and we are open, flexible and we embrace changes happening in our environment willingly and we quickly refocus on our goals and execute.
- **Organization before Self...**
  - All our thoughts and actions are committed towards the good of our organization. We are committed to our organization’s growth and prosperity before self interests
- **Merit based Opportunities...**
  - We help individuals thrive and grow based on merit and we constantly create growth opportunities for our employee based on their core competencies

# Our Core Purpose

“We at Victory Polychem are committed to solve our customer’s challenges through innovation and quality in such a way that it will enable them to do their business efficiently, resulting in saving global fuel and energy while conserving the environment”

# Our Main Product Families

Our niche is our products which work in an environmentally friendly way and many of these products are

## *IMPORT SUBSTITUTES*

- Industrial Cleaning Solutions
- MWFs /Coolants
- Rust Preventive Solutions
- Stamping / Forming Solutions
- Engine & Pump Testing Solutions
- Specialty Lubricants for Marine, Railways, Mining, Power Generation Applications
- Tailor-made/ customized products

# Our Leadership Team

## Mr. Ameeth Kkaulgud - Director, Technology

- **Education :**
  - MS in Material Science, University of Massachusetts, USA
  - Six Sigma Green Belt, USA
  - STLE [Society of Tribology and Lubrications Engineers] Certification, USA
- **Work Experience:**
  - Research Engineer, Parker Chomerics, USA
  - Materials Manager, Freudenberg NOK, USA
- **Technical Consultant to:**
  - Gillette, USA
  - Johnson and Johnson, USA
  - Samsung, S. Korea
- **Areas of Focus in current position as a**
  - **Director, Technology**
    - Product/Solution Innovation
    - Strategic Planning





# Our Leadership Team

## Mrs. Kranti Kkaulgud – Director, Finance and Operations

- **Education :**
  - MBA, University of Massachusetts, USA
  - MS, Computer Information Systems, UNH, USA
  - Six Sigma Green Belt
- **Work Experience:**
  - Project Manager – Sycamore Networks, Massachusetts, USA
  - Operations Manager and Program Manager,  
– EMC Corporation, Massachusetts, USA
  - Information Technology Director, Symbiosis, Pune
- **Areas of Focus in current position as a Executive Director**
  - Strategic Planning, Finance management, IT support and planning



# VICTORY POLYCHEM PVT LTD - GROWTH



# Growth in Infrastructure – Victory Polychem Pvt Ltd



Victory Polychem has moved to a bigger space of 27000 sq.ft. area from 1<sup>st</sup> October 2015 which has increased our manufacturing capacity manifold



# Growth in Infrastructure – Victory Polychem Pvt Ltd

Installed large blenders which helped to increase production volume and reduce the manual effort making product quality consistent across batches



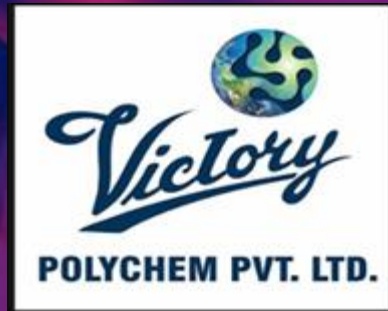


# Methods and Techniques adopted

## Control of Inspection, Measuring and Test Equipment:

Inspection, measuring and testing equipment's used for monitoring and measuring, are subject to regular inspection, calibration and preventive maintenance. This ensures that the accuracy and reliability remain within the allowable limits. Calibration is carried out based on National & International Standards.





**WINNER**

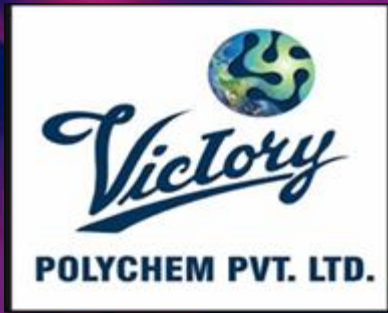
Cummins India  
ABO Supplier Awards  
Year 2015



**WINNER**

Hari Malini Joshi Award for  
New Product Design and  
Innovation Year 2015





Received Best Supplier Award 2016 at the hands of Anant Talaulicar CMD Cummins and Mr Tim Millwood, V.P Procurement Cummins USA.

