



# **SME - Empowering India Awards**

**Technogreen Air-Conditioning Private Limited**  
***Business Excellence Insights***

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# 1 Company Profile

*“ We are a leading HVAC solutions provider ensuring delivery beyond the Design Brief and committed to delivering Environment-friendly, Energy-efficient, and Optimally Engineered solutions.”*

# Technogreen Airconditioning Private Limited

A Premier Customer Centric,  
Technological HVAC  
Organization



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[Chennai](#)

[Coimbatore](#)

[Hyderabad](#)

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[Pune](#)







We are a Fast-Growing, Customer Focused Premier Technological Organization in the field of HVAC.

At Technogreen, we aim at providing a Greener, Cooler and Healthier Environment for our Clientele.

Since inception, we have successfully executed Multiple Projects across Industries, across Cities in Varied Segments.

The team has an Integrated approach to client solutions which ensures Delivery Beyond the Design brief. It has Value Chain from Acquisition – Design-Execution - After Sales Service, embedded in a manner to own the clients and provide solutions in an Environment friendly, Energy efficient and Optimally Engineered manner



## Fast Paced Organization

Technogreen is one of the few engineering companies growing faster than industry growth, posting more than 30% CAGR over last few years.



## Domain Expert

We are one of the respected players in the HVAC space where Clients/ Allied Partners seek inputs for Engineering Development.



## Trusted Partner

Environmentally Conscientious, Energetic & Accountable Workplace Culture driven by Ethics and Integrity makes us the most Trusted Partner to work with.

# Our Vision, Mission and Values



## VISION

To be Premium Solution provider in the field of HVAC



## MISSION

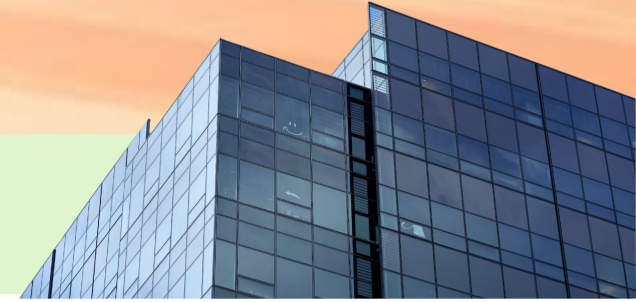
To be a growth oriented, profitable and sustainable Organization, providing enjoyable employee experience, resulting in “Customer Delight” through Quality products and Services marketed by the company, ensuring healthy returns to all stake holders, including society.



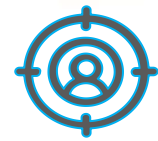
## VALUES

Our solutions will be characterized by responsibility & responsiveness. We shall conduct our business with courtesy & professionalism.

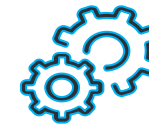
# Our Commitment



*Technogreen team lives the Mission statement of the company. It is preached and practiced to be the Way of life in Technogreen.*



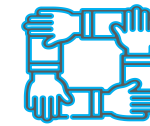
Customer Centric Value chain



Process oriented, Systematic execution guided by Standard Operating Procedures [SOP]



Energy efficient optimal HVAC Design with In-depth Product Knowledge



A Collaborative & Seamless Engagement across all Delivery touch-points



Environmentally Conscientious in our commitments



We are committed to our Employees well-being and safety leading to a motivated workforce.



Delivering Value for Money



Values-Based Organization driven by Ethics & Integrity in all our Client and Stakeholder engagements



Speed of Deliverables with Quality Implementation aligning to the agreed Design Philosophy



Focused towards Sustainable Deliverables – *We are committed to using energy efficient and eco-friendly products in our projects. We make conscious efforts to replace aged units with sustainable options during their life cycle*



# Technogreen – The Differentiator



## One Stop Solution

Comprehensive Integrated Engineering Solutions including Design, Development, Project Execution, In-Warranty Support & Post Warranty AMC Services.



## Domain Experts

Since inception, we have delivered >1K projects covering > 5 Million Sq. Ft. floor area and serving > 350 reputed brands



## QCT Focused Projects Execution

Structured and SOP guided Project execution focused on quality implementation, being cost effective and delivering within committed timelines.



