



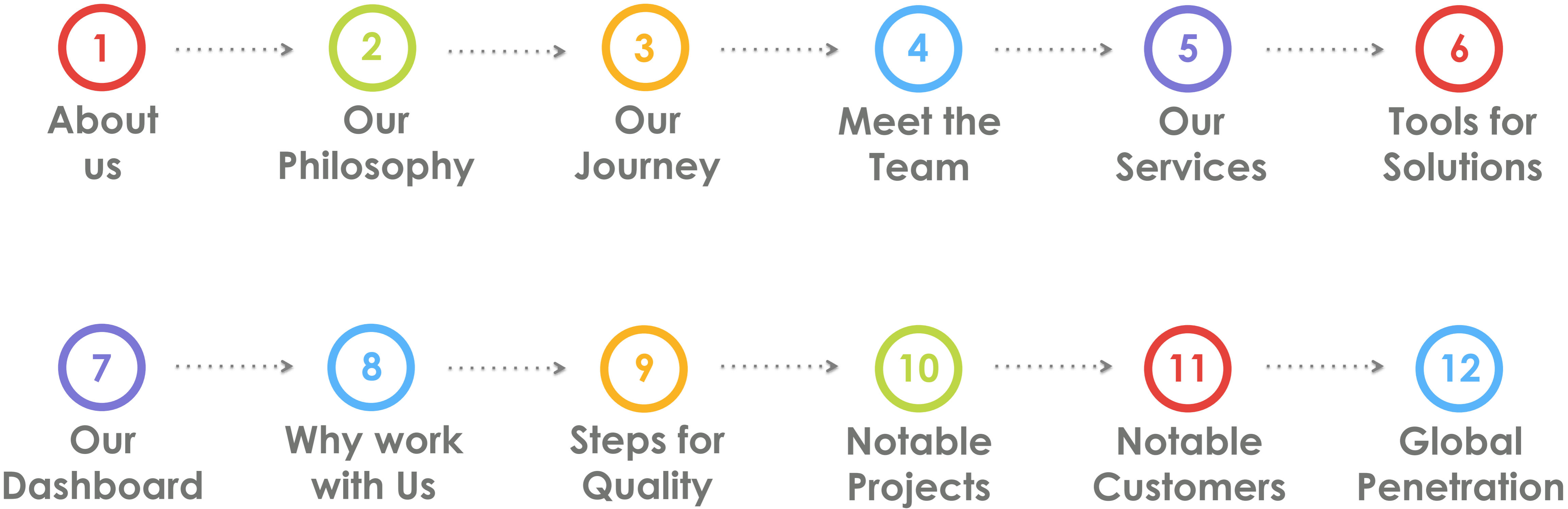
**“ You’ve got to start with
the customer experience and
work back toward the technology.
Not the other way around.”**

- Steve Jobs



**PRIMA AUTOMATION
(INDIA) PVT. LTD.**

Presentation Agenda



About Us

Prima Automation Pvt. Ltd., based in Ahmedabad, Gujarat, has been considered as an industry-leading manufacturer of high Quality Industrial Control Panels and Automation Solution Provider since 25 years.

Over the period of 25 years Prima Automation has dealt in all types of Automation:

- 1.Process Line Automation
- 2.Equipment/Machine Automation
- 3.Plant Automation

Prima is also an system integrator for Siemens and is an approved vendor of GE, AMMANN (Apollo India), ALSTOM, SUZLON, INOX, NEW POWER, INGERSOLL RAND etc.



Our Philosophy



OUR MISION

To be a global automation leader providing different solutions to make manufacturing in India a fully automated process thereby increasing productivity of industries in India and abroad.



OUR VISION

Prima Automation's solutions must match the international standards and at low cost to promote "Make in India" initiative in India and in-time after sales' service to our customers. Prima aims to become a competent employer providing required professional growth of the its employees and business partners.



OUR VALUES

Customer Focus >>
Excellence in service >>
Comfortable work environment >>
Creativity >>
Systematic working style >>
Ethics and Integrity >>
Family culture companied with team work

Our History Through The Time



1983 START UP

It all started as MiVi Engineering by brother-duo Mitin Patel & Vinod Patel.



1989 OFFICIAL NAME

Company was formed and named as Prima Electronics



1999 REGISTERED NAME

The company was officially named and registered as Prima Automation (India) Pvt. Ltd.



1999
THE AFFILIATION

Prima became the channel partner for automation products of Siemens India Ltd.



2004
THE BIG ENTRY

Prima developed and started its Wind Energy division
Prima also started it's sister company – Prima Transformer.