# WE BAGS MCCIA'S AWARD FOR INNOVATIVE PRODUCT

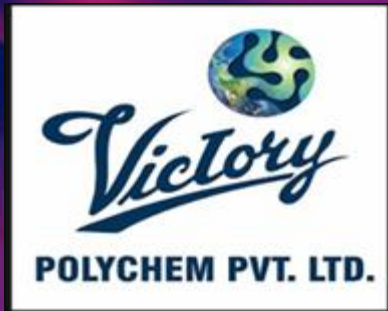
## MCCIA Innovation and Entrepreneurship Awards 2016

is one of the most prestigious awards in India by MCCIA. **Victory Polychem**, bagged MCCIA's Hari Malini Joshi award for New Product Design and Innovation for it's **most unique, innovative and IMPORT SUBSTITUTE product range** in the field of rust prevention.

Name of the Award winning product- "BIORADICOOL NFP"







Received the prestigious SKOCH Award 2019 at New Delhi and is now among the Top 200 MSME's in India...

# Our Niche

- **We are a “Innovation driven” company**
- We are creating and commercializing **IMPORT SUBSTITUTES** which are helping our country **reduce the import burden.**
- We are living the vision **“MAKE IN INDIA”** by utilising our county’s biggest asset – agricultural produce namely vegetable oil.
- We are successfully **“exporting” the import substitutes** that we are making, **to Singapore and Dubai** and contributing to the country’s exports.
- In our overall process, we are reducing our country’s dependency on crude oil which helps us with competitive pricing.

# Technical Solution Partnership

We are proud to be a Technology Solutions Partner to Cummins in the following ways: -

- We are having fully equipped in-house laboratory
- We follow IS (Indian), ASTM (American) and DIN (German) standards
- If there are any issues with any chemicals we take samples from Cummins, get them analyzed in our laboratory, generate data, compare with standards and find the **ROOT CAUSE** of the problem. This helps to resolve issues which can arise from many unknown reasons.
- We provide support in extending the life of oils and lubricants by various chemical or mechanical means.
- We provide support in **COST SAVING** projects not just by reducing products costs but also by saving indirect cost like electricity or by suggesting process revamp which saves in getting rid of the redundant steps hence improving efficiency of the process which essentially adds to the productivity.
- We constantly help in giving water based solutions as against oil/ solvent based solutions, for **COST SAVINGS** and also these are direct contributors to environmental health and are also provide increase safety..
- We provide consumption data on all the products used at Cummins so that we can monitor and study the consumption patterns and save on overall chemical, oils and lubricant usage. Also, this has helped in preventive maintenance of machines as the consumption patterns give insights into functioning of the machines.



# WHY US??

- We are technical **solution provider**
- We go to the grass root level to understand the product application and process variables and then suggest a solution
- We take trials till the customer is satisfied and then freeze the product. We have a very competent after sales service team which ensures that customer expectations are constantly met.
- We excel in **“IMPORT SUBSTITUTES”** which helps us be very price competitive and also enables our customers to order **“JUST IN TIME”**
- Extremely competitive in **PRICING** with highest **QUALITY** and quickest TURN AROUND time.
- Our Products are **BIODEGRADABLE** and environmentally friendly
- We have expertise in replacing OIL based products by WATER based products which bring down the TCO significantly.

# New Products/Development done for Cummins in 2018-19

We constantly strive to do what is best for Cummins and as a results we have been able to give the following solutions in last year alone.

