We make sure YOU win
Joy Aloor, Fox Solutions

Hemant Naik – Head Sales
As a customer what do I really look for?
These are a few of my favorite things!

World Class Product
Great Execution Capability
Right Price
Service Availability around the corner. Last mile connectivity.

**SIEMENS** innovated and built this unique capability with System Houses & Solution Partners.

FOX is one of the biggest System Houses of Siemens.
FOX has a Proven Track Record >800 Projects.
Certified Specialist Solution Partner.
Safety Certified engineers - Inhouse
Geographical Spread and size.
The right price

Siemens is a Technology leader with strong domain knowledge and trusted worldwide since 150 yrs.
Siemens has been committed to India since over 100 yrs.

Since 1995
20th Yr.
FOX has executed over 100 projects using PCS7.

Projects are of various sizes and in a variety of domains.
Vision:
“Growing FOX into global, world class, highly respected, enterprise”
<table>
<thead>
<tr>
<th>Designation</th>
<th>Name</th>
<th>Experience</th>
<th>Past experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Mr. J.K. Verma</td>
<td>38 yrs</td>
<td>Siemens (35yrs)</td>
</tr>
<tr>
<td>Director B.D.</td>
<td>Shashank Betharia</td>
<td>29 yrs</td>
<td>Siemens (10yrs)</td>
</tr>
<tr>
<td>Director Operations</td>
<td>Joy Aloor</td>
<td>28 yrs</td>
<td>Siemens (10yrs)</td>
</tr>
<tr>
<td>CFO</td>
<td>Sachin Ware</td>
<td>18 yrs</td>
<td></td>
</tr>
<tr>
<td>Sr. VP - International &amp; PES</td>
<td>E.D. Srikanth</td>
<td>19 yrs</td>
<td>Siemens (15yrs)</td>
</tr>
<tr>
<td>VP Corporate Mktg.</td>
<td>Dipak Ganguly</td>
<td>34 yrs</td>
<td>Siemens (32yrs)</td>
</tr>
<tr>
<td>AVP IA Sales (India)</td>
<td>Hemant Naik</td>
<td>28 yrs</td>
<td>Siemens (14yrs)</td>
</tr>
<tr>
<td>GM Engineering</td>
<td>Kailash Dhamne</td>
<td>17 yrs</td>
<td></td>
</tr>
<tr>
<td>GM Large Projects</td>
<td>Kishor Londhe</td>
<td>16 yrs</td>
<td></td>
</tr>
<tr>
<td>GM Pre-Sales</td>
<td>Shirish Joglekar</td>
<td>18 yrs</td>
<td></td>
</tr>
<tr>
<td>GM SW- E &amp; C</td>
<td>Sachin Deshmukh</td>
<td>14 yrs</td>
<td></td>
</tr>
<tr>
<td>GM IT</td>
<td>Pranita Desai</td>
<td>12 yrs</td>
<td></td>
</tr>
<tr>
<td>GM BHS</td>
<td>Pradeep Aher</td>
<td>13 yrs</td>
<td></td>
</tr>
</tbody>
</table>
Since 1995. Now in our 20th Year.
One of the biggest System Houses in India.
Professionally led team of over 400 engineers.
Strong Geographical spread in India & abroad.
Strong references - More than 500 big projects.
International Quality. 30% revenues are exports.
Committed senior team - Since 1995.
Highly process driven organization.

