



## **Company Presentation 2016-2017**

***NABL Accredited Laboratory.***



***Calibration,  
Validation, HVAC,  
Air and Water testing  
Experts.***

***Experienced  
and highly trained  
Industry Experts.***

***Diverse Services provider  
for our Customers.***

***Creator of Goodwill  
amongst our Customers.***

***Varied,  
yet unified by an energetic pursuit  
of our goals  
and Vision.***



Bringing Sharpness to the Quality of Life Science

# Who we are



*Established 14 Years ago by  
Prashanth Kamath and  
Vinit Shirsat  
Leading Calibration,  
Validation and HVAC, Air  
& Water testing and  
Consultancy Company In  
India*

**LEGACY**

*Global scale state of the  
art Infrastructure.  
Leading Calibration,  
Validation, HVAC, Air &  
water testing,  
Environmental health &  
Safety ,Consultancy*

**Excellent  
Infrastructure**

**Market  
Leadership**



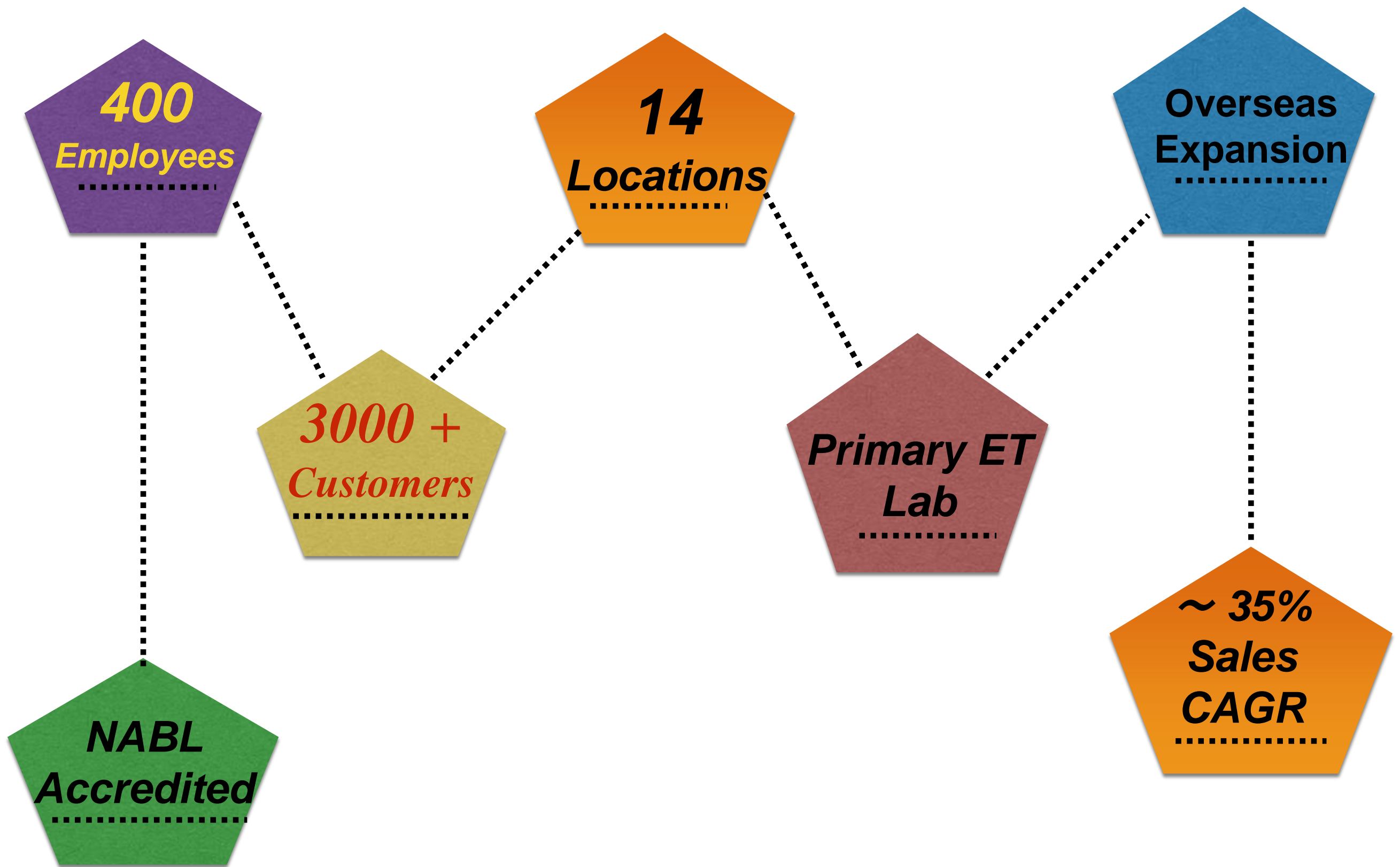
**Strong  
Management**

*Professional  
Management &  
leadership team*

*300 + Trained Staff.*

*One of the largest Indian  
Calibration Company.*

*Most Technically  
Competent and State of the  
Art Equipment*



# History & Milestone

**Inception  
as a  
partnership  
firm**

**Acquires NABL  
Accreditation**

**Office in Vadodara &  
places order for primary  
level electrical equipment**

**Acquires SAM Services  
Goa**

**Acquires Emerald  
Calibration, Starts  
PLC Validation**

**Adds Gas Flow  
Calibration and two new  
offices in Nashik and  
Pune**

**2005**

**2009**

**2011**

**2013**

**2015**

**2002**

**2008**

**2010**

**2012**

**2014**

**2016**

**Starts Operation  
in Goa,  
