



Mr. Vikas Khanvelkar - Managing Director

DESIGN TECH SYSTEMS LTD

We believe in building and nurturing our eco-system.

W HAT ARE DESIGN TECH SYSTEMS LTD CORE VALUES?

At DesignTech we live by these values and motto. Firstly, conformance to the commitment given to our customers is paramount. We understand the customer requirements holistically and then offer them a customized solution of technologies and services that can help them achieve their product design and development objectives, while also earning them highest possible returns on investment. Secondly, we consider our employees, vendors and suppliers partners in success and thereby ensure that they grow along with the organization. We believe in building and nurturing our eco-system. Being equal contributors in our success, we want to ensure that they too expand and grow with us. Last but not the least, we at DesignTech have always strived to popularise the use of latest product design and development technologies in the industries in India, with which they can build robust products in lesser time and costs, augment overall product development efficiency and productivity, and stay resilient and competitive. We have upheld these mottos and commitments towards our customers and industries, employees and partners, and our overall eco-system, since our inception in 1998 and we shall continue to live by these values in the future too.



HOW DOES DESIGN TECH SYSTEMS LTD DIFFERENTIATE ITSELF FROM THE COMPETITION?

DesignTech is amongst the pioneer companies to propagate and popularise the use of modern technologies in product design and development in the industry in India. Back in the 90s, when 3D CAD or modelling software were considered a luxury by the SMEs in India, we worked tirelessly to help the SMEs see value, understand ROI, and aided them to adopt and migrate to 3D CAD platforms that would only help them in bettering their product design process and quality. Even today, we are promoting contemporary new age technologies such as Augmented Reality, Internet-of-Things, advanced 3D Printing in the

mechanical engineering, manufacturing, and product development industry. We have always stayed ahead of time, and helped the industry adopt these technologies to match the global standards of engineering and manufacturing excellence. With 24 years of working closely with the cross vertical industries in India, we understand the very pulse of the industry, which is why we are able to comprehend their challenges, and offer them a solution that can best help them enhance their product development and manufacturing productivity. We help them right from technology understanding, training, to implementation and support thereafter, thus covering the entire spectrum of adopting and using

new technology. Besides that, we provide technologies and services at every stage of product life cycle right from concept development, product modelling and engineering, product design analysis and simulation, 3D Printing, tooling, to manufacturing. Our engineering services division has worked on some of the most complex engineering projects that involve detailed product engineering, advanced CAE, and design-for-manufacturing for companies from various industrial segments such as automotive, industrial machinery, heavy engineering, power and energy, consumers goods etc. in India and overseas. We also provide Augmented Reality experiences services that can help companies create immersive and enhanced digital product experiences for product marketing and promotions, product operations training, servicing and maintenance, and consumer experiences. We provide end-to-end solutions in the product development process. These are our key differentiators that strike us apart.

WHAT ARE THE PLANS FOR THE FUTURE IN TERMS OF EXPANSION AND GROWTH?

Today the greater focus of industries is 'Digitalization'. Mechanical engineering and manufacturing industry is also following the same paradigm.

Companies are looking at greater automation, smart manufacturing, remote monitoring, remote assistance for plant maintenance and servicing, which can help them enhance their operational efficiency. DesignTech too is focussing on helping Indian industry adopt and implement these technologies and solutions. Through our Augmented Reality and Mixed Reality services offerings, we can help companies create rich, detailed, intuitive, and immersive digital product experiences that can be used for marketing and promotions, client demonstrations, training and education, servicing and maintenance, digital product brochures and simulations, and for detailed product/systems working and understanding in case of manufacturing plants. With these offerings, we plan to make a headway into new and untapped industries which we originally did not cater to. We also want to promote these services overseas to expand our reach into new geographies.

Today 3D Printing or Additive Manufacturing is used right from fine and intricate models development, prototyping and physical design validation, to customized batch productions for end-use, with applications for diverse industries. This has opened

up a whole new gamut of opportunities. We also aim to widely promote these technologies to varied industries through specialised and niche applications, guiding them to adopt "Design for Additive Manufacturing" whenever it is beneficial.

WHAT STRATEGIES DOES DESIGN TECH SYSTEMS LTD HAVE IN PLACE TO IMPROVE YOUR SUPPLY CHAIN AND BUILD LONG TERM RELATIONSHIPS WITH KEY SUPPLIERS?

We have worked with many channel partners to cater to the geographically wide spread industry in our country. One of the key aspects of maintaining and fostering strong ties with the suppliers is – Communication and Returns. We ensured that we support our suppliers every step of the way, and they also earn respectable returns while working with us. We want to make sure that our suppliers are motivated, driven and recognised. Every transaction we have with our customers and suppliers should be a delightful experience for each of them and us too. We have worked with our partners closely right from technology training, sales engagement, support assistance, joint marketing initiatives, to ensuring swift response time and being un-bureaucratically approachable for any assistance.



**Stay Competitive
with Technologies,
Services and
Training**

However, treating and recognising the suppliers as partners and contributors in our success and growth, and ensuring that they too receive worthy returns while transacting with us, is the cornerstone for forging great and strong partner-suppliers relationships.

5. What are some of the key goals Mr. Vikas Khanvelkar and Design Tech Systems Ltd have achieved since they've been there?

DesignTech is among the top CAD/CAM/CAE, PLM, additive manufacturing technologies, and engineering services provider in India. Year on year we have achieved new milestones of success while expanding our customer's base, industries base, and geographies. DesignTech is also a recipient of many prestigious awards such as Maharashtra IT award, NASSCOM Emerge 50 award, 'SME Elite 50', and 'Certificate of Commendation' from The Institution of Engineers (INDIA), for our contribution in the field of engineering. We have also been felicitated and awarded by the Global companies we are partners with such as Altair Engineering, Stratasys, MathWorks etc. for our efforts and contributions in promoting their technologies and solutions in India. Vikas Khanvelkar is the co-founder and Managing Director of DesignTech Systems. He himself is an accomplished entrepreneur whose vision has guided DesignTech to becoming a pioneer and a leader in the CAD/CAM Industry.

ABOUT DESIGNTech SYSTEMS PVT. LTD

DesignTech Systems is a leading CAD/CAE, PLM solutions, Additive Manufacturing technologies and Engineering Services provider from India. Having worked closely with companies from cross vertical domains from India and Overseas

since 1998, DesignTech supplies technologies and Services at every stage of Product lifecycle. DesignTech Education is an education and training division of DesignTech focussed on providing skill based and also industry specific trainings on electro-mechanical technologies to students through their Centres of Excellence. DesignTech CAD Academy is a part of DesignTech Education division dedicated for imparting applications based trainings to students and industry professionals alike on CAD and PLM software to help them upgrade their skills and gain proficiency over the advanced product design software solutions. Catering to wide industry sectors such as Automotive, Aerospace and Defense, Industrial Machinery, Heavy Engineering, Consumer Goods and Electronics to Power and Energy, DesignTech is well equipped to make significant contributions and value additions in the engineering initiatives of the companies. Committed to providing seamless customer service and creating customer delight, DesignTech can make for an ideal Technology, Services and Training Partner for the corporates and industries.

Website: www.designtechsys.com

www.designtechproducts.com

www.designtechcadacademy.com