INR 141 Cr
Domain Expertise

- Ash Handling
- Boilers
- Burner Management
- Cement
- Chemicals
- Emergency Shutdown Systems
- Food & Beverage
- Material Handling
- Oil & Gas
- Paper
- Pharma
- Polyfilms
- Power Transmission
- Steel & Metals
- Water Treatment
Turnkey: Engineering, Cabinets & Field materials, Installation & Commissioning.
Software, Commissioning & Service.
<table>
<thead>
<tr>
<th>Domains</th>
<th>Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport BHS</td>
<td>Vanderlande, Siemens, Alstef.</td>
</tr>
<tr>
<td>Automobiles</td>
<td>Comau, GM, Ford, M&amp;M, Bosch, Tata Motors, Volkswagen</td>
</tr>
<tr>
<td>Cement</td>
<td>IndoCement (Indonesia), Prism Cement, Penden Cement, Sharjah Cement.</td>
</tr>
<tr>
<td>Chemicals</td>
<td>Himadri Chemicals, Asian Paints, KBK, BASF.</td>
</tr>
<tr>
<td>Dairy</td>
<td>Dynamix, Mother Dairy, Parag, Dumex.</td>
</tr>
<tr>
<td>F &amp; B</td>
<td>Mondelez (Cadbury), Pepsi, Unilever, Coca-Cola, SAB Miller</td>
</tr>
<tr>
<td>Oil &amp; Gas</td>
<td>Boustead – Singapore, British Gas, Oman Refineries, ONGC, HPCL, CCED</td>
</tr>
<tr>
<td>Pharma</td>
<td>Reliance Life, VB Medicare, Glaxo, Dr. Reddy's Lab, Wockhardt.</td>
</tr>
<tr>
<td>Power</td>
<td>Patnaik Steel, JBF, Kirloskar, Tata Power</td>
</tr>
<tr>
<td>Steel &amp; Steel Process</td>
<td>Jindal Steel, Bhillai Steel, Tata Metalik, Danieli, SMS Meer, Five Steins.</td>
</tr>
<tr>
<td>Water Treatment</td>
<td>United Utilities (UK), Ion Exchange, North Doha.</td>
</tr>
</tbody>
</table>
## Projects: Values

<table>
<thead>
<tr>
<th>Client</th>
<th>End Client</th>
<th>Project</th>
<th>INR (Cr.) Approx.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tata Metallics</td>
<td>Tata Metallics</td>
<td>Stoves Automation</td>
<td>0.87</td>
</tr>
<tr>
<td>Cadbury</td>
<td>Cadbury(Induri)</td>
<td>Various process upgrade projects in chocolate plant</td>
<td>2.5</td>
</tr>
<tr>
<td>Shapoorji Pallonji</td>
<td>Bhilai Steel</td>
<td>Material Handling system</td>
<td>3.5</td>
</tr>
<tr>
<td>SMS Concast</td>
<td>JSPL Pathrathu</td>
<td>Billet Caster</td>
<td>2.0</td>
</tr>
<tr>
<td>FEST-AG (Germany)</td>
<td>United Steel Bahrain</td>
<td>Rolling Mill Automation</td>
<td>2.9</td>
</tr>
<tr>
<td>Akzo Nobel</td>
<td>Akzo Nobel</td>
<td>Turnkey Instrumentation &amp; Automation</td>
<td>1.8</td>
</tr>
<tr>
<td>Vanderlande Industries</td>
<td>Oman – Muscat &amp; Salalah</td>
<td>Turnkey electrical of Airport Baggage Handling System</td>
<td>24.0</td>
</tr>
<tr>
<td>Neelanchal Ispat</td>
<td>Neelanchal Ispat</td>
<td>Migration &amp; Upgrade of Coke Oven</td>
<td>0.9</td>
</tr>
<tr>
<td>CCED-CCC</td>
<td>Oman-Muscat</td>
<td>Oil production</td>
<td>2.5</td>
</tr>
</tbody>
</table>
**Domains** | **Clients**
--- | ---
Boilers | Hari Machines, Bengal Energy, Sakamboru Ispat
Cement | Prism Cement, Meghalaya Cement, CIMA Bahau (Malaysia), KJS Cement, Birla White
Chemicals | Asian Paints, BASF, Dr. Beck, Paradeep Phosphates, Pidilite, Fuji Dyes, GMR, Himadri, Tantia Agro, UDHE, Sriram Ind Kota, KBK Chem, Dharni Sugar,
Dairy | Dynamix, Dumex, Parag, Mother Dairy, Banas, Mahanand, Vasudhara
F&B | Cadbury, Rohtak Sugar, Unilever
Metals | JSPL(FivesStein), RSP, United Steel Bahrain, Neelanchal Ispat, Jindal, Tata, Patnaik, Rashmi Metaliks, Bhilai Steel (Shapoorji Pallonji)
<table>
<thead>
<tr>
<th>Domains</th>
<th>Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil &amp; Gas</td>
<td>CCED Oman, TSJOC Vietnam, ONGC,</td>
</tr>
<tr>
<td>Paper</td>
<td>JK Paper, DevPriya (Voith), ITC, Ruby Macons, Delta Paper</td>
</tr>
<tr>
<td>Pharma</td>
<td>Dr. Reddy’s, VB Medicare, Reliance Life Sciences, Teva, Laurus Labs, DSP Tarang, Dishman Pharma, Jubilant, Ranbaxy</td>
</tr>
<tr>
<td>Power</td>
<td>Gagan Ferrotech, Rohtak Sugar, KOC (Kuwait)</td>
</tr>
<tr>
<td>Utilities</td>
<td>Linde, BOC Bangladesh, JVSL Bellari, POSCO (INOX)</td>
</tr>
<tr>
<td>Water</td>
<td>Kindasa Water(Saudi), H&amp;B(Pune)</td>
</tr>
</tbody>
</table>
Neelanchal Ispat Nigam Ltd.
Jajpur, Odisha

