



APOGEE

Sourcing Solutions and Consultancy

An Introduction to our
Business and Company



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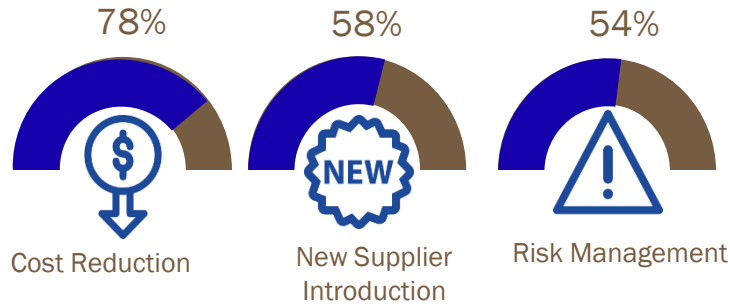
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Most B2B Purchase managers think, they should collaborate with suppliers externally whereas internal official commitments doesn't let this happen.

According to a [study released](#), the top Procurement Objectives are:



All of these objectives require, Purchase Managers to work with Suppliers externally, Whereas according to another [study released](#), Employees spend their working time in internal meetings:



It's understood that B2B Purchase Managers feel content when they contribute for the organization's Purchasing objectives. We, APOGEE comes to fill the gap and becomes Purchase Manager's asset and extended arm (in a low cost country) for achieving Procurement Objectives.

Solution to this problem of B2B Purchase Managers is in 2 simple steps:

- 1 Customer sends Drawing/ 3D data to APOGEE
↓
APOGEE will do the should costing/ Proposal within 24 hours
↓
- 2 Check the APOGEE's proposal and give go-ahead

A short but sweet presentation will help you in understanding:



How APOGEE's association can help you/ your team achieve company's Procurement Objectives?



Why APOGEE is the capable and best partner for your Best Country Sourcing Initiatives?



Why India is a place of opportunity in this changing global-trade situation?

About Us

We help overseas clients, who want to source mechanical components,
by getting components developed and manufactured in India at best Quality, Cost and Delivery, always.

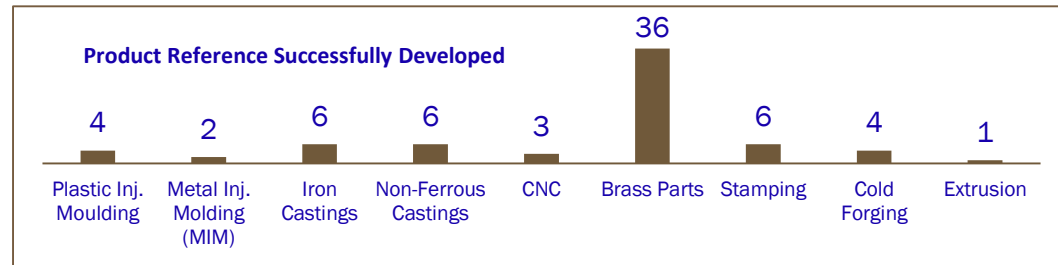
APOGEE, started in
April 2016
with a (bootstrapped) capital of
\$45,000
as a Proprietorship firm.

Successfully developed
58
Product references, from
11
Commodities, in 2.5 years.

100%
Sale/ Revenue in Foreign currency
and is from Europe region, with
85%
Revenue from Goods export.

- ✓ Fast Service/ Response
- ✓ Non-Disclosure Agreement
- ✓ Customers can visit factory

REX Number:	INREX0516911864EC028
India, Goods and Service Tax Number:	07EYMPS3496G1ZO
India, Import & Export Code:	0516911864



Commodity Segment	Supply Segment	Customer Segment	Ideal business size/ customer/ Year	Incoterm capability	Order Size
Metal and Plastic Parts	Make-to-Order parts, as per customer's design	Manufacturing companies in Europe and USA	Approximately \$100k/ year Revenue	EXW to DDU (DAP)	Prototype to Mass Production

I have the chance to currently work with Rajneesh on a RFQ for Daimler. I can say that Rajneesh is a proactive and reactive individual. He's able to find suppliers that would respect your targets in terms of costs, quality and planning... continued...

Karim Ben Larbi
Acheteur – Hutchinson, France

[Source](#)

I always found Rajneesh to be detailed-oriented and very responsive to the customer. He is thorough, concise, extremely helpful and very personable. He is an asset to the company and someone with whom I was very fortunate to work... continued...