Aurangabad**

**Starts Laboratory  
in Navi Mumbai  
and office in  
Bangalore**

**Starts Operation in Sikkim**

**To fulfil expansion phase  
acquires a larger space to  
provide quality service for  
our customer**

**Acquires Samarth Service Nashik  
Adds CT,PT and RF parameter,  
Private Equity fund for further  
business growth**

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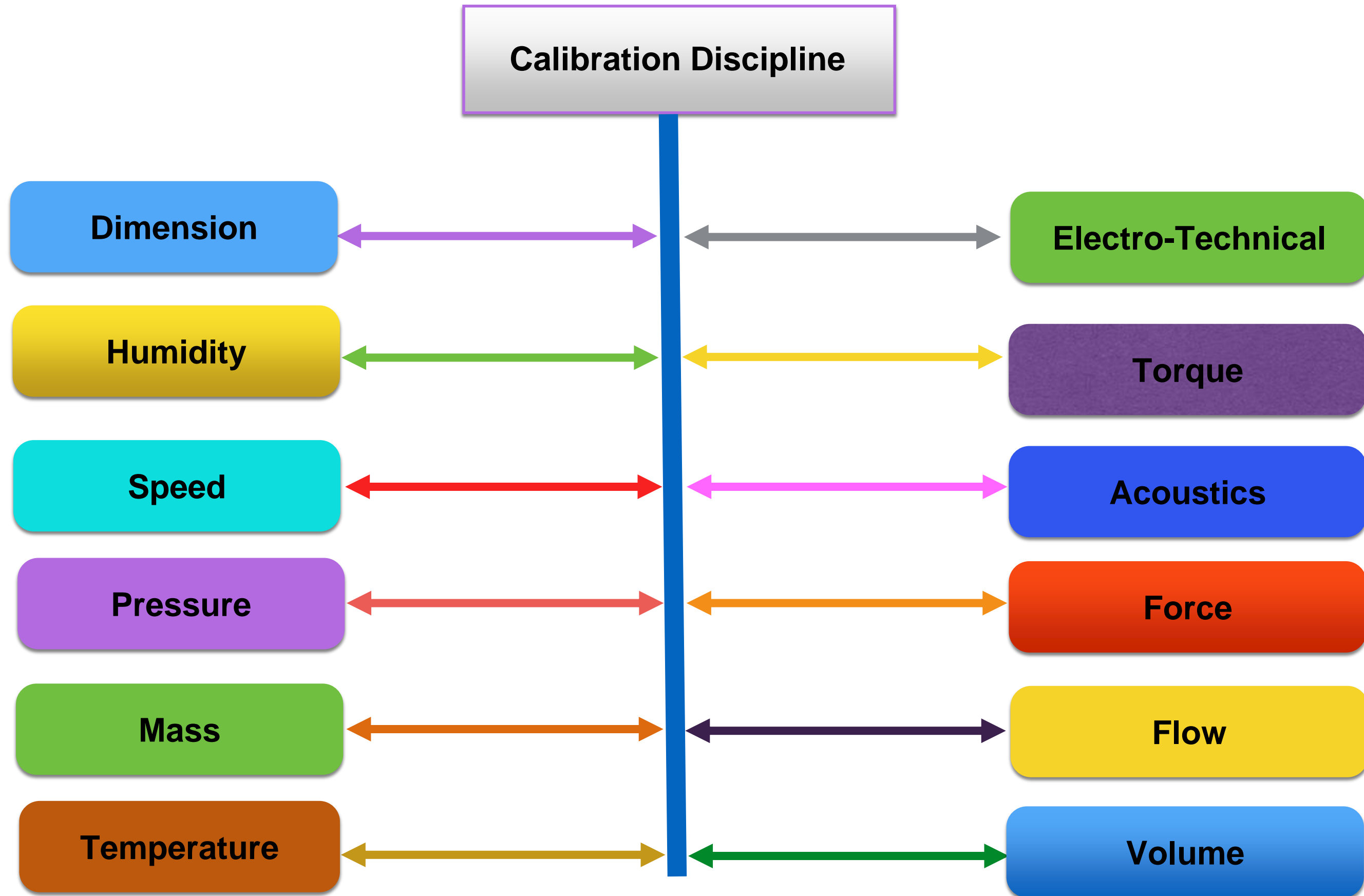
# Calibration

Calibration in measurement technology and metrology is the comparison of measurement values delivered by a device under test with those of a calibration standard of known accuracy. Such a standard could be another measurement device of known accuracy, a device generating the quantity to be measured such as a voltage, or a physical artefact, such as a meter ruler.

The outcome of the comparison can result in no significant error being noted on the device under test, a significant error being noted but no adjustment made, or an adjustment made to correct the error to an acceptable level. Strictly, the term calibration means just the act of comparison, and does not include any subsequent adjustment.



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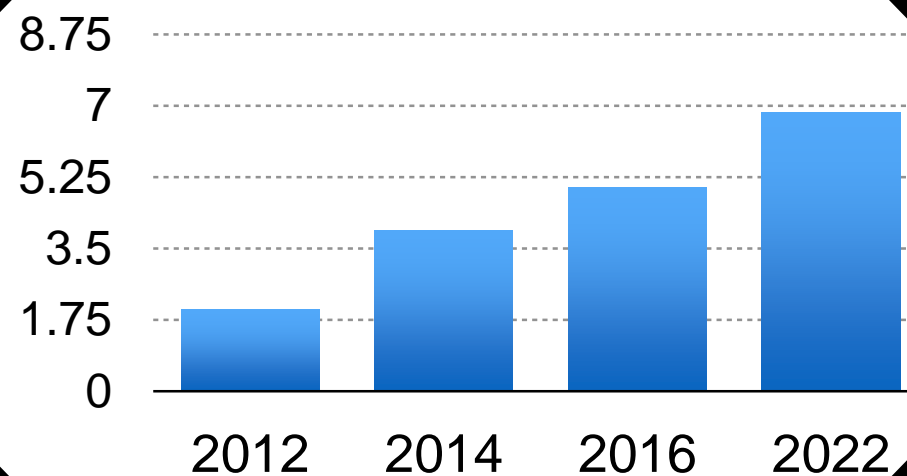


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# Global Calibration Market & Key Characteristics

The Global Calibration Services market is estimated to reach \$6.84 billion by 2022 growing at a CAGR of 7.33% from 2012 to 2022. Calibration Services market has promising steady growth inspite of economic crisis.