**2012
Diversification To
Consumer Market**

Prima developed products for end user and ventured into consumer market



**2015
NOW OUR TIME**

Prima Automation has more than 200 employees and has customers in 19 countries around the world



Meet the Team

Who are behind the scenes

Meet the Team



Mitin Patel
Managing Director,
Founder



Vinod Patel
Executive Director,
Founder



Harshvardhan Patel
Marketing Head,
Director



Jageer Patel
Sales Head,
Director



Jay Patel
Sales Head,
Director

We are a pretty lively bunch of 200 members at Prima Automation, based in Ahmedabad, Gujarat, Half of us work on product designing and technology and the other half works on fabrication and magnetics. We all feel pretty darn good about delivering a product/ solution that's changing the way millions of equipments work in industries. We love what we do, and who we do with.



 **Our Services**
This is what we do

This is what we do

Electronics – Design & Development

D & D of customised electronic controllers and industrial electronic component

Sheet Metal Fabrication

Manufacturing encloses, cabinets, E-houses, machine body parts
Highly trained certified manpower with Latest infrastructure

Magnetics

Have a sister company called Prima Transformers which houses the complete magnetics manufacturing facility—transformers, inductors, Control Transformers, Potential Transformers

Automation Solutions

Providing various customized solutions to automate your industrial processes
Solutions combining IT with Industrial Automation to make our customers ready for future.

Trading

Electronic & Electrical equipments/parts of Siemens, Phoenix, Trinity touch, Stego



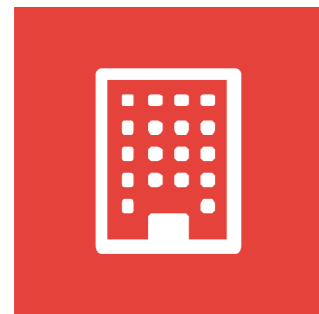
Fabrication

- Fabrication shop is equipped with Hydraulic Bending and Sheering Machines, Power Press, MIG Welding machine.
- The painting shop is equipped with pre-treatment process tanks, oven and material handling as well as spray- painting facility
- The assembly shop is equipped with automatic tapping machines, electrical/ pneumatic drilling machines, torque wrenches, Electronic Label Printing machines, riveting machines and many hand tools.

Electronics

- Well-set Electronics department equipped with latest facilities like Oven, Signal Injectors, Oscilloscope, Programming Units, Computers, and Simulators

Our Services



Infrastructure development

We manufacture solutions for supporting Infrastructure growth in automated and easy manner through Batching Solutions, Continuous Plant Solutions, Portable Cabins etc.



Oil & Gas

We help the oil and gas Industry with their complex processes with our SIL certified solutions like gas & air compressor panels, Hazardous area panels, Explosion proof panels, Pump panels, Instrumentation panels. Compressor controllers



Food & Beverage

We help this industry with our various control solutions for Extruder machines, Raw Ingredient Mixers, Pneumatic conveyers, Dryers. We also do complete plant automation for Bottling, packaging etc.



Plastics

We have solutions for Extruders, Mixers, Bulk Conveying, Injection Machines along with Sheet metal fabricated products like Machine guards, Shutters and Body Parts.



Printing & Packaging

We have solutions for Offset Printing machines, packaging machines, Laminate Presses and have also developed dedicated controllers for the same.



Power Monitoring & Optimization

We have various solutions for Power Optimizations and conditioning such as Servo Stabilizers, Solid State Stabilizers, APFC panels all of which can also be monitored remotely.



Automation Meets IT

We have solutions which and help you monitor your processes remotely on your PC or Mobile phones. Generate reports and visualize them in graphical formats.



Benefits to work work with us



Quality

ISO 9001:2008 certified quality procedures for manufacturing processes.
In-house 5-8 stages of inspection along with design verification and validation procedures.
3rd party inspection option available at our premises.



Best Prices

Since our core business is control panels, our cost of buying is better resulting in economic end product.



Faster Delivery

Highly efficient and trained man-power
All activities in-house under one roof



Customer Care

Strategically located site engineers across India.
Guaranteed 24x7 service support.

Why work with us

- **P**rice: With In-House manufacturing facilities of most cost bearing components i.e. Enclosures, Magnetics and best component sourcing methods, we can provide best possible rates to customers
- **R**eliability: with more than 25 qualified and experienced designers, highly trained technicians and stringent quality controls based on ISO 9001:2001, we can guarantee a reliable product coming out of our factory.
- **I**nnovation: continuous up-gradation in our tools, technology and designs we have latest products in market.
- **M**obility: We move with customers and their requirements, hence providing a highly customized and customer oriented products.
- **A**ttitude: Our customers, suppliers, employees and Environment comes first. This can be proved by our ISO 18001:2007, ISO 14001:2004 certifications and also customer feedbacks and their appreciation letters commending our services and products.