Scott Holzworth
Sales Engineer, USA

Rajneesh is a self motivated professional who always sets ambitious targets and gives more than 100% to achieve the same. He is a person of high integrity and dignity... continued...

Krishan Kalra
Marketing, Sundaram Fasteners, India



Services



India Sourcing

Getting mechanical parts and sub-assemblies, developed & manufactured in India and deliver in client's country, at best cost.



Quality Audits

Factory Audit for supplier selection or goods inspection before dispatch or in-process audits during manufacturing, Warranty Analysis etc.



Procurement Outsourcing

Find, Manage, Negotiate the best manufacturers for your commodity in India. We act as client's own office in India and develop the full international Supply Chain. [Watch a short video](#) (41 seconds)



Design and Drafting

We translate and interpret customer's RFQ/ drawings into English so that Indian factories can understand and client can take advantage of India's low cost supplier base.



Supplier Development

Already have manufacturer in India? Now, need someone to Manage your project, ensure the process is followed in factory and quality is ensured – we are your own partner!



Research & Consulting

Having commodity specific database of manufacturers in India, we can help client understand:

- Who are the best manufacturers for Commodity?
- What should be the best cost for our product (commodity), from India?

We have a clear vision, we own it and relentlessly drive it to completion.

Management



Rajneesh Kumar
FOUNDER AND BUSINESS HEAD



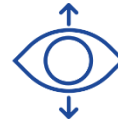
[/rajneesh-kumar-apogee](#)

❑ Graduate in Mechanical Engineering and Diploma in Management.

❑ APOGEE Sourcing Solutions and Consultancy was envisioned in 2016 to help international clients in India sourcing.

❑ Prior to APOGEE, I have 14 years of experience into International business development, Supply Chain, Manufacturing and Logistics by working with Globally reputed manufacturing companies.

VISION



To create an organization for providing best in-class sourcing solutions and consultancy for India sourcing strategy

MISSION



- ❑ Providing pragmatic solution for client's strategic goals
- ❑ Continuous knowledge up gradation to add value at each step
- ❑ Complete Transparency

VALUES













- ❑ Respect for the Individual
- ❑ Service to the customer
- ❑ Excellence in the pursuit of our goals



Providing Quality Products, at best cost and 100% delivery on-time, is our definition of Success.

SUCCESS Stories

Plastic Injection Moulding	Sheet Metal Stamping	CNC Turned Parts	Ferrous Castings	Metal Injection Moulding	Fasteners & Cold Forged	Brass Assemblies
	 	 			 	
For Auto Component and Industrial Goods Industry	For Auto Component Industry	For Auto Component Industry Hydraulic Fittings for auto component industry in SS and Steel	For Auto Component Industry	For Home Security	For General Engineering Industry	For Home Security Complying Equivalent to EN:1303 Grade 5
<ul style="list-style-type: none"> - Reverse Engineered from physical sample - Combined 2 parts in one mould 	<ul style="list-style-type: none"> - Low Cost, High Volume. Delivery: CIF, Paris - Capable to give: 600Hr Red Rust 	<ul style="list-style-type: none"> - Customer's requirement: European Special Steel - Reverse Engineered & Proposed Local RM - CNC Turned + Heat Treated+ Grinded 	<ul style="list-style-type: none"> - Casting on High Pressure Line - Machined on VMC + HMC - Powder Coated: 80μ with Special Masking 	<ul style="list-style-type: none"> - Yield Strength: 400-500MPa - Soft Annealed + Galvanized 	<ul style="list-style-type: none"> - Special cold forged parts in varied quantities 	KD: Keyed Differ KA: Keyed Alike MKS: Master Keying System