**Market Size (US\$ BN)**

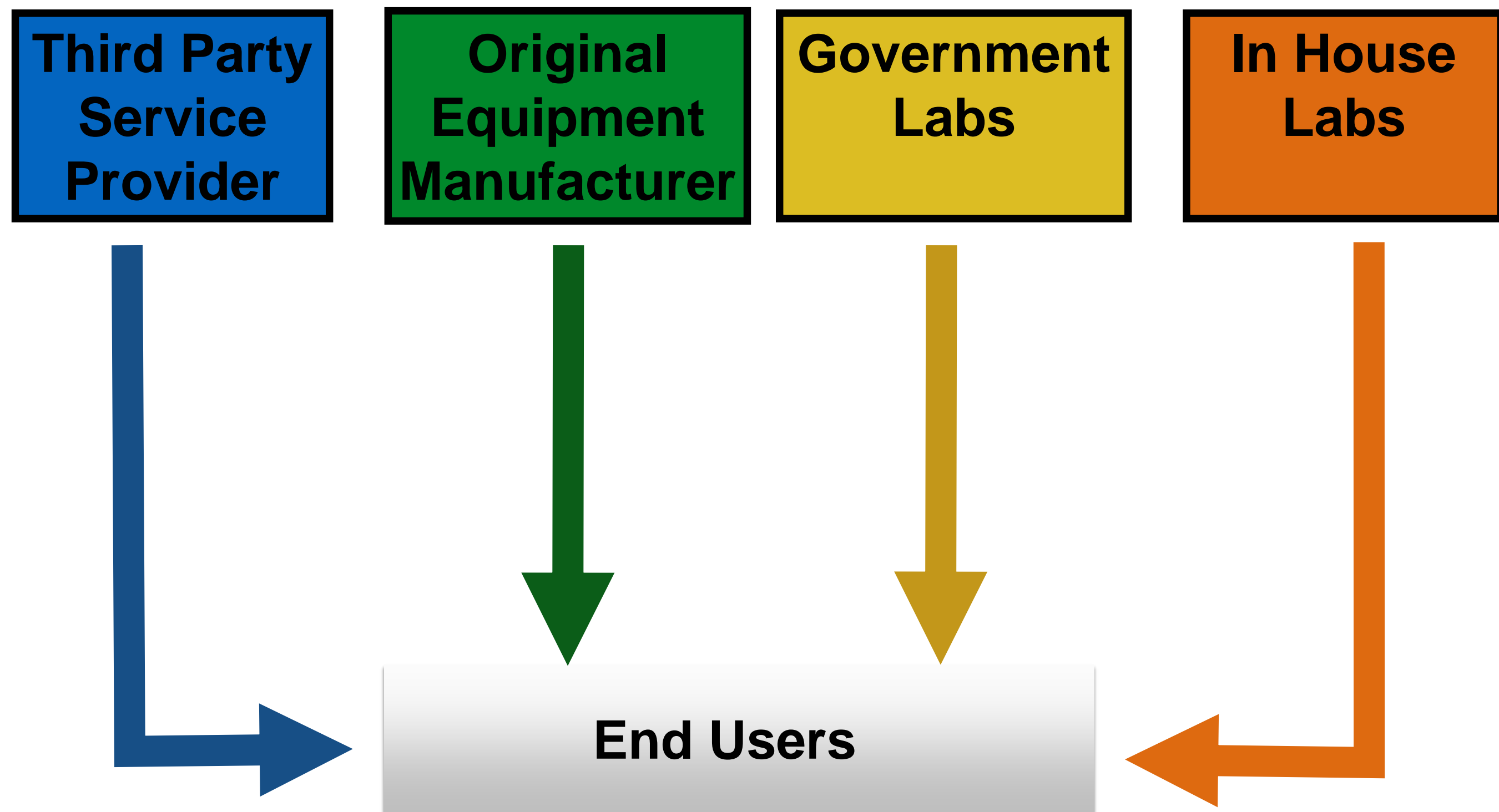


The electro-technical calibration and repair segment is currently the largest calibration and repair segment in the total market. In 2012, this segment was valued at \$ 51.5 million in India and represented 50 percent of the total market.

The calibration services market is steered by need for accurate information. The calibration services market has been escalating to cover industries such as, aerospace & defence, power generation, electronics manufacturing, communication, semiconductors, industrial & automotive, water, and petrochemicals.

