



Managing Director, Sigma Toolings India Pvt Ltd

Iyengar Yoga Practitioner



Conceptualized and Developed

KARMA 2.0



Smart Factory Evangelist



Committed to Social Causes





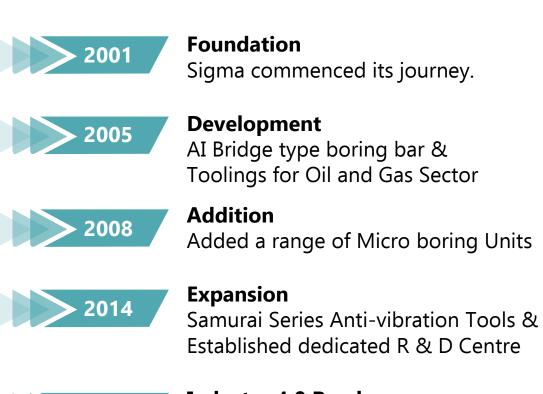
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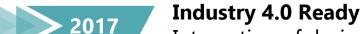




From innovation to Expertise

No. 1 in Customized Tooling Solutions backed by futuristic industry 4.0 manufacturing facility.





Integration of design, manufacturing & supply-chain led by Artificial Intelligence.



R&D of lightweight tools made of Aluminum & Titanium & JV with Tiz Implements Poland



Problems that were hurdles to our growth

Sales Design Inventory Manufacturing Quality Dispatch Finance

Low proposal to sales conversion ratio

High lead time to submit proposals

Dealing with nonserious RFQs Inadequate inputs

5-8 Hrs for preparing design

Missing links in revision and change management Ensuring availability for diverse materials

Costing to sustain bottomline

Accurate reconciliation

Delay in delivery

Process and scheduling complexity

Changes in delivery schedules

Relatively long cycle times

Transparent process

Lack of traceability

Long lead times

Inadequate data for RCA

Product matrix complexity

JIT demand from customers

Compliance management for export orders

Key information behind the walls

Higher risks to profitability

Challenging to scale-up and ensure cash flow







To help each employee to discover and achieve their highest potential, enhance living standard, and become self-driven to work relentlessly, as individuals and teams, together with industries and stakeholders towards building the nation's economy and a better society.



We started with the problems.

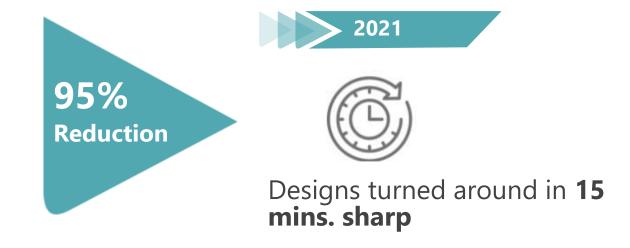
Not technology.







Design turnaround time of **5-6 hours**













Customers had to always call for requesting the status



Customer Experience



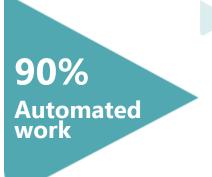
Fully automated systems. Customers get to see their status online.







Emails, Updates took the majority of the time for Designers and the rest of the Management.





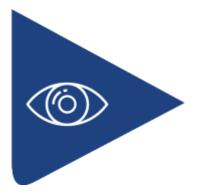
2021

Automated alerts and updates reduced emails by 90%, calls by about 80%.



Lessons we learned in the process

We did not know about Smart Factory



Expand our vision

People did not want to change



focus on culture

We did not have budgets Software vendor stopped work mid-way



Frugal solutions



Invest in people





Ramshankar Dwivedi, GM (Finance)



Watch Video





Afsar Shaikh, Production Manager



Watch Video



Start with the problems

Technology and funds will help to solve problems.

Rely on your people

They'll give you the ideas. Drive the execution

Stretch your vision

And align your people. Keep them motivated.

Be very patient

What you think can be done in days will take months

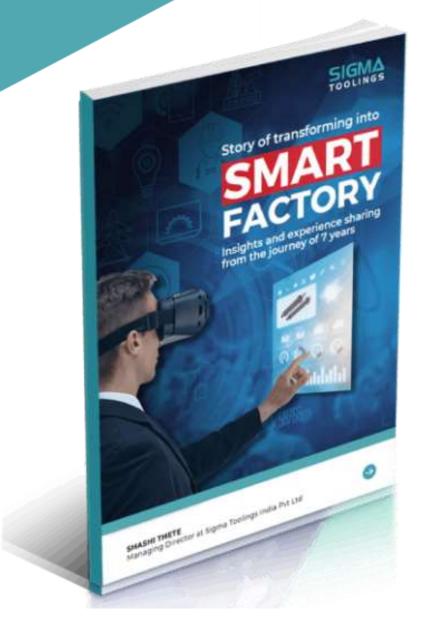
Focus on culture

It's the people who will make your factory smart.

Learn. Learn. Learn.

It's all about learning. Invest heavily







Drop an email at salman@sigmatoolings.com

Thank You



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