Coke Oven Plant

Special Appreciation conveyed by client for the fast and timely job carried out with minimal shutdown.

PCS7 makes such fast and accurate implementation possible!
Neelanchal Ispat Nigam Ltd. Jajpur, Odisha

System Architecture

CDC1 : AS416+414
CDC2 : AS416+414
CDC3 : AS416+414
Utility : AS416
# PCS7 – Neelanchal Ispat

<table>
<thead>
<tr>
<th><strong>DOMAIN</strong></th>
<th>Steel</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Manager</strong></td>
<td>Shrikrishna Kshirsagar</td>
</tr>
<tr>
<td><strong>Project</strong></td>
<td>PCS7 Upgradation for Coke Oven Plant</td>
</tr>
<tr>
<td><strong>Sales Order Number</strong></td>
<td>FSL/1314/BUB/OR013</td>
</tr>
<tr>
<td><strong>Work Order Number</strong></td>
<td>FOX/1314/WOR/OR352</td>
</tr>
<tr>
<td><strong>Client</strong></td>
<td>Neelanchal Ispat Nigam Ltd, Jajpur</td>
</tr>
</tbody>
</table>
| **Project Highlight** | The PCS7 V4.0 is upgraded to PCS7 V8.0  
Major software functionality upgrade  
Limited shut down.  
Received special Appreciation from customer. |
| **No. Of Engineers** | 3 Engineers |
To Whomsoever it May Concern,


Contract Title: “Siemens PCS7 V4.0 to V8.0 SP1 Migration of Coke Oven Plant” NINL at DUBURL.

We would like to appreciate Mr. FOX Solutions for Prompt Services during entire execution of NINL migration project. They were there for every step of project with us to ensure things will run smoothly.

Moreover they have Technical competent Engineers with good quality of leadership, excellent attitude towards the work and fulfill project requirements with all positive efforts.

Thanks for their services and wishing them all the best.

Person’s name: Mr. K.L. Ganjir
Designation: Sr. Manager (E&I) CO & B PP
Company Name: NINL
Address: PO - Kataga Nagar Industrial Complex
Debal
Bhubaneswar, Odisha, India
P.O. No: 7358026
Tel: 06726 264003, 264007
Fax: 06726 264009
Mobile: +91943768403
Email: Gajjar_KL@pinlon.co in

Date: 07.10.2013

NeELANCHAL ISPAT NIGAM LIMITED
Kalinga Nagar Industrial Complex, DUBL - 752029, ODISHA, INDIA
Phone: 06726 264003, 264007, 264008 Fax: 06726 264010
Web Site: www.neel.in

PROJECT CLOSING CERTIFICATE

CLIENT: NINL Jajpur, Orissa.
SYSTEM: PCS7 V8.0 SP1
PLANT: COKE OVEN PLANT
PROJECT: PCS7 Upgradation from PCS7 V4.0 to PCS7 V8.0 of Coke Oven Plant

THIS IS TO CERTIFY THAT ORDER NO. NINL/C6/AS/CO/SPR/835/847/PO-13140039 HAS BEEN EXECUTED COMPLETELY IN ALL ASPECTS.

THERE IS NO SHORTCOMING IN RESPECT OF SUPPLY OF MATERIAL AS PER THE SCOPE OF MATERIAL IN THE ABOVE PURCHASE ORDER.

THE COMPLETE DOCUMENTATION (HARD COPY FORMAT) HAS BEEN HANDED OVER AND THE SOFTWARE HAS BEEN SUCCESSFULLY DEMONSTRATED TO NINL, Bhubaneswar.

THE SYSTEM HAS ALSO BEEN SUCCESSFULLY COMMISSIONED AND HANDED OVER TO MS NINL, Bhubaneswar. ALL THE PENDING POINTS WILL BE RESOLVED BY NINL, Bhubaneswar.