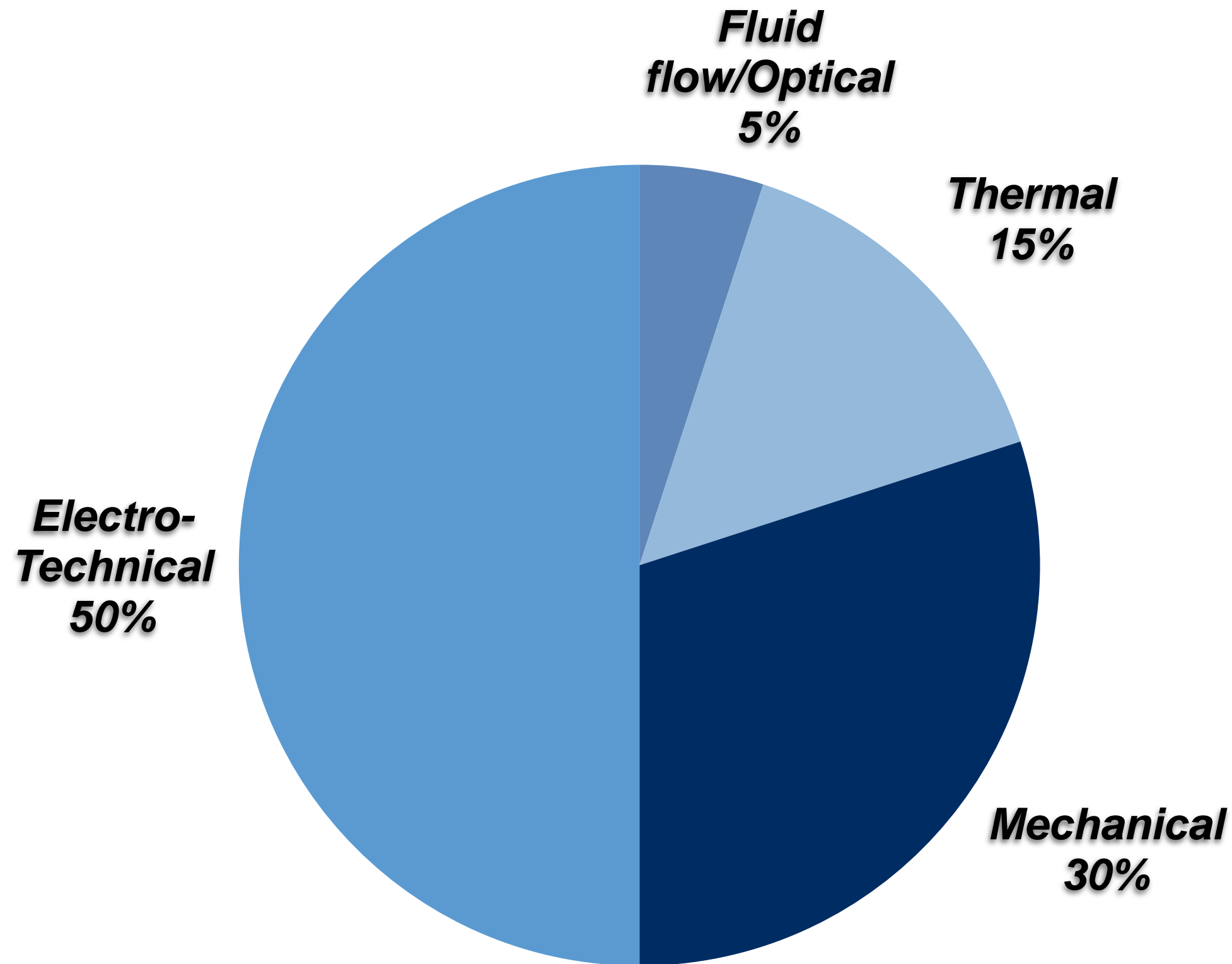


# Calibration Market Structure



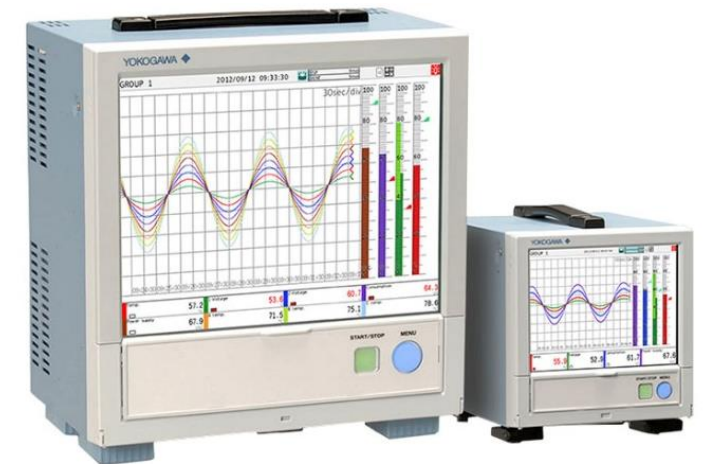
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# ***Total Calibration & Repair Service Market: India***



