



From the desk of the Managing Director



Dear Readers,

I am glad to share this 15th issue of Adept@Work as we **complete 40 years of our journey**. I express my sincere gratitude to all our customers and suppliers for partnering with us and look forward to our continued association in the coming years.

In this issue, you will read about the interesting journey of Adept and how our focus on innovation and indigenisation helped us to remain at the forefront of technology, which culminated into the production of superior Flowmeters that are **'Made in India. Made for the world.'**

Coincidentally, the world's trust in India's technological prowess is further reiterated by the recent success of the **Chandrayaan-3 mission**. Adept being a firm advocate of India's competence in advanced technology, is **proud of the success** of the Chandrayaan-3 mission and congratulates the ISRO team members and the companies who have directly or indirectly contributed to this great achievement.

As a testimony to the superiority of our indigenous technology, in the previous year, we won several prestigious **orders worth a few hundred million rupees** in the face of fierce competition with multinational companies. With this, we could achieve a record growth in our turnover during the previous year. The large orders also bolstered our confidence to approach the world market more aggressively.

Although we are growing by leaps and bounds, we are **not losing sight of our customers**. To ensure a robust backbone for Customer Support, **'Salesforce'** CRM has been made operational after extensive trials. I am sure you will now experience an enhanced level of service from our sales and service teams.

I hope you enjoy reading this issue and let me know your views on the various topics!

Sincerely yours,

Vinayak Gadre
Managing Director



Adept@-work

Issue 15: SEPT. 2023

In line with the future. Precisely



2023! Adept completes 40 years of its existence as a private limited company in Flow Instrumentation solutions.

THE CELEBRATION

Adept celebrated its 40th Foundation Day on 10th August, 2023 with all the team members. The grand event started off with the lamp lighting ceremony at the hands of our Directors Mrs. Padmaja Gadre and Vinayak Gadre. The Executive Director Kamal Acharya spoke about the importance of the occasion in his short speech. Mrs. Padmaja Gadre took the audience through the memory lane. She talked about the **quality culture** of the company and thanked the people contributing to the journey of Adept. Finally, Vinayak Gadre informed the audience about the history of Adept and enlightened them about the company's future in the new India.

THE JOURNEY

Adept is a family-owned business, founded by Krishnaji Gadre in the early 1950s and is presently managed by the third generation of the Gadre family, Vinayak Gadre.

A small workshop started in a room of one of the *wadas* of old Pune city by Krishnaji Gadre for manufacturing Laboratory Instruments, has today grown into a multi-million rupee business commanding leadership in Flow Instrumentation. Today, Adept exports its products to 25 countries.

Adept was born after Independence, out of the conviction to develop indigenous technology and create employment and they remain the fundamentals of our business even today.



Being a family-owned business, Adept has its own advantages. The company has a **strong emphasis on Design & Development**. It is never under pressure from investors for financial performance and hence can liberally invest in technology upgradation and innovation. Also, the company has **stable long-term policies** that remain unaffected due to changes in the management. The company's **technological progress, award-winning products** and robust growth in all these years is attributed to this. It is a long journey of nearly 70 years, which has been captured succinctly in our recently published coffee table book, which you can read during your visit to our office.

Adept became a private limited company in the year 1983 and completes 40 years of its glorious journey in the year 2023. On this occasion, **we reiterate our commitment to ourselves and to the world** – the commitment to **'KEEP FLOWING'** with new ideas, innovations and tech-enabled solutions that will empower industries, organisations and the society to exercise precision control on water flow measurement so that its usage can be controlled and water can be conserved for future generations.



In line with the future. Precisely

Adept@-work

Issue 15: SEPT. 2023

Crossing a new milestone. Achieving the highest-ever turnover.



Adept has reached a remarkable milestone in its journey by achieving a record turnover in the year 2022-23. The achievement demonstrates Adept's potential for sustained success in the future. As the company continues to build on this success, we can look forward to even greater accomplishments and the further expansion of our market presence.

Adept@-work

Issue 15: SEPT. 2023

In line with the future. Precisely

'Salesforce' goes live for the Sales Module



Adept has always focused its efforts on enhancing the Customer Experience. Recently, we have achieved a significant milestone in this direction by **successfully implementing 'Salesforce', the world's leading CRM SaaS for Sales & Marketing**.

With Salesforce being integrated into our operations, we are empowered to re-engineer our Sales and Service processes, leading to a **remarkable improvement in the overall Customer Experience** delivery. This step marks a major stride forward in our commitment to meeting and exceeding customer expectations.

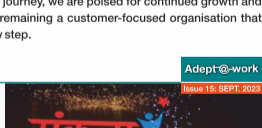
Salesforce's powerful capabilities will enable our teams to better understand customer needs, streamline interactions, and promptly deliver personalised solutions. By harnessing the potential of this cutting-edge CRM system, we are confident that Adept will achieve greater operational efficiency and deliver unmatched customer support. With Salesforce as our trusted partner in this journey, we are poised for continued growth and success, affirming our commitment to remaining a customer-focused organisation that exceeds customer expectations at every step.

In line with the future. Precisely

Adept@-work

Issue 15: SEPT. 2023

Adept's Annual Day and Awards Ceremony



Adept celebrated its Annual Day in May 2023. On this special occasion, all the team members and their families came together with great enthusiasm to celebrate the event. The major highlight of the day was the **Awards Ceremony** where outstanding performers were honoured for their exceptional contribution during the year.

Adding to the charm of the event was the young talent from Adept's workforce who entertained the audience with mesmerising stage performances. The Annual Day celebration served as a testimony to **Adept's vibrant company culture**, where team members are encouraged to shine both professionally and personally.



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

Adept Fluidyne Pvt. Ltd., Corporate Office: Plot 4, S. No. 17/1-B, Kothrud Ind. Estate, Kothrud, Pune 411 038 INDIA

+91 20 2546 4551 / 2543 1474 | digital@adeptfluidyne.com | www.AdeptFluidyne.com

All names, logos and monograms used in this newsletter are registered trademarks of respective companies/organisations.

To unsubscribe, click here or write to us at: digital@adeptfluidyne.com