Our Project Methods

Customer Idea



Project Study



Design



Approval



Manufacture



Our Way to Success



Idea

Creativity is the key to success in the future.



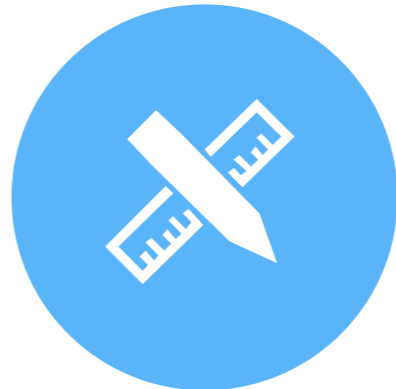
Money

Creativity is the key to success in the future.



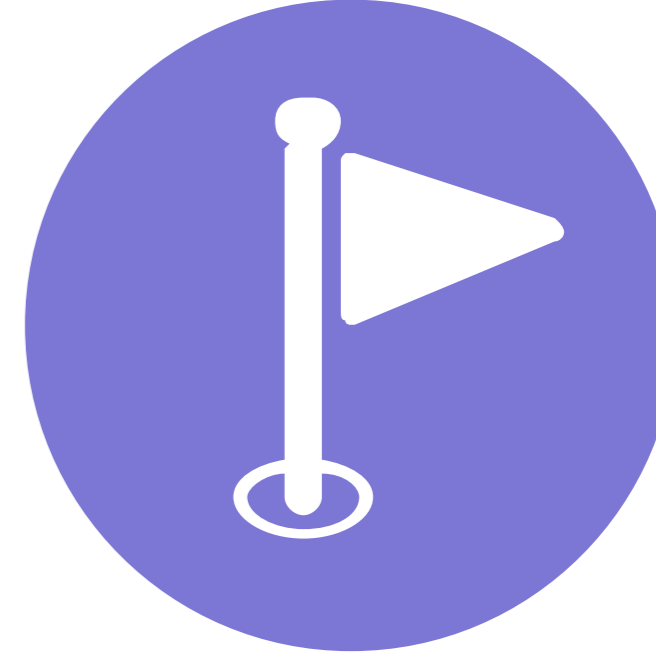
Time

Creativity is the key to success in the future.



Tools

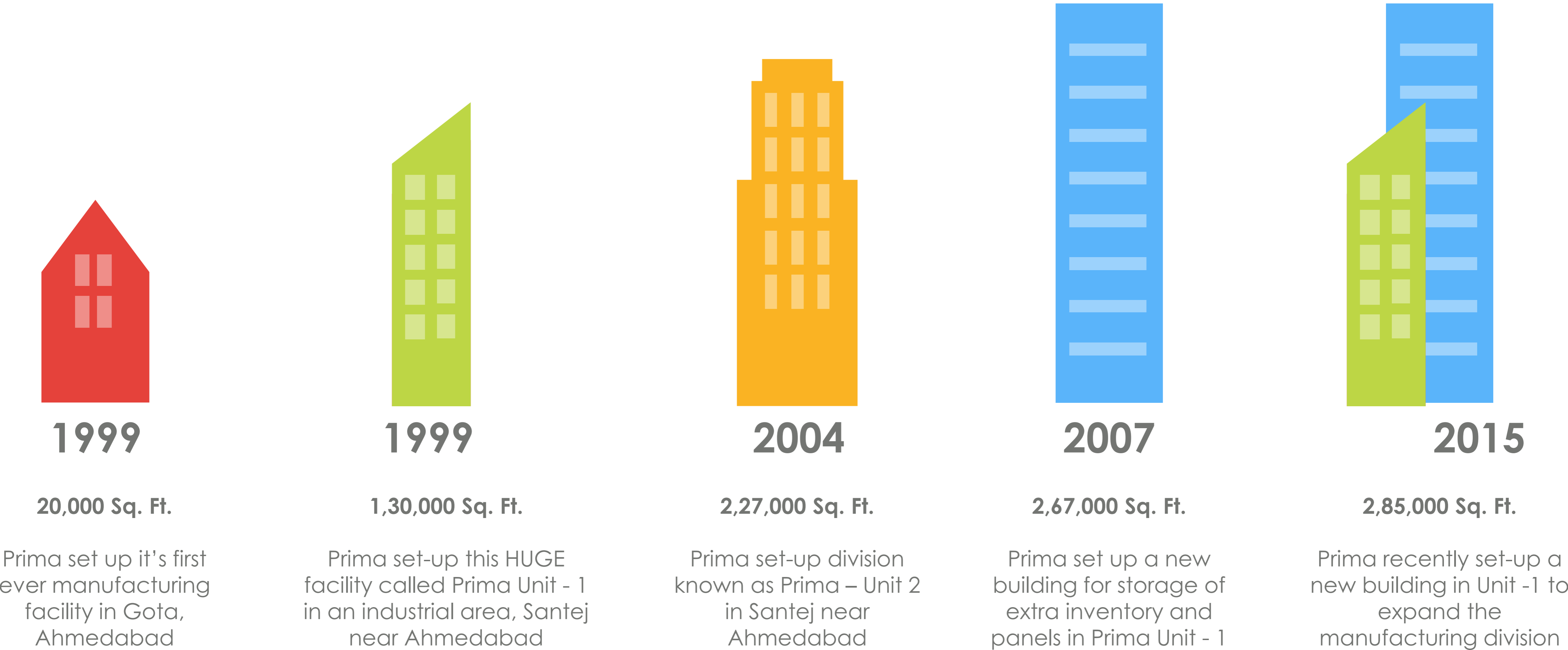
Creativity is the key to success in the future.