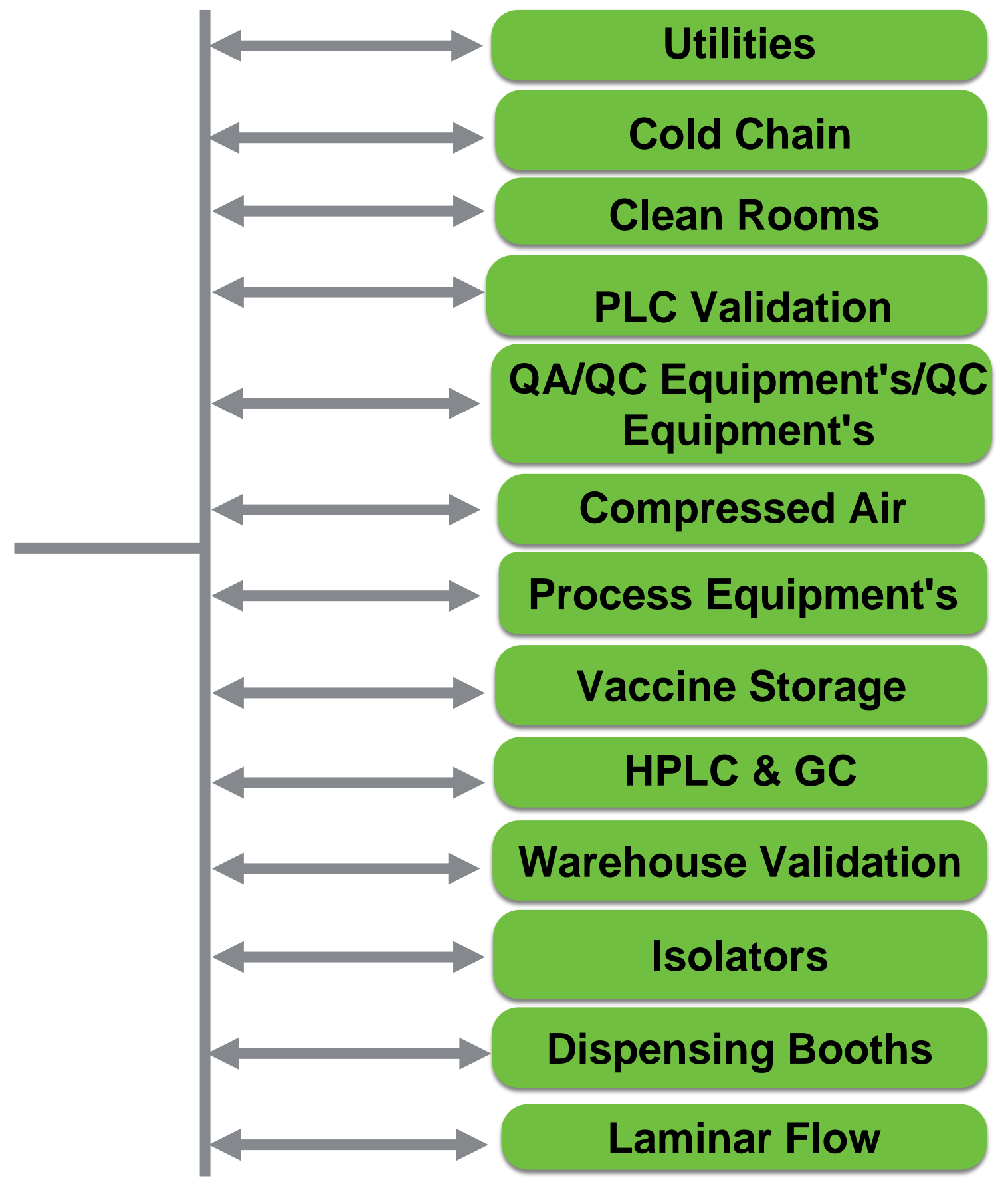
# Validation

Validation is a process of establishing documentary evidence demonstrating that a procedure, process, or activity carried out in production or testing maintains the desired level of compliance at all stages. In Pharma Industry it is very important apart from final testing and compliance of product with standard that the process adapted to produce itself must assure that process will consistently produce the expected results. Here the desired results are established in terms of specifications for out come of the process. Qualification of systems and equipment is therefore a part of process of validation. It is a requirement of food and drug, pharmaceutical regulating agencies like FDA's good manufacturing practices guidelines



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# Validation Services





# Environmental, Safety, Health & Sustainability (ESH&S) consulting

- Safety Transformation:** We have extensive and hands on experience in implementing Behaviour Based Safety (BBS) and other interactions (including Major Hazards Observations) programs to drive cultural change across organisation to improve safety ownership by workforce. Safety Leadership, Supervisor safety training/coaching and improving employees and contractors participation in safety.
- Improvement in Safety, Health & Environmental performance:** We can conduct Safety culture surveys, reviews to identify gaps, setting up vision, strategy, organisation and KPIs to drive improvements and making safety a common value across the organisation.
- Vehicle Safety Programs:** We has extensive experience in devising and setting up a Vehicle Safety strategy, policy and programs both for four and two wheelers driven by employees as well as contractual employees. We have the experience of managing over 500 four wheelers drivers and 1500 two wheeler riders. We not only engage the top management of the client but also involve employee's families in the vehicle safety initiatives. We have devised extensive driver safety awareness programs and backed up the same with monitoring the drivers on their compliance to vehicle safety programs and practices.
- Office Safety Programs:** This includes forming Office Safety Committees, developing policies and procedures, emergency plan and risk assessment procedures, inspection programs, safety audits for office, etc. Obtaining and maintaining an OHSAS 18001 & ISO 14001 certifications, etc. We can also device Ergonomics Programs, which involves development of policies & procedures, training, assessment of workstations and recommendations on improvements.
- Risk Management Services:** This involves Hazard identification, Risk assessment and quantification, Risk mitigation & review. Risk analysis including scenario planning, Development of risk register, change management, Job Safety Analysis and Human error identification.
- Hazard Risk Awareness and Safety Training:** We are experienced in developing and presenting training courses covering a full range of safety topics. In these training processes the Client's staff is mentored to ensure the relevant risk management knowledge is transferred in an integrated manner to enable risk management practices to be incorporated into the relevant operational process work flow. All programs are facilitated using a mixture of presentations, class discussion, practical exercises and case studies.



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◆ **Auditing:** We are also experienced in a range of plant and systems related audits. The types of audits conducted cover Regulatory Compliance Audits, Safety Management Systems Audits, Plant and Systems Audit and Safety and Operating Plans Audits and Social Responsibility and include OHSAS 18001, ISO 14001, Dakota audits, Responsible Care Audits, IS 14489, etc. Besides, we also conduct audits of prospective and existing warehouses, toll units, to assess their compliance to legal and company standards.



◆ **ESH Due Diligence and ESH on-boarding of new companies:** We are experienced at Due Diligence and Mergers and Acquisitions and working with Joint Ventures to meet local and corporate standards. We have led due diligence and ESH/CSR on boarding for a wide range of industries with a focus on strategic change, corporate governance, leadership and culture change and safety management systems.