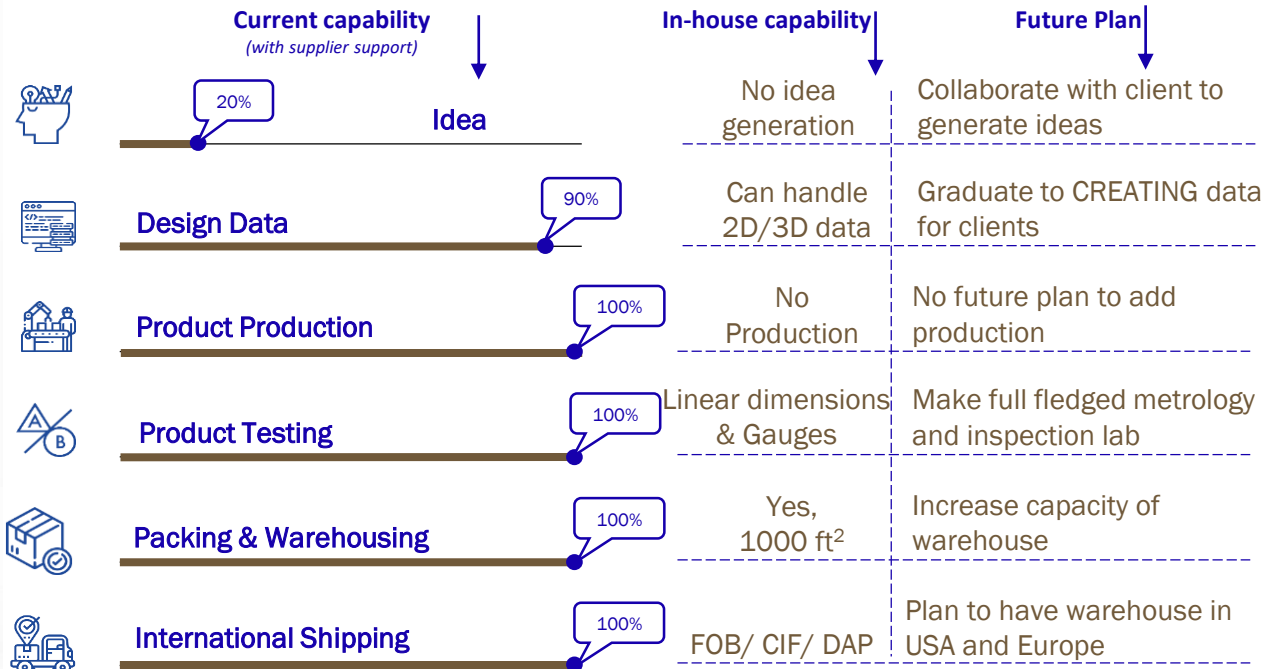
[Watch a short video](#) (30 seconds)

CONCEPT to REALITY

In India with APOGEE

Different Purchasers have different requirements from Suppliers.

India has capability to handle all your requirements and with APOGEE, it becomes super easy.