## Market Equity

We are trusted strongly by our Clients, IDEACS, Vendors and Contractors resulting in unrelenting relationship



## Services – The Enabler

24/7 support, Dedicated Workforce, On Call Services & Troubleshooting, Customized Preventive Maintenance Services ably supported and tracked by ERP



## Trusted Organization

We are committed to our Environment, Employees and Ethics. Our Awards & Recognitions are testimonials of our Commitment. Our CSR contributions are on par with industry standards



## Deliver to Standards

Our Team is fully capable, adept and adaptable to deliver projects as per Client defined Standards. We have proven record of delivering prestigious projects as per LEED and IGBC standards.





# Technogreen – The Differentiator

## Environment

**E**

Abiding to our Strong  
Philosophy

Forest Creation Drive

Prioritizing Energy Efficiency  
and Sustainability in all our  
Projects - replacing outdated  
units with Eco-friendly options  
throughout their life cycle.

*Nurturing the Nature*

## Social

**S**

Employee Safety & Welfare –  
*Family Insurance Coverage*

Team Building

Trainings – Managerial;  
Technical; Safety.

Annual Get-Togethers

Community Giving

*Energetic & Accountable  
Workplace Culture*

## Governance

**G**

Ethical Business Practices

Audits – Internal / External

SOP – Process Governing  
Framework

Monthly Review Meetings

Agility Meetings

*100% Statutory Compliant*

# Markets We Cater

We recognize the paramount significance of a dependable cooling system. Through the Leadership of our experienced Board and Chairman, as well as the dedication of our team, we have established a track record of delivering top-notch service to a diverse range of clients as highlighted. This has cemented our position as the most trustworthy player in the market. Our unparalleled expertise sets us apart from our competitors, and allows us to consistently provide the utmost quality of service.





# Our Clients

## Wall of FAME | Serving > 350 Brands

		 <p>Invented for life</p>			 <p>Mercedes-Benz</p>			
	 <p>Building Positive Experiences</p>		 <p>a Novartis company</p>	 <p>• mobility by nature •</p>		 <p>LIVE SMARTER</p>		 <p>Independent Distributor</p>
								
	 <p>Transformation Happens Here</p>							 <p>Building a better working world</p>
			 <p>Silicon to Software</p>					
								



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## QUALITY POLICY

- ✓ We are committed to ensure **Quality** across all our processes, interfaces and delivery points - in both core and support processes to keep Technogreen at the top of the industry standards.
- ✓ We aim for '**Consistent Execution Quality**' through quality materials, trained manpower, standardized installation procedures, higher manpower productivity, procedural check lists and ultimately through structured internal training programs

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## EHS POLICY

Our EHS Policy emphasis on environment, Health & Safety through a structured approach and a well defined organization.

- ✓ We promote energy efficient products and energy saving solutions.
  - ✓ We use, Environment and people friendly materials.
  - ✓ We ensure safe installation procedures and mandate safety gears for our manpower at execution points. In our delivery model, Project Manager is responsible for the EHS at the delivery point and he is enabled by External training programs and active support from top Management, in fulfilling his EHS related commitments
-



## 2 Business Achievements

*“Technogreen strongly propounds ‘India First’ Policy. It leverages every opportunity to be vocal for local and prides to be a Build organization with 70% employment created for Tier 2/3 cities”*

**Strong  
Philosophy**



<b>Company Name</b>	<b>Technogreen Airconditioning Private Limited ®</b>
<b>Established Date</b>	<b>2018</b>
<b>Type of Industry</b>	<b>Integrated HVAC Solutions &amp; Services</b>
<b>Annual Sales</b>	<b>INR 200CR</b>
<b>No. of Employees</b>	<b>Direct 175 Indirect 400</b>
<b>Geographies Supported</b>	<b>South &amp; West of India</b>

	<b>&gt;50L SQ.FT Floor Area Air-Conditioned</b>		<b>&gt;350 Brands Served South &amp; West of India</b>		<b>About &gt; 10K TR -- Successful installation maintained</b>
	<b>&gt;1000 Successful Projects executed from Inception</b>		<b>6 Prestigious Industry Recognitions &amp; several Client Accolades</b>		<b>Atmanirbharta - Expanded to 2 new cities &amp; 25% HC growth Y/Y</b>
	<b>Advisory Board with 200+ years of combined industry experience</b>		<b>&gt; 30% CAGR Y/Y</b>		





### 3 **Operational Excellence**

*“Our passion & commitment towards building a culture of result orientation & superior consumer experience has always kept us one notch above.”*

# Key Levers

## Sales & Design

- > • Cater to every business segment with ease across India
- Fully equipped to handle customer-supplied designs with value additions
- Execute any high end, end-to-end design and build approach leveraging Technogreen's expertise.