Success

Creativity is the key to success in the future.

Our Infrastructure Growth



Tools for Solution



- More than 25 Qualified and Experienced Engineers creating designs
- Online Remote support centre, to help customers debug their software via internet.

- **Equipped with latest engineering softwares:**

E-plan Electric-P8, AutoCAD LT 2012	OrCAD V9.1
Softline V3.12	E-Designer
WAVSRAM	AVR Studio 4.6
Oriole, Machine Monitoring Systems	STK-500, IAR Embedded Workbench V 5.50.0
Siemens ProTool, WinCC Flexible, WinCC	Microsoft Visual Basic 6.0
Siemens Tool Box	Microsoft Project 2000
Siemens Micro Master	MS Office 2003/2007
PLC Software Siemens Step ñ 5 Siemens Step-7 300,400,1200	Siemens micro computing s/w Siemens Step-7 Microwin32(SP7)
SCADA , HMI	Siemens LOGO software V 4.00
RS Logix 5000 (Allen- Bradley)	FPSoft 1.03 (BCH, Mitsusita)
MEDOC (Mitsubishi)	Dox-Mini V 2.04 (Messung)

Steps for Quality



Product Quality



Panel Testing

- Central Quality control & Quality assurance (for electronics, panels, fabrication, inward)
- Inward Quality check for each and every component.
- Quality assurance plan for each test.
- Three steps processed testing for panels. (assembly, bus bar, functional)
- Customized kits for all types of customized panels.
- Celebrated injection kits for functional test of all type of panels.
- Kits for HV, IR, harmonic analyzing.



Product Quality



Fabrication

- For fabrication Quality and accuracy we have CNC Turret machine, laser cutting machine, bending, shearing machine.
- For effective welding quality we have TIG & MIG welding machine.
- For Powder coating quality of enclosures, 7 tank process for cleaning, 3 in 1 chemical cleaning for emergency jobs.
- 2 powder coating booths & 2 different size ovens rating of 200 degree & 410 degree.
- For accuracy and IP protection D type PU gasketing machine.
- Adhesion test and micron(DFT) test on each and every enclosure.



Product Quality



Electronics

- PCB testing department.
- PCB testing kits.
- Oven for PCB burning tests up to 60 degree.
- Voltage & currents sources, CRO for accurate electronics testing.





Anticipating the support and team work we have shown during execution of DHAULIGANGA HEP which has been really appreciated by our management at highly considerable level and Looking forward for the same during execution of HULU.”

**-Maulik Salaria
ALSTOM INDIA LTD.**

Global Penetration



Notable Customers

SIEMENS

IR *Ingersoll Rand*
Inspiring Progress™

SUZLON

AMMANN
Apollo

DRESSER-RAND®


EMERSON™

बी एच ई एम
BHEL

ओ एन जी सी

ONGC



ALSTOM


FLOWSERVE®

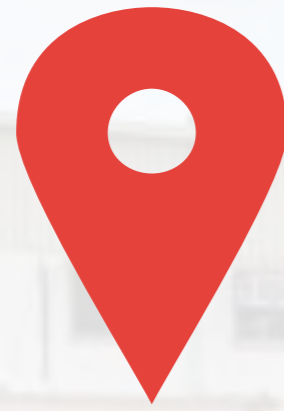
Approvals

JACOBS™



**एनटीपीसी
NTPC**





Prima Automation (India) Pvt. Ltd.

Plot No. 793, Santej Village,
3 km from Science City,
Sola-Santej Road,
Ahmedabad- 382721, India



OUR EMAIL

info@prima-automation.com



OUR PHONE

+91 2764-28 6975 to 78



OUR WEBSITE

www.prima-automation.com