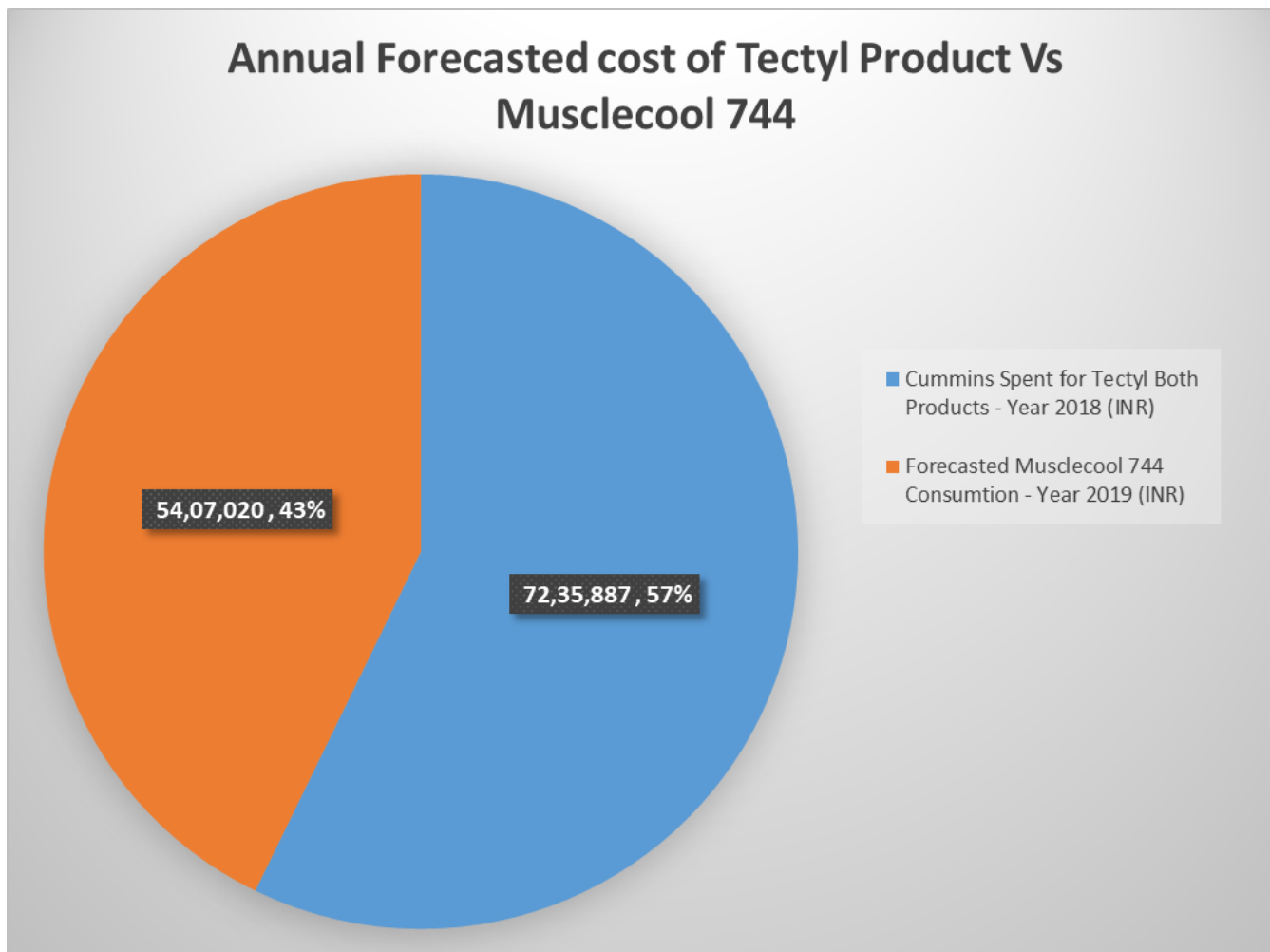
1. POLYCLEAN DPF For cleaning of used DPF's **New development (Patented Product)**
2. "Synradicool 50:50 WB" Engine Testing coolant replacement to Fleet Guard 50:50 Complete EG. **Cost Saving**
3. POLYRUST DW 1203/LV (Rust Preventive Oil). At Heat Treatment. **New development /cost saving**
4. MUSCLECLEAN HD10 (Water based cleaning solution). BEFORE solvent based solution was used. **Cost saving**
5. "PolyFoam LTS" at KEP **New development/Cost Saving**
6. "Musclecool 744" at KEP, Pithampur, Dewas **New Development/ Cost Saving**
7. "PolyPET GEL" at Phaltan **New development**