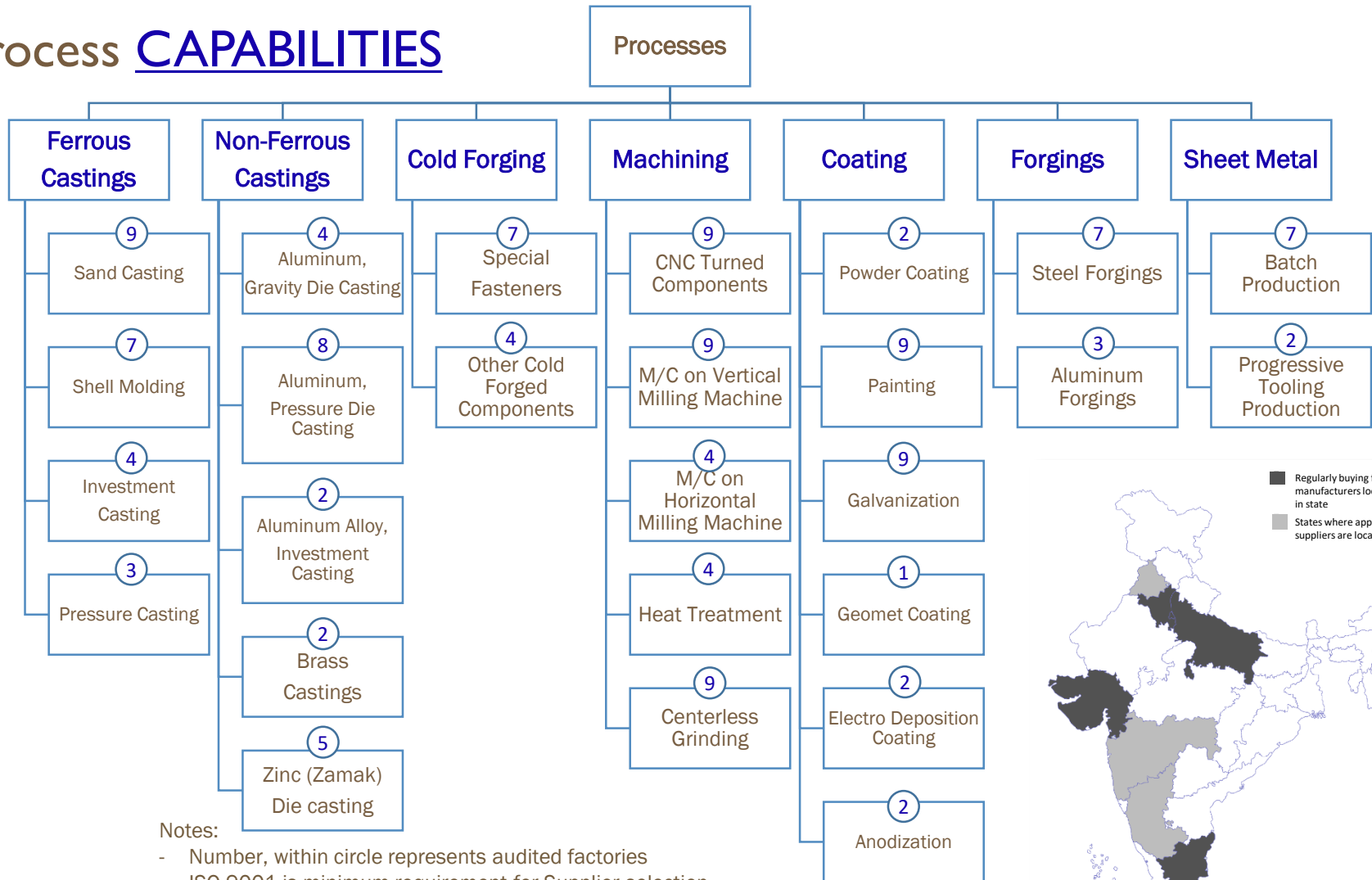


Additional Future Plan:

- Legal Structure change from Proprietorship to Pvt. Ltd
- ISO 9001 certification
- Team size 3x in 2 years

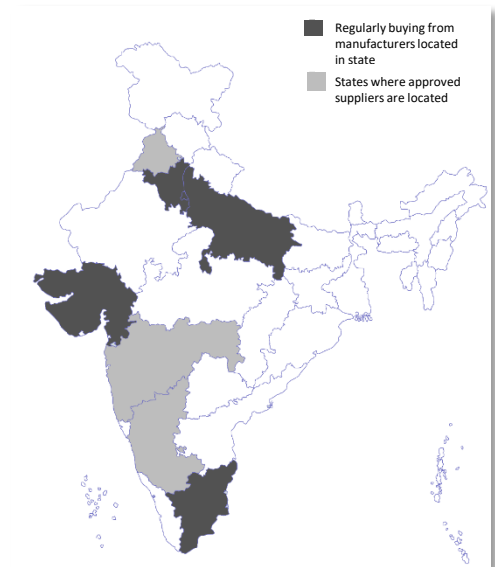
We have capable suppliers who understand and can deliver according to global requirements.

Process CAPABILITIES



Notes:

- Number, within circle represents audited factories
- ISO 9001 is minimum requirement for Supplier selection
- Unspecified Tolerances in Design as per ISO 2768-mk or applicable standard
- Sampling Procedure as per ISO 2859-1-1998, Level -II, Quality Level- 0.65
- Detailed PPAP are done as per standard practice.



We are one stop shop, offering tailor-made solutions according to your organization's procurement strategy.

Business MODEL

Case A: If customer asks APOGEE to manage supplier and export to his warehouse.

Note: Customer is welcomes to visit the factory.



Case A: about Payment process

- For **Tooling**: 50% Advance, balance before mass production
- For **Development Cost**: Advance
- Mode of Payment**: Bank, Letter of Credit.

Case B: If customer want to buy directly from factory

APOGEE charges resource based fixed upfront fee depending on scope of work.

Case C: If customer want to do benchmarking or study only

- APOGEE charges fixed fee based on the scope of work (if firm quote from factories is required)
- Should costing or Estimation by APOGEE is free of charge.