01

## Services

- > • Trained & dedicated Services Work-force to support all Breakdown and PM Services
- ERP monitored ticketing process

02

## People Focus

- > • Strong alignment to Company Culture - "The Technogreen Way"
- Merit based Growth Path and Reward System
- Training & Coaching - Enabling Educate, Empower, and Excel growth path
- Employee centric events
- Employees inclusive CSR initiatives.,

03

## Project Execution

- > • Structured & SOP-guided implementation
- Highly Focused on Quality, Cost-effectiveness, and Timeliness

04

## Governance

- > • Monthly reviews - enabling self-analysis with corrective actions aiding performance
- Weekly reporting - Track Project progress and financial health
- Agility Meetings - Intra cross-team collaboration focusing on enabling the business, empowering the employees and enhancing customer experience
- Quarterly Board Review and Strategy review session

05

## Customisable ERPs

- > • Order-2-Cash, Purchase-2-Payment and Warranty& PM services - ably monitored and tracked using ERPs supporting our scalability and efficiency

06



## 4 Growth Strategies

*“Our Business Strategy is focused around our clients receiving top-notch services that meet their unique needs and preferences.”*



# Company History - Journey So Far



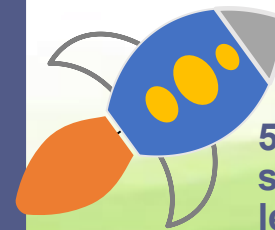
Technogreen Airconditioning Private Limited [TGAPL] is a passionate outcome of a first-generation entrepreneur's vision of building a Values-based Organization in the HVAC domain that can be a platform for achieving the dreams of all our stakeholders viz., customers, employees, partners, vendors, etc., thereby making an impact on the community and country as a whole.

Our Founder & Chairman, D. Lakshmi Narasimha (fondly known as DLN) had an exhilarating startup journey for 5 years before TGAPL was officially formed in the year 2018 with its Operations in Bangalore, Hyderabad and Mumbai with a dedicated team of 135 employees.

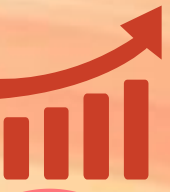
Thanks to our customers and stakeholders' support, our technical expertise in HVAC, reliability, ability to deliver quality work, and values and integrity, we have grown significantly under DLN's leadership.

We have laid a strong foundation for our future growth path, and we take pride in supporting 350+ brands. We have enriched experience of executing >5 million square feet floor area, with a strong presence in six cities across India. Today, we have a capable team of 225+ employees and can execute projects nationwide. Our dedication to excellence and reliable delivery of our promises have propelled us to consistently grow at a CAGR of over 30 %, faster than the marketplace. We are excited about what the future holds and positioning ourselves for continued success and expansion.