- ◆ **Construction Safety Services:** This involves Hazard Studies, HAZOP review of design, Construction Site Safety and Environmental Management Plan, contractor safety management process, audits, training. Construction safety, completing engineering design reviews and HAZOP studies both for batch and continuous processes and equipment.



- ◆ **Emergency Response Plans and Procedures:** We are experienced at facilitating the preparation of well-structured and well integrated emergency and disaster recovery plans and procedures. The scenarios cover chemical emergency, site emergency, pandemic and natural regional disasters and include desk top exercises and site drills and providing guidance on improvements

- ◆ **Off – the – Job Safety Programs (OTJ):** We specialize in making Safety a 24/7 process by also devising and conducting OTJ programs with special relevance to Home Safety viz. LPG/Piped gas safety at Home, Electrical Safety at Home, overall housekeeping and importance on safety aspects at home, and also a special emphasis on vehicle safety for families. The importance to discuss safety with children so that they can inculcate the habit of thinking about Safety in their daily routines.





## ◆ Environmental Services: Our Core proficiencies in Environmental services include the following:

### ◆ Water Pollution Abatement:

- ◆ Wastewater analysis to determine various pollution parameters.
- ◆ Feasibility studies of treatment system.
- ◆ Consultancy on treatment systems for wastewater.
- ◆ Detailing and designing of treatment systems.
- ◆ Basic Engineering of treatment systems.
- ◆ Detailed engineering of treatment system.
- ◆ Supply, Erection and Commissioning of treatment units.
- ◆ De-bottlenecking and revamping of existing effluent treatment plant.
- ◆ Operation and maintenance of existing effluent treatment plants.

### ◆ Air Pollution Abatement:

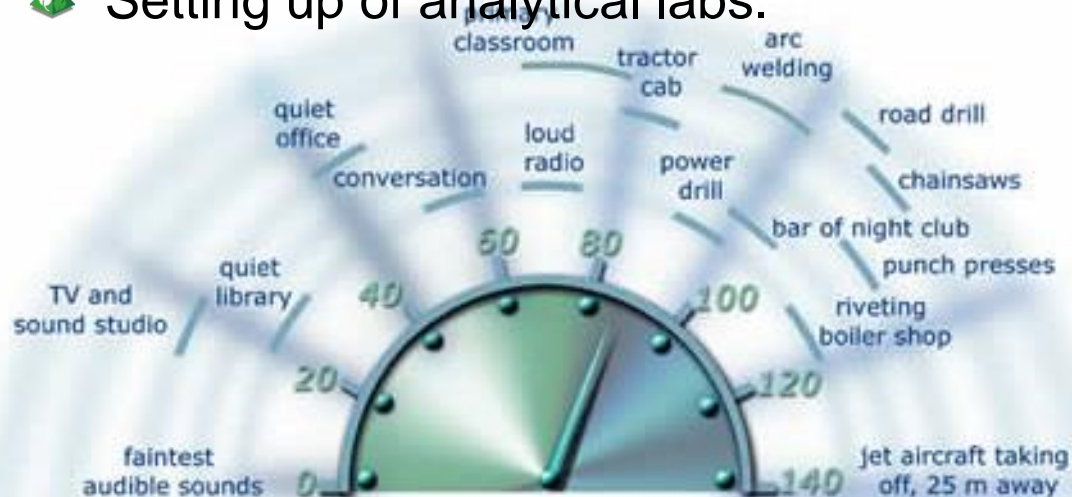
- ◆ Analysis of pollution parameters of Ambient Air, Workplace, and Process & Utility stacks.
- ◆ Efficiency improvement of pollution control equipment.

### ◆ Noise Pollution Abatement:

- ◆ Noise Pollution Audits.

### ◆ Others:

- ◆ Environmental Impact Assessment (**EIA**) Studies.
- ◆ Setting up of analytical labs.



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# Pharmaceutical Consultancy



Autocal Solutions provides the following consultancy services for pharmaceutical Industry:

- 1. Training:** All your training needs will be covered by ASPL Professional and Industry Experts staff.
- 2. Audit:** Whether its Pharmaceutical- API, GMP, GLP or Oncology Audit Autocal shall nurture you to successfully qualify your audit.
- 3. Trouble Shooting:** ASPL provides the right methods for all your trouble Shooting whether its Quality, Pharma System, Out of Specification/ Out of Trend, Deviation Management, Change Control Management, Quality Risk Management & Root Cause Analysis.
- 4. Inspection-**Inspection of Pharmaceutical Plants.