Case STUDY - I

Situation

A European medium sized manufacturing company, uses fittings as BOP (Brought out Part) in their products.

Client had following pain areas:

1. Delivery insecurity from existing local supplier because of capacity issue.
2. Cost reduction pressure from market side.

Task

APOGEE undertook the task with challenge of cost reduction and supplying CIF incoterms

Approach



Description	Step 1	Step 2	Step 3
Action by APOGEE	Approached OEMs in India (from fitting business)	Approached fitting manufacturers, who are selling in aftermarket	Tear down the manufacturing process of fitting into: a. Product 2D drawing was created by APOGEE b. Raw Material Specification and Process Flow defined c. O-ring specifications defined and supplier finalized d. Testing requirement : external lab contracted
Result	Declined to supply because of exclusivity agreement with OEMs	Too High Pricing	1. APOGEE chose an SME for machining of fitting, assembly of O-ring and Packing. 2. APOGEE finalised source of O-ring and Product Testing
Inference	Failed	Failed	Success

Case STUDY - 2

Situation

A US+ European OEM, uses Plastic Strainer as BOP (Brought out Part) in their products. They have drawing but no more knowledge about Plastic Injection process

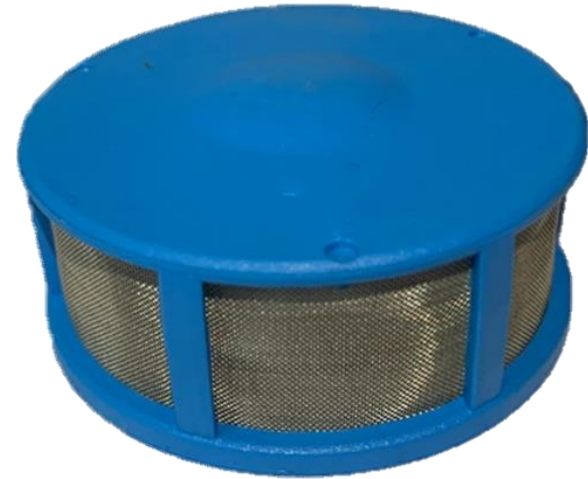
Client has following pain areas:

1. Wanted to have second source for Strainers
2. Cost reduction pressure from market side.

Task

APOGEE undertook the task with challenge of cost reduction and supplying DAP incoterms

Approach



Description	Step 1	Step 2	Step 3
Action by APOGEE	Tried all parameters as per drawing.	Approached global Plastic Raw Material Manufacturers, DuPont & BASF for solution. Advised APOGEE to control 'humidity' in material.	Finalised Raw Material (as per Step 2) and Manufacturing Process as per Raw Material Supplier alongwith Humidity control mechanism.
Result	Strainers failed in Pressure Testing	Submitted various samples with different material combinations (Glass Filled/ unfilled)	Gradually increased the lot quantity from sample to a few pieces to full lot quantity
Inference	Failed	Partial success	Success

Why APOGEE

What sets us apart from our competitors?
Without APOGEE, customer miss these Very Important benefits.



Big database of SME manufacturers

We work with Small & Medium Enterprise (SME) manufacturers who are difficult to find on internet. They have sound knowledge of manufacturing systems and processes.



Ensure Quality

We guide manufacturer and ensure 'In-process Quality' and 'Final Output Quality'. This is very important to save client's money, time and energy. We follow the process of PPAP (Product Part Approval process) which ensures and documents all the aspects.



Engineering & Interpretation

We are capable of handling client's requirement in any language (Non-English). We can also have capability to switch engineering drawings between 3D & 2D and vice versa.



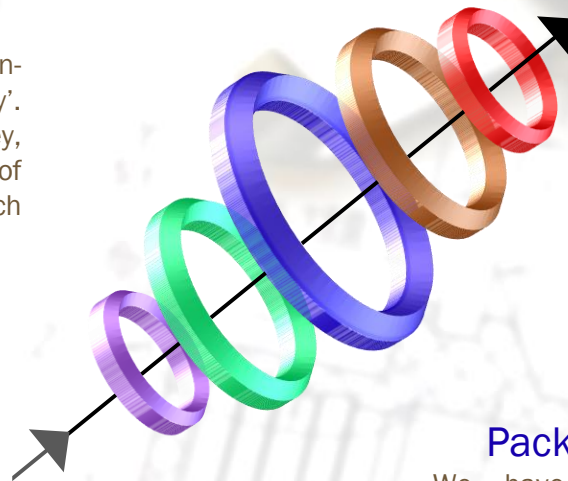
Understand Indian Business Culture

We understand the Indian business culture, Input Costs, Manufacturing best practice, Yield and Productivity – we can negotiate to find best preposition.