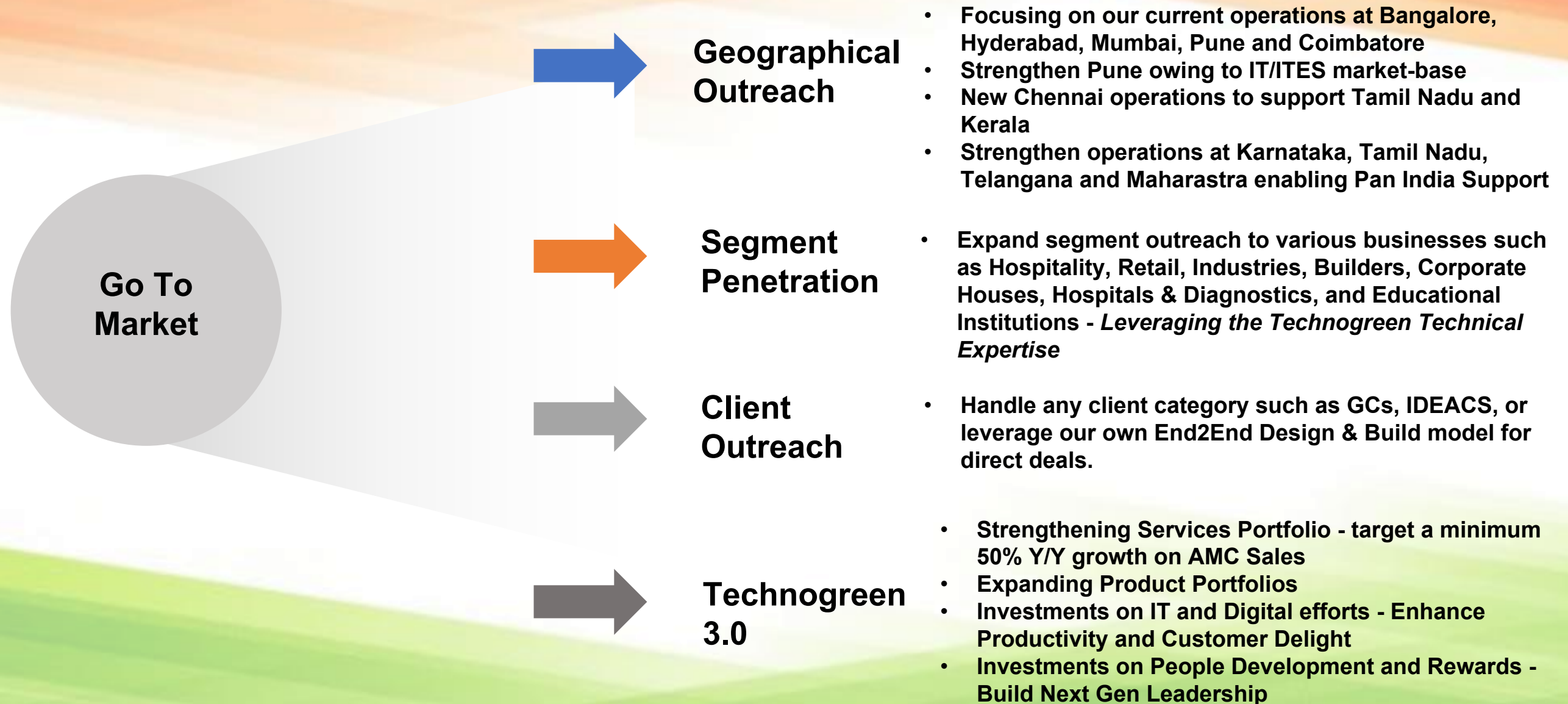
DLN has an impressive academic background, having completed his Graduate studies in Mechanical Engineering and an MBA in Marketing. He also underwent executive training from IIM-A, which is a well-known institute in India. DLN started his career as a Graduate Engineering Trainee with Blue Star Ltd. and worked his way up to the position of General Manager for the Western & Southern region operations of the company. With over 25 years of experience in Sales, Service, and Operations, DLN has served in various capacities in the industry. He holds Directorship of companies that have consistently delivered Quality, Client Satisfaction, and Growth and Profitability for close to a decade in the field of HVAC Engineering Solutions.



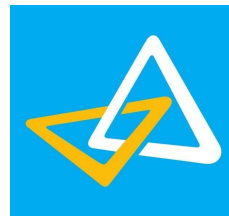
**5 years of exhilarating startup journey – immense lesson's learnt enabling us to lay a strong foundation for future**



# Future Business Strategy



# Our Business Enablers



Canara Bank



Solution  
Enterprise



The Process  
Passionates



ShravankumarandCo





## 5 Branding and Marketing

*“Technogreen as an organization has several initiatives in branding and marketing which has not only impacted us positively but has helped us stay connected to our Social commitments.”*

# Our Initiatives

## Accredited Forums Engagement

- Technogreen is an active Participant, Sponsor and Knowledge Partners for forums like CREDTECH and ISHRAE both at Mumbai and Bangalore - These are the platforms of intersection of Knowledge and Innovation and also Knowledge Apex of HVAC business.
- These forums has an all-round business development opportunities while enriching the latest in our field

## Strategic Partnerships

- Our strategic alliances with HVAC Consulting firm in West has helped us penetrate into Western India markets effectively.
- Alliance with HVAC manufacturer has helped our customers with quality products

## Build Organization

- Technogreen Prides itself on being a "Build" people organization with ~70% of its active workforce coming from Tier 2 & 3 cities.
- We invest in developing our employees and promoting them to higher positions.
- Our front line leaders embrace our philosophy, "The Technogreen Way". We value our employees as brand advocates who often refer their friends and family to work with us.



## Academic Events Sponsorship

- We have partnered and sponsored a Business Marathon event for a most prestigious Engineering institute in Bangalore where real-world business problems are presented to students to present innovative solutions - A well received event at the student fraternity with a long term engagement with the institution

## Employees Learning & Development

- Empowering our employees to be our Brand via comprehensive Training programs -Leverage each customer touch-point and leave a positive impact with our customers

## CSR Initiatives

- Our CSR initiatives, deemed fulcrum to our company's existence, has helped our Brand Technogreen and makes us more complete as an organization.



## 6 **Technology Adoption & Innovative Solutions**

*“Innovation is a part of Technogreens DNA. Our IT initiatives are focused to enable our employees and delight our customers”*



## IT Initiatives

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- ✓ Modifying IT Infrastructure to **support remote work**
- ✓ **ERP for the Organization** – Implementation of ERP for Order to cash (O2C) and Purchase to Payment (P2P) process as helped in maximizing the productivity of Back Office and support to internal as well as external clientele has improved
- ✓ **Services ERP** – Implementation of ERP to the Service Department has improvement in better customer services, on time Preventive Maintenance Support, Proper escalation control, etc
- ✓ **eInitiatives** - Enabling e-Procurement, e-Invoicing etc.,
- ✓ **FY24 IT Road map** - Significant investments on Services Digital Reports, Digitally empowering on field technicians, HR and Payroll digital solutions etc.,

## Solutions enabling Business Continuity during Pandemic

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- ✓ Enabling **Remote Work Capabilities** for Back-office support
- ✓ **Bio-bubbles** created for on-site project and service delivery. Close stationing of core team members ensured work continuity with safety protocols despite restrictions
- ✓ **Retained contract manpower** with a focus on well-being, incentives, & advance payments.
- ✓ **Innovative products** like MERV Filters etc., enable quality air & wellness to all users

## Other Enablers

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- ✓ **Standard Operative Process** – SOP helped in automating and digitizing few of the process for better productivity
- ✓ **Agility Meetings** - Intra cross-team collaboration effectively focusing on enabling the business, empowering the employees and enhancing customer experience
- ✓ **Design Philosophy** - Environmentally responsible, Energy-efficient and Economically viable
- ✓ **Learning & Development** - Innovative and customized training modules across various cadres that enabled employee growth.
- ✓ **Rewards & Recognitions** - Par excellence merit-based reward system for employees and special recognition for partners
- ✓ **Customer Life-Cycle Management** with value technical upgradation inputs.





## 7 Awards and Accreditations

*“Our Awards & Recognitions are testimonials of our Commitment. Every Award - Industry recognition and Accolade received from our customers reminds us to be more accountable and provides us with the opportunity to do more.”*

# Awards & Recognition



**India's Leading Emerging Entrepreneur**



**International Achievers Award - Dubai**



**Active Participant and Sponsor of CREDTECH**



**Emerging SME of the Year Award**



**ISHRAE Employer Recognition Award**



**India SME 100 Awards**



## 8 **Corporate Social Responsibility (CSR)**

*“CSR is an integral part of TGAPL’s Mission commitment. Our CSR contributions are on par with industry standards.”*



## Environmental Sustainability

- Eco-friendly products and practices across our Project implementations
- Forest creation drive with Rashtrorathana Parishat

## Community Engagement

- Education - medical support for the needy through Shirdi Sansthan.
- The Hiring Policy focuses on Tier 2 / 3 cities.

## Employee Well-being

- Family Insurance Coverage
- Vaccination for all employees family /contractors during pandemic

## Philanthropic Initiatives

- **Education** - Contributing to Teachers' Salary / Students Scholarship for a rural Karnataka school,
- **Medical Support for Needy** - Equipment aids to Thalassaemia patients via Rashtrorathana





Namaste

We acknowledge with utmost gratitude and humility your generous donation for the PARV / Rashtrtthana Vidyalaya, Munganahalli, Bangalore, a Project of Rashtrtthana Parishat.

The soft copy of official receipt is attached with this email for your kind perusal. Your contribution will be utilized for the expenditure of the current financial year.

Your timely contribution to us is rewarding and we acknowledge with sincerity the sentiment accompanying the donation. Once again we take this opportunity to thank you and hope that our association continues for a long time.

Thanking you and looking forward for your continued support,

Yours sincerely,

Management, Teachers and Staff members

PARV / Rashtrtthana Vidyalaya, Munganahalli,



**Thank You**