# Key Highlights



# ***Full Suite of Services***

***Unique Among Competition***



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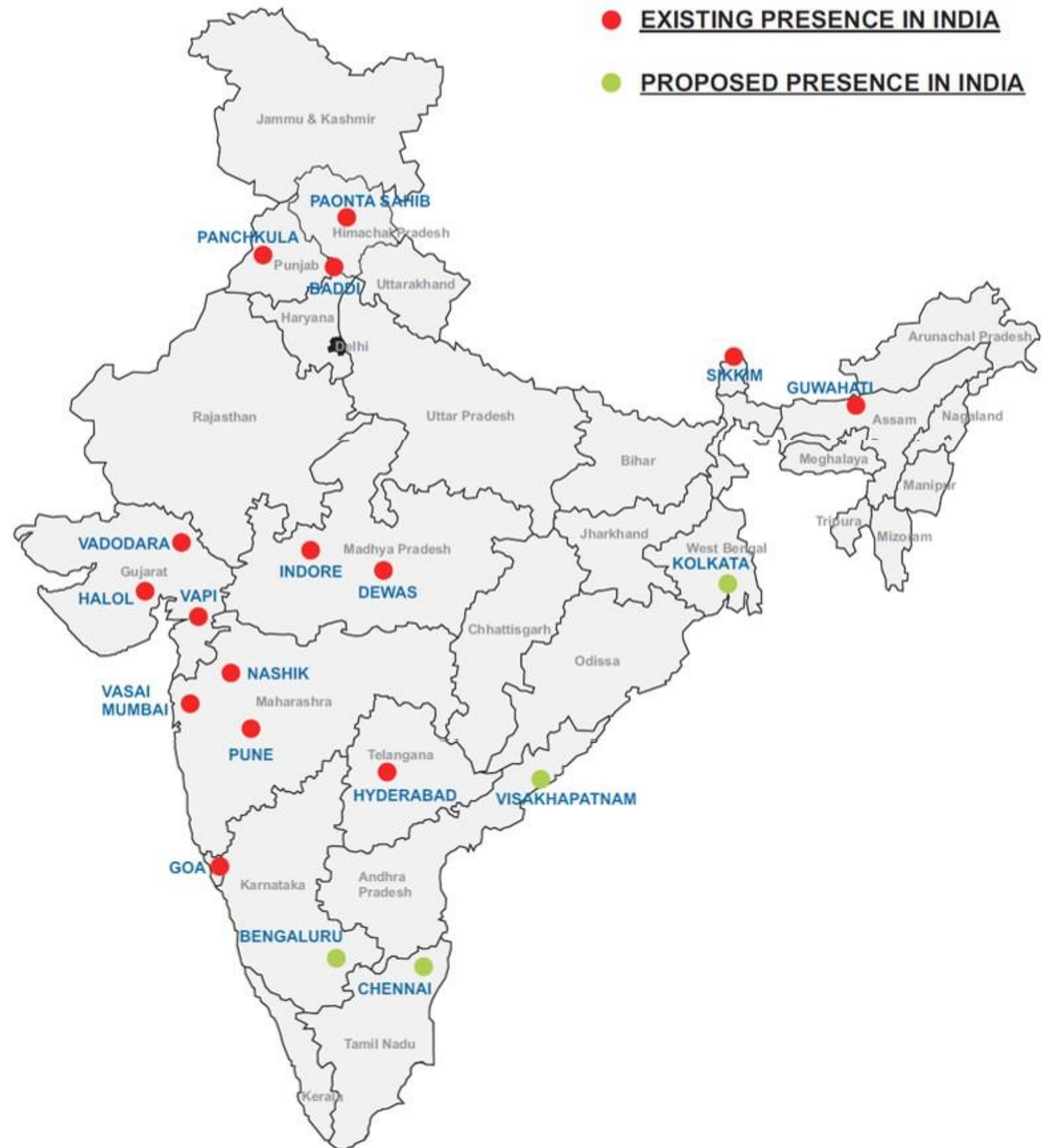
# Unique Service Value Proposition

**15 Locations to serve customers**

## Flexible Service Delivery Options :

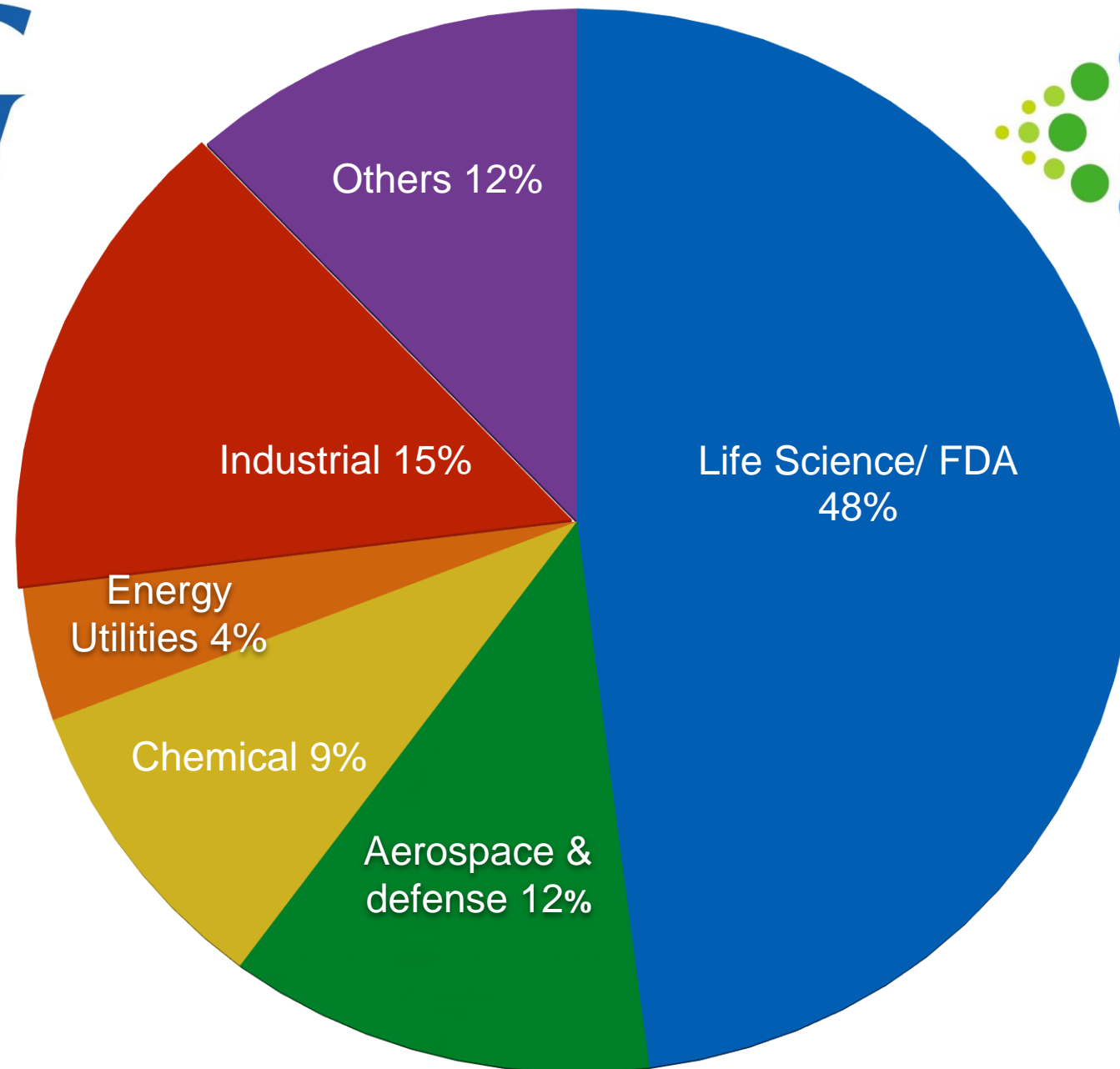
- Permanent on Site
- Periodic on-Site
- In-house
- Pickup & Delivery

