



SMI Global Business Solutions Private Limited



COMPANY PROFILE

ABOUT US

Since 2016, SMI Global has been offering Business Development, Sales & Marketing, and Supply Chain Management (SCM) services to diverse industry segments and OEMs in both Indian and overseas markets.

- ❑ SMI Global represents many leading Indian and global companies, enabling the distribution of diverse products in both domestic and international markets.
- ❑ SMI comprises a team of seasoned Sales and Marketing professionals with substantial expertise in Business Development and Supply Chain Management.
- ❑ SMI can offer exceptional value-added services to all our customers and OEMs due to its extensive experience.
- ❑ SMI also offers "Aggregator Services" for spare parts and a wide range of items, catering to the operational needs of both domestic and overseas customers for their plants.



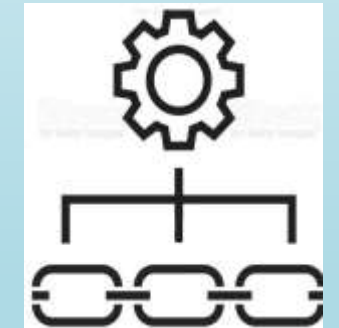
**BUSINESS
DEVELOPMENT**



**SALES &
MARKETING**



PROCUREMENT



**SUPPLY CHAIN
MANAGEMENT**

VISION & MISSION



Vision

Committed to delivering our best for the benefit of our Customers and Principals with a firm focus on innovative solutions through value-added services.



Mission

To be the most reliable partner with our Customers and Principals to deliver value through the best products and efficient Services to contribute to our stakeholders' progress and growth.

CORE VALUES



We will be honest, transparent, fair and ethical in our conduct and believe in building a spirit of trust with all our stakeholders.



We will be passionate about achieving the highest standards of quality in our services and products.



Individually and collectively we will conduct ourselves with respect and humility, we recognize that differences of perspective are natural and must be acknowledged.



We will continuously improve our services and products with Customer & Principal inputs and grow our relationships.

We value honesty & transparency in all aspects of our business and are ready & willing to accept the responsibility of our actions with all our stakeholders.

BUSINESS SEGMENTS



POWER



**REFINERIES &
PETROCHEMICAL**



OIL & GAS



STEEL



PHARMACEUTICALS



PAPER



- ❑ SMI offers industry-specific Business Development Services for various industries, facilitating rapid connections with potential Customers, Consultants and OEMs, thereby optimizing business opportunities.
- ❑ SMI aids in driving new business growth by pinpointing your target market and assessing its potential using marketing tools fueled by field data, including comprehensive competition mapping.
- ❑ SMI offers expertise in crafting diverse approaches and methodologies to enhance market penetration efficiently. Leveraging Customized Sales Strategy, we enable faster and more effective expansion into target markets.
- ❑ SMI additionally provides support for establishing your own business in India or representing you to boost and extend your business in both Indian and international markets.

SALES & MARKETING

- ☐ SMI delivers highly