



From the desk of the Managing Director



My best wishes to all on the occasion of **Makar Sankranti / Lohri / Sakraat / Uttarayan / Pongal / Poush Parbon / Kicheri / Magh Bihu**. That's the beauty of India! One festival celebrated across the country, is known by different names in different regions and is celebrated in different ways. But the reason for the celebration is more or less the same. **It is a Harvest Festival** and Indian custom dedicates it to the Sun God.

When I think about this, I wish that India keeps celebrating this festival for centuries together with ever-growing enthusiasm. The joy of celebrating festivals after a good harvest is incomparable!

A good harvest is possible only with the abundance of water. This also underlines the importance of water availability for agricultural purposes. And water will be available in the coming centuries only if we all make conscious efforts to protect the water table. It will remain intact only when we use water judiciously and ensure its measured use for every purpose – domestic, industrial and agricultural.

It is only when we measure water that we can control its usage and ensure its equitable distribution. Adept has dedicated itself to the cause by introducing Flowmeters for practically every purpose. We are confident that our small, but significant efforts towards this end will go a long way towards water conservation.

One such recent contribution of Adept to measure water for industrial purposes at SIPCOT is narrated in this issue. Also read in this issue about our 'automation' initiatives, which will help in enhancing customer experience and increasing productivity.

I am sure you will enjoy reading more about these topics in this newsletter. We look forward to your valuable feedback.

Sincerely yours,

Vinayak Gadre
Managing Director



MEASURE



CONTROL



CONSERVE

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Issue 12: JAN 2022

In line with the future. Precisely

Landmark order worth Rs. 43 million



Supply of over **600 units**

from **SIPCOT** won by Adept through a highly competitive bidding.

We are happy to announce that Adept has recently won a large tender from **State Industries Promotion Corporation of Tamil Nadu (SIPCOT)**, worth over Rs. 43 million. This is one of our most prestigious projects, not only in terms of value, but also in terms of its scope and complexity. The project involves the supply of over **600 units of Ultrasonic Flowmeters – UFM 6740 from sizes DN 25 to DN 600**, their installation, integration, testing and commissioning. The order includes Smart Water Level Transmitters, along with **Data Management Systems** and Operation and Maintenance (**O&M**) for a period of five years at SIPCOT industrial parks.

Our inherent competence as a leading manufacturer of Flowmeters and inbuilt reliability across the entire spectrum of our Flowmeter range helped us win this contract. Our efficient handling and timely completion of similar large-scale projects in the past were also important aspects considered by the SIPCOT team while awarding us the contract.

Our sincere thanks to the entire SIPCOT team for their trust in our capabilities.

In line with the future. Precisely

Implementing 'Salesforce' from the New Year 2022!



We truly live by the philosophy, 'Customer is the purpose of our business.' All our product developments, processes and services are constantly being evaluated and aligned to changing customer requirements, preferences and expectations.

We are probably the only company in the field to have a dedicated 'Customer Experience Engineer' for each of our customers. To complement this initiative, we will be migrating our customer management operations to **'Salesforce'** – a dedicated Customer Relations Management (CRM) SaaS. As you know, 'Salesforce' is one of the world's most advanced CRM softwares and is acknowledged globally as a robust, user-friendly and scalable software providing several functionalities.

Adept is always a step ahead in the sector in implementing new tech-enabled solutions. Be it the case of using ERP for over 20 years, introducing SCADA automation solutions for process plants using our Flowmeters, the recent launch of Smartlit – IoT platform or the introduction of Smart Meters, we have always had a head start on the competition.

We will roll out 'Salesforce' very soon this year and are confident that it will improve your experience as an esteemed customer of Adept.

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In line with the future. Precisely

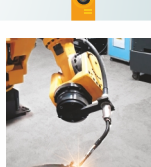
Welding Robot being commissioned in our factory

Investing in the future, today!



Adept has been blessed with foresighted leadership throughout its journey of nearly 40 years. When we introduced the first Flowmeter in the year 1992 as one more product in our basket, it was little-known to the world how rapidly the Flow instrumentation business would grow. But we were confident about the potential of this field and did not hesitate to establish our own calibration laboratory in 1994. The subsequent decades proved us right and today we are one of the largest Flowmeter manufacturers in India with an installation base of over 60,000 Flowmeters.

The growing demand encouraged us to set up a new factory in 2020. Our commitment to quality has already earned us a good reputation and a few hundred regular customers. **Further, to competently address two important requirements of our business, viz. the growing demand and strict adherence to quality standards, we plan to bring in automation.** We have already made sizeable investments in special jigs and fixtures for the critical welding process, and have now invested in a **Welding Robot**. The new robotic welding will ensure quality and consistency and also enhance productivity, benefitting our customers through shorter delivery commitments.



Do visit our factory. We will be happy to show you our ultra-modern facilities and understand your future expectations.

In line with the future. Precisely

Participation in the IWWA Annual Convention 2022

January 8th & 9th, 2022, Lucknow

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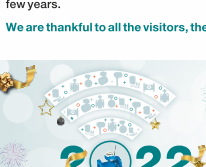
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We recently participated in the 54th Annual Convention and Exhibition of the Indian Water Works Association (IWWA), which was organised at Lucknow on 8th & 9th January, 2022. Established in India in the year 1968, IWWA is a voluntary organisation of professionals concerned with water and waste water.

Our ace products, such as Electromagnetic Flowmeter MagFlow 6410, Ultrasonic Flowmeter UFM 6740 and Domestic Water Meter DWM, were on display at the exhibition. Several leading professionals and officials from renowned organisations visited our booth and appreciated our products and projects. They also praised our rapid growth in the last few years.

We are thankful to all the visitors, the IWWA team and the organisers for their support!



Team Adept wishes you a **Happy New Year**

Industry 4.0 & IoT Compatible Flow Instrumentation Solutions

Write to us for more information, and to let us know how we can serve you better.

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