# New Products/Development done for Cummins in 2018-19

8. "AEROSHELL FLUID 41" at CTCI **New development**
9. "PolyCHECK 76" Fungicide at CTCI **New development**
10. "PolyPERS 117" Biocide at CTCI **New development**
11. "Poly CR10" at Recon Phaltan and Pithampur carbon removing spray  
**New development**
12. "PolyCarboDescale" Descalant at Recon Pithampur **New development**
13. "Filtration project at CTCI for used Fleetguard Coolant **Cost Saving**
14. "Filtration project successful received order for Recycling of use Machining Coolant and Washing chemical at KEP. **New development/Cost Saving**



# Saving for Year 2019 on Musclecool 744 at KEP



25% Annual Savings  
For Musclecool 744:  
Year 2019

Savings for Musclecool 744 Against Tectyl products is **18,28,867 INR**

# Value Added Services to Cummins

- Doing testing for oil monitoring and CMS and deducing practical solutions from data
- Stocking products and making sure we do not fall short
- Delivering material in case emergency and always making sure production is not hampered.
- Solving problems within 12 hours and making sure it does not repeat.
- Sharing many new ideas for cost savings on reducing oil consumption. Centralized coolant tuggger with half the concentration premixed and distribution to machines. , instead of adding coolant on individual machines.

# CMS at other Locations

- Cummins
- Trans Auto International
- ZF Steering
- NHB Ball and Roller Plant 1 and 2
- Al Faris, Dubai

Providing service to customer for product maintenance.

Each customer has their own scope of work.

# Environmental Responsibility

- 80 % of our total manufacturing is Vegetable oil based Lubricants and 20 % are mineral oil based products.
- These 80% products are **BIODEGRADABLE** hence no threat to environment. These environmentally friendly products contribute to saving global energy.
- By way of using **Vegetable oils** like Sunflower oil, Castor oil, Rape seed oil and Coconut oil we are not only helping environment but our farmers. India being a agricultural country we are contributing to its economy by utilizing what grows in India thus helping our country reducing dependence on oil imports.
- We have installed **SOLAR panels** in our godowns where all appliances run on solar power and Reactions are done with **BIOMASS as fuel**



# CSR - Dental & Medical Camp for special children – 15th November 2017

Victory Polychem recently conducted a medical and dental camp for 50 special children at Sai Seva Santhan's Residential school for Special Children located at Shivane. The doctors from Alliance Hospital and Dentists from the Indian Dental Association contributed their time, skill and knowledge to make this camp a success.





# SAFETY...is a must and so is never taken for granted

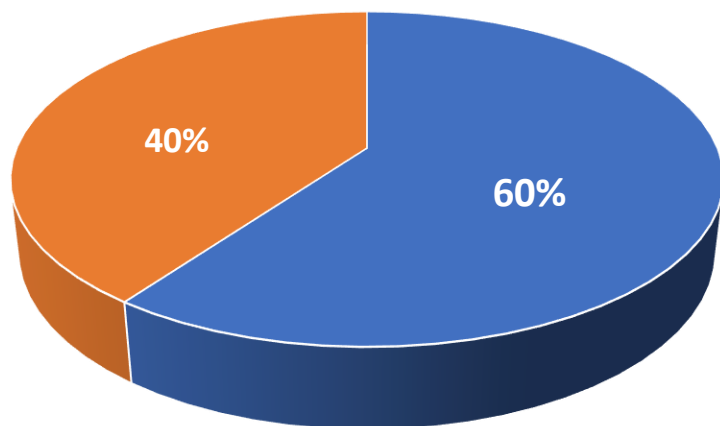
## We conduct fire safety training once every quarter....





