



Helping a Leading French Multinational Rail Transport Company With their Localization Program in India

Overview

A French multinational rolling stock manufacturer operating worldwide in rail transport markets, active in the fields of passenger transportation, signaling, and locomotives, was highly dependent on single source of supplier for locomotive bogie components. This led to high supply risk and challenges in competitive pricing.

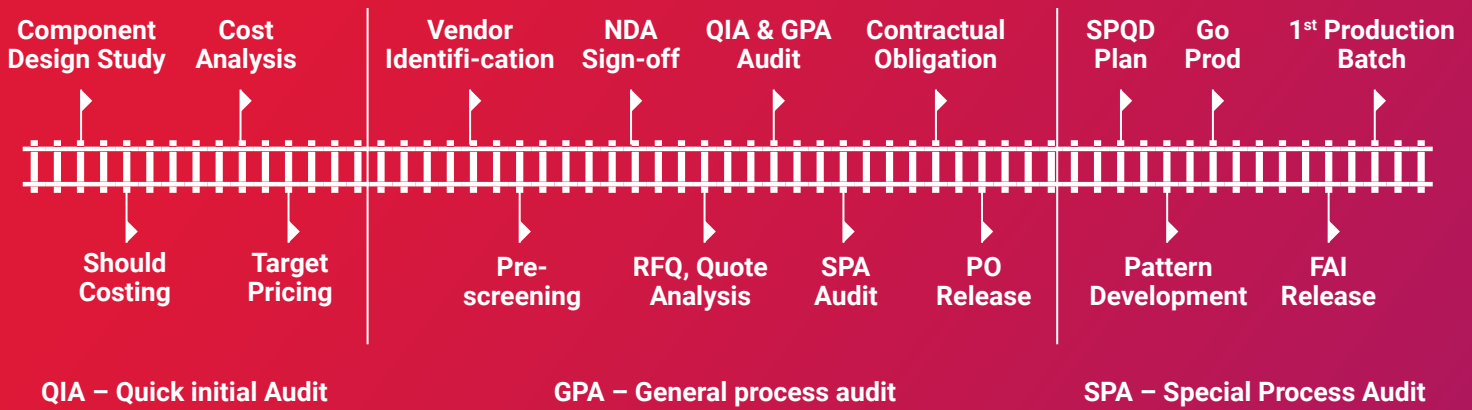
Key Challenges

- ▶ Dependent on single source in pandemic situation
- ▶ Development of INDIAN source as per French quality systems (Locomotive)
- ▶ Special based material with optimized Carbon equivalent ratio.
- ▶ Stringent Contractual obligations

Our Approach and Solution

Engaged in strategic sourcing program for localization of steel casting components in India covering 195 locomotives (7500 no's components) and Weighing between 15 - 200 Kgs


Handled complete process from supplier identification, RFX management, supplier quality, costing, FAI and product development at supplier end




Business Impact

 5% cost reduction through localization in India

 De-risking single vendor supplier

 Reduction in average logistics time by approximately 15 days

 Empanelment of 4+ new sources to customer list

About Tech Mahindra Engineering

Tech Mahindra's integrated engineering solutions (IES) delivers solutions enabling "digital engineering enterprise" across aerospace and defense, automotive, industrial, telecom, healthcare, energy & utilities and ISVs. With over 50 exclusive global engineering centers supporting new program launches and over 350 active global customers, Tech Mahindra IES is an established leader for engineering services in the industry.

Tech Mahindra delivers exponential value to engineering enterprises by collaborating with them across three key tenets: **robust products, ubiquitous platforms and cyber factories**. The vision for Tech Mahindra engineering is founded on the new digital economy considering emerging market trends like digital engineering, intelligent workplaces, adoption of tele-everything, end-to-end connected and immersive approach covering smart manufacturing and the need for an overall resilient business framework.

We call this approach of **accelerating** outcomes, **inventing** better products and **transforming** businesses into digital as – Engineer your **NXT.NOW™!**

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