**4 New Proposed Presence In India**



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# Diverse Customer Data Base



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# Recent Acquisition Drivers

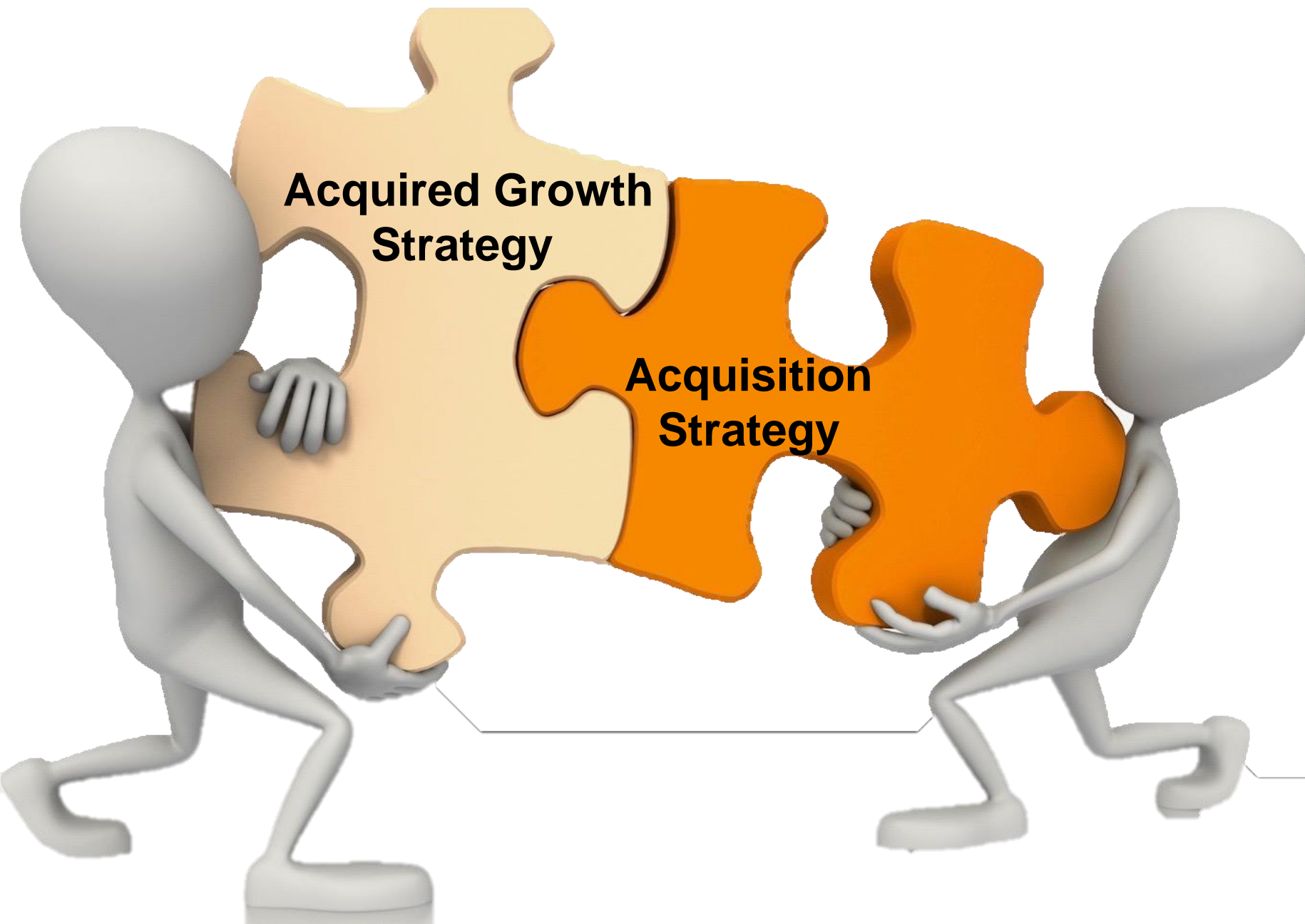


	<i><b>Geographic Expansion</b></i>	<i><b>Increased Capabilities</b></i>	<i><b>Leveraged Infrastructure</b></i>
<i><b>Samarth Services</b></i>	✓	✓	✓
<i><b>Sam Services</b></i>	✓		✓
<i><b>Emerald Calibration</b></i>	✓		✓

# ***Service Acquisition Strategy***

## **Drivers**

- **Geographic Expansions**
- **Increased Capabilities**
- **Leverage Capabilities**
- **Majority of Opportunities**
- **Increased Customer Relations**







# Thank You