# DIVERSITY

Diversity of Staff at VPPL



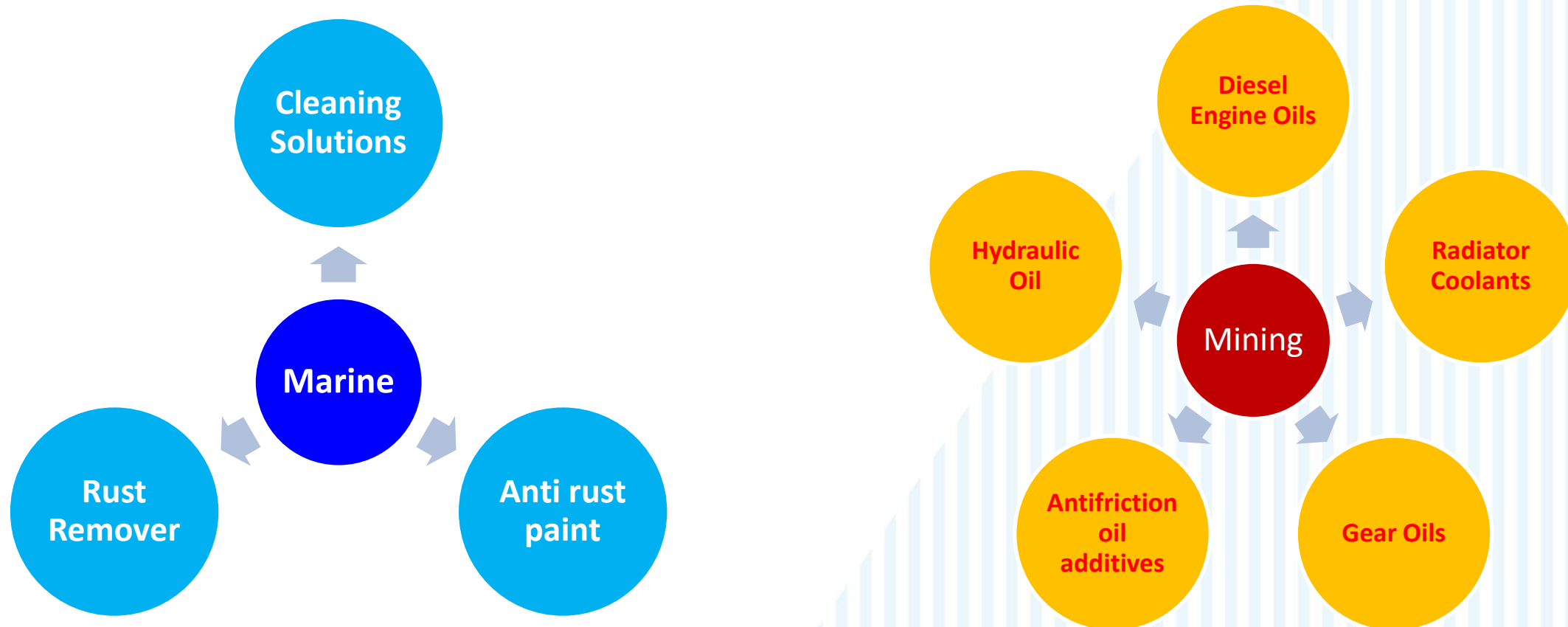
■ Male Staff ■ Female Staff

- In our organization 40% of the staff are women.
- Special consideration for women exist to achieve work life balance such as remote working partially if the profile permits etc.
- Women empowerment has been a key to growing leaders and managers from within Victory Polychem who have contributed to our success and growth.

