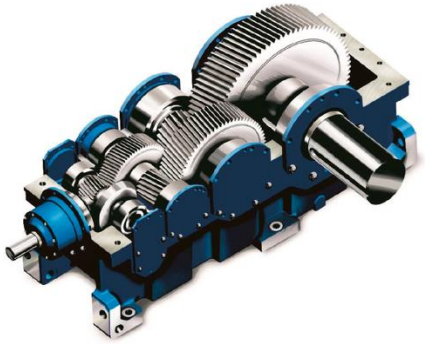
CASE STUDY #489



CASE STUDY: "LOCAL VALUE ADDED"

"We are happy with the coverage and insights, and especially the strategic implications and recommendations, which are specific and actionable."



ABOUT THE CLIENT	
Client	**Value-Added Distributor**
Revenues	**$60 million**
Employees	**15**
Location	**India**
BSI Service or Solution	**Market Outlook and Business Strategy**

Background and Key Challenges

- India's Make-in-India program was expected to generate a high volume of foreign direct investment and buoy the manufacturing sector.
- The energy sector was poised to be a significant beneficiary of the industrial growth.
- However, the client lacked specific knowledge of the value chains for high-value components and services.

Why Boston Strategies was Selected

- High-quality, in-depth, data-rich report structure
- Intimate knowledge of energy transition and supply economics
- Prior knowledge of the equipment categories
- Longstanding presence in India

Project Scope

- Gearboxes, couplings and wheels for wind turbines
- ID/FD Fans for solar panel substrate processing
- Slewing Bearings for wind turbine generator. Rotation
- Graphite Electrodes for battery storage systems
- Compressors for natural gas derivative production
- EOT, Bridge, Gantry, Jib, Tower and Mobile Crane Components including Barrel Couplings, Sheaves, and Hooks & Blocks
- All analyses were specific to the Indian market.

Project Approach

- Demand Drivers, Trends, Largest Consuming Industries, Demand History and Forecast
- Total Capacity, Capacity Utilization, Top 10 Suppliers, Potential New Entrants, Barriers to Entry and Exit
- Order Lead Times, Analysis of Cost Drivers, Cost Trend and Forecast
- Profit Margins, Price Forecasts, "Should-Cost" Analysis, Discussion:
- Recent Contracts, Trends and Changes in Industry Structure; Substitutes, Technological Innovations;
- Manufacturing Strategies and Key Success Factors

Operational Benefits Realized

- Expansion into related industries in India
- Anticipated expansion in the Middle East
- Focused acquisition in the United States

Financial Benefits Realized

- Tripling of revenue in three years
- Targeted 10x growth by 2030