The working of the System has been completely cleared:

FOX

Date: 05.07.15
Signed by: K.L. Ganjir
Debal - 752029, Odisha

PCS7 – Neelanchal Ispat
PCS7 – Neelanchal Ispat
PCS7 – Neelanchal Ispat
PCS7 – Neelanchal Ispat
PCS7 – Neelanchal Ispat

NEELACHAL ISPAT NIGAM LIMITED
Kalinga Nagar Industrial Complex, Duburi - 755028, ODISHA, INDIA
Phone: (06722) 264001, 264003, 264007, 264008 Fax: (06722) 264009, 264010
Web Site: www.ninl.in

Date: 07.10.2013

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Person’s name: Mr. K.L. Gangir
Designation: Sr. Manager (Elect.) CO & BPP
Company Name: NINL
Address: PO: Kalinga Nagar Industrial Complex
Duburi.
Dist: Jagpur, Odisha, India.
Pin No: 755028
Tel: 06722 264001, 264007
Fax: 06722 264009
Mobile: 91943876405
Email: Gangir_kl@yahoo.co.in
LV Distribution system & VVVVF for CCM 1 & 2 – JSPL Patratu

Testimonials

LV Distribution system & VVVVF for CCM 1 & 2 – JSPL Patratu

PCS7 & SCADA for 15MW Captive Power Plant

**LV Distribution system & VVVVF for CCM 1 & 2 – JSPL Patratu**

**Testimonials**

**PCS7 & SCADA for 15MW Captive Power Plant**
Vendor of the Year
Tata Metallics - Kharagpur
Team

300 Software & Commissioning

400 Competent Engineers
5 Project Managers

50 Sales

50 HW Engg. & Mfg.
55 Installation
IMS process flows - followed meticulously.

Project management starts with Project Scheduling before taking an order.

Identified PM & project team with members from necessary functions.

Quantified lead times for all activities documented and followed. This leads to high delivery reliability.

Transparent schedule & progress tracking.

Appropriate risk identification and mitigation.

Appropriate knowledge level maintained by continuous training mechanisms.

Learning and Improvements are a continuous process.
Capacity of more than 200 panels simultaneously on shop floor.

Control cabinets, control desks, junction boxes, SS panels, flame-proof enclosures and pneumatic panels.

Self CE Certified.

IMS certified manufacturing.
Panel Manufacturing

Nashik

Dubai

Baddi
Special Purpose Machines (SPM)

Automatic Guided Vehicle

MCB testing line
## Automation IT

**FOX-MES**

**FOX-EMS**

**FOX-CAMMS**

**FOX-Warehouse Management System**

**FOX-iAGV**

### Traceability Solutions

### FOX-Generation Management Center

<table>
<thead>
<tr>
<th>End Client</th>
<th>Client</th>
<th>Scope</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enfidha International Airport - Tunisia</td>
<td>Vanderlande Industries</td>
<td><strong>FOX-SAC</strong>: Sortation Allocation Computer (SAC) &amp; Baggage Information Transfer System (SITB). <em>Mission critical 24/7 application running since 2009.</em></td>
</tr>
<tr>
<td>Dubai International Airport Terminal 3</td>
<td>Siemens - Dubai</td>
<td><strong>FOX-EMS</strong>: Power Monitoring System.</td>
</tr>
<tr>
<td>Johndeere - Pune</td>
<td>Johndeere</td>
<td><strong>FOX-MES</strong>: Manufacturing Execution System in vehicle factory.</td>
</tr>
<tr>
<td>HPCL</td>
<td>IBM</td>
<td><strong>RFID</strong> based, end-to-end closed loop, gas cylinder tracking system.</td>
</tr>
<tr>
<td>Fonroche &amp; Mahindra</td>
<td>M EPC</td>
<td>Solar SCADA. (5MW, 10 MW, 15MW, 20MW).</td>
</tr>
</tbody>
</table>
Plant Engineering Services (PES)

Auto CAD
PDS/PDMS
Solid Works

Solid Edge
Microstation
E-Plan
Human Resources

Fun-loving work place with professional standing.
Emphasis on Training & Motivation
1. Open Door Policy
2. Open Incentive Scheme
3. Good Ambience & Infrastructure
4. Strong emphasis and investment on training.

Our attrition rate is lower !!!!!
Industry ITES : 15 – 30 %
FOX : 8%
FOX – Complete Solutions

siemens.com/answers
Thank You