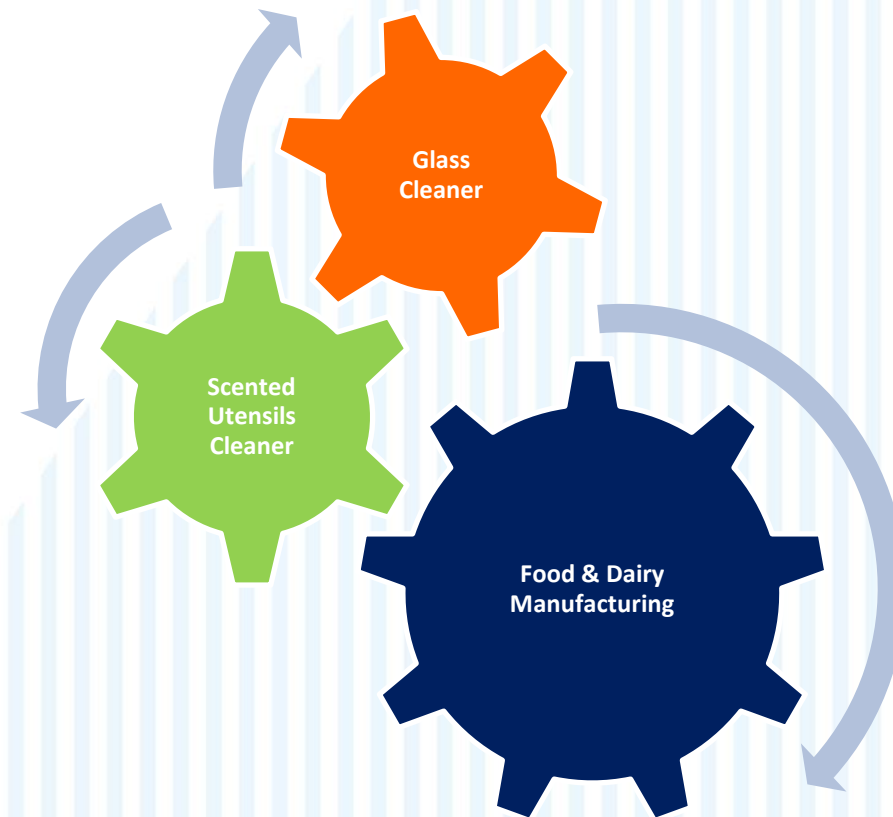
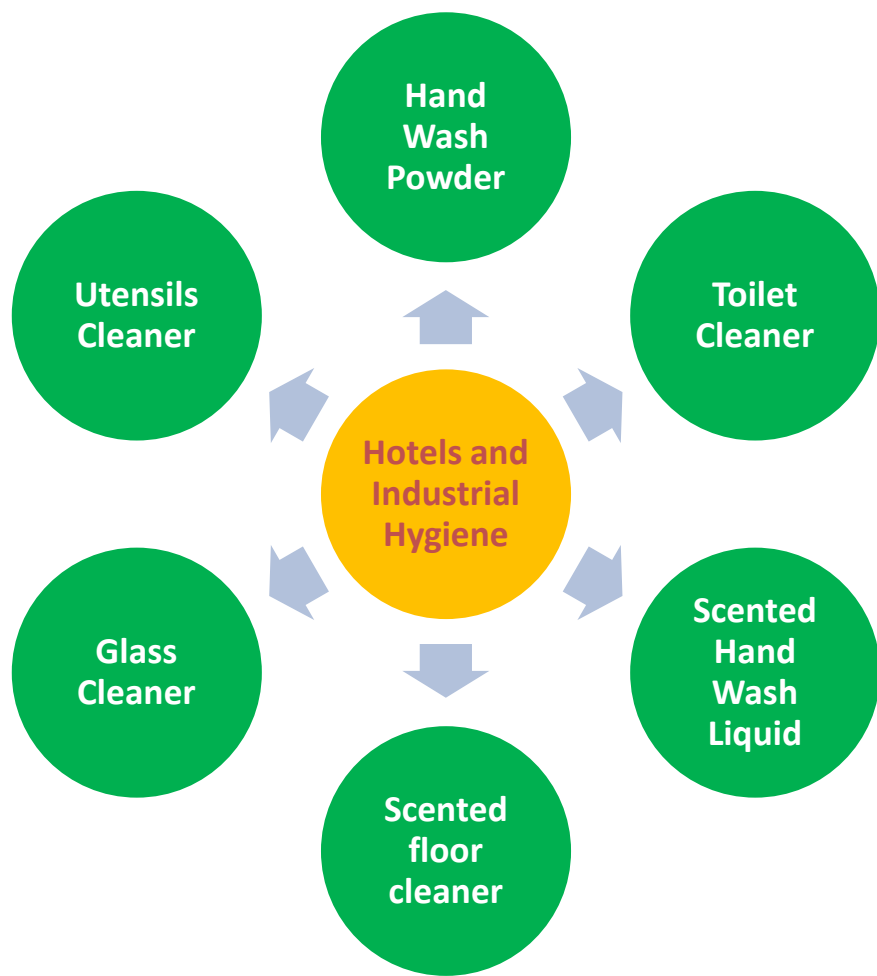
# SEGMENTS - Automotive Manufacturing & Hardware



# SEGMENTS - Marine & Mining Solutions



# SEGMENTS - Hotels & Hygiene And Food & Dairy Solutions



# SEGMENTS - Railways



# SEGMENTS -ReCon Parts





# Few of our Esteemed Customers...



TATA CUMMINS PVT. LIMITED



# Few of our Esteemed Customers...



Thank you –  
We appreciate your time



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