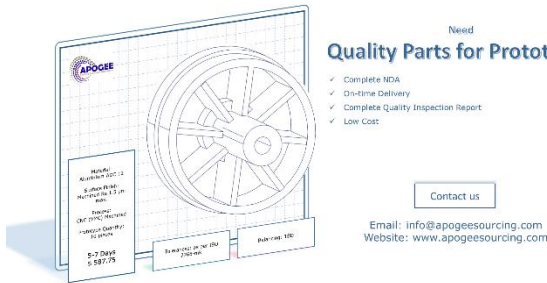
Packaging and Logistics

We have hands on experience about International Shipping Operation, hence we suggest best packaging method so that goods reach safely to clients. Manufacturers seldom focus on packaging but for us packaging is a part of quality.



We reach out to our customers through Social Networking portals. Some of our recent posts on linkedin are as follows:

APOGEE is SOCIAL



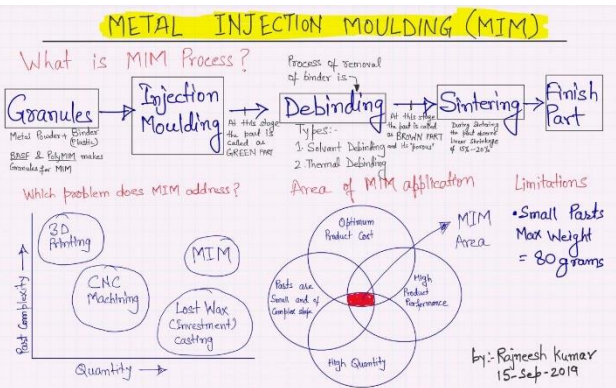
1,111 Views



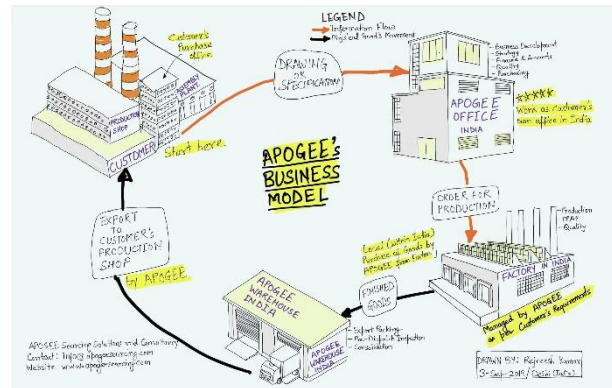
240 Impressions



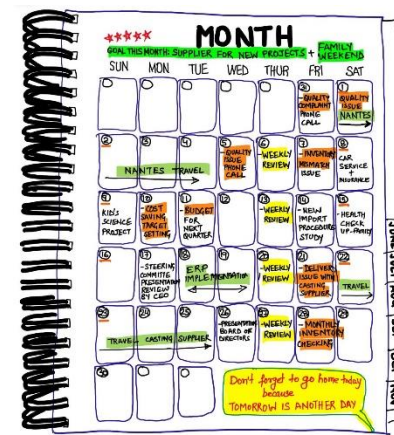
1,827 Views



1,354 Views



1,099 Views



A Purchase Manager OR A Fire Fighter or ???
[Strategically Important Roles]

1,055 Views

RAJNEESH KUMAR 25.09.2019



END OF THE PRESENTATION

APOGEE Sourcing Solutions and Consultancy welcomes you to explore the India Sourcing Potential and give a new direction to your organization's Procurement Strategy. We believe India is still untapped supplier market for the world and with a little bit of support, the factories can deliver world's requirement. We have the knowledge of customer's expectation and so we have taken this task to make India Sourcing success for you.

Please visit us at www.apogeessourcing.com for more information

Follow us on LinkedIn

<https://www.linkedin.com/company/3580765>

Follow us on Twitter

<https://twitter.com/apogeessourcing>

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