

Unique Source Point

COMPANY PROFILE

Sourcing Consulting Trading & more...



USP

Unique Source Point

Your remote local office

163, Sambandam Road (West), R.S.Puram,

Coimbatore, Pin: 641 002 INDIA

Tel: + 91 422 2555083 / 2542399 Fax: + 91 422 2543242

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Introduction

The Challenge

In the world of Engineering anything can be made. We have the consumers on one side who are in need of a range of products. On another side we have the manufacturers who have the product but are limited by geographical / linguistic / financial constraints as far as the market is concerned. All said and done, the biggest challenge in a business environment is still sourcing the right product most efficiently. Efficiency - in terms of quality, time, and cost. Letting the customers do their core business and bringing the products to their doorsteps is the need of the hour.

We at **USP**, do exactly this.

Our Solution

Ours is a dynamic organization located in Coimbatore, South India – the manufacturing hub for Engineering. Our primary business activity involves **to source, consult and trade Engineering products & to offer services** for international as well as domestic customers. We have the qualification and experience in Engineering and Management to bring out the best **techno-commercial** results. We maintain quality and equality for **products, standards, and delivery schedules**.

USP IS NOT A MANUFACTURER. USP is registered as a Trader / Merchant Exporter with emphasis in Engineering Components. Our activities can be categorized into the following:

- Acting as liaison office / buying office for clients to source from India.
- Acting as consultants for SME promoting organizations.
- Trading / Merchant exporting.

Firm details

1. Name of the firm : **Unique Source Point**
2. Office : 163, Sambandam Road (west),
R.S.Puram, Coimbatore
Pin: 641 002, India
www.industrialsourcepoint.com
3. Type of firm : Proprietorship
4. Contact person / Proprietor : **Mr. Jaychandar Srinivasan [Jay]**
Mobile (HP): + 91 98422 44137
E Mail: info@uspindia.com
5. Fields of activity : Sourcing / Liaison office
SME consulting
Merchant exporting industrial components.

Proprietor profile

- 1 A **Mechanical Engineer** with strong basics, knowledge and exposure in casting concepts, process control, quality assessment, and price estimation.
- 2 A **Maters Graduate** in **Business Administration** with experience in sourcing engineering components.
- 3 An **entrepreneur dealing in merchant exporting** / domestic trading of Engineering Components [Castings & Machined components].
- 4 International exposure in assisting companies for developing **Export Marketing Plan** and **auditing companies** to find the fit for European Exports.
- 5 Experience in coordinating **international seminars** and **manning European Exhibition stands**.

Activities of USP

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Our role as a Local source point / Liaison office

When an enquiry is received aiming for competitive supplies, it goes through various stages in different forms. With an attempt to address such differentials, USP offers stage by stage effective and efficient services. We can take care of the following activities:

- a. Feasibility Study & Short listing of potential suppliers
- b. Verification & qualifying vendors through audits
- c. Involvement in negotiating contracts / agreements
- d. Monitoring of development & sample approval
- e. Inspecting & reporting production stages & product quality
- f. Supplies, logistics and payment follow up
- g. Arranging vendor visits

Located in Coimbatore, one of the important industrial hubs in India, we have developed a healthy network of suppliers in the following fields:

- **Ductile / Grey Iron foundries & Steel foundries**
- **Aluminium casters & Precision machine shops**
- **Die and mould manufacturers (Commercial tool rooms)**
- **Domestic and industrial pump / motor manufacturers**
- **Gear box & Air filtration equipment manufacturers**

Our role as an SME Consultant

At USP, anything we do is with flair and joy. One of the most satisfying roles we can play is the consultant role for SME (Small and Medium Enterprises) in developing countries.

Many Western organizations formed with an intention to up lift SME s from developing countries need local consultants to contribute to their efforts. USP can play a very fitting role in such intentions. As a local consultant we can be involved in activities like

- a. Pre – selection of candidates
- b. Preparation of export audit
- c. Conducting & monitoring export audits
- d. Developing customized Export Marketing Plan
- e. Regular follow ups on Road Map implementation
- f. Event preparation like seminars and buyer-seller meet arrangements
- g. Contract based activities for specific assignments

As a well proven example, the following is one of our current major activities:

Unique Source Point is acting as a **Local Consultant** for the Dutch Government Organization **CBI** [**C**entre for **P**romotion of **I**mports from developing countries] www.cbi.nl for three of its Engineering programmes:

- a) Engineering Products** [Drives & Transmission, Pneumatics, Hydraulics, Tooling, Handling Equipments]
- b) Pipe and Process Related Equipment** [Pumps, Valves, Tubes, Fittings, Heat Exchangers, Pressure Vessels]
- c) Castings, Forgings & Subcontracting** [Foundries, Forge shops, Machine shops, Sheet metal processing, Assemblies]

Trading / Merchant Exporting

We are a registered trading company from India, with all the due export licenses. USP is a member of Engineering Export Promotion Council (EEPC), India. We specialize in development and supplies of Castings and Machined components in:

1. Ferrous Castings

a. Steel

- i. Stainless Steel – all grades
- ii. WCB – Plain Carbon Steel
- iii. Special Alloys

b. Cast Iron

- i. Grey Iron – all grades
- ii. Ductile Iron (Spheroidal Graphite)
- iii. Ni Hard – all types

2. Non Ferrous Castings

- i. Sand Casting [Aluminium, Bronze, Gun Metal]
- ii. Gravity Die Casting [Aluminium]
- iii. Pressure Die Casting [Aluminium, Zinc]

3. Finishing

- a. Heat Treatment
- b. Proof & Precision Machining

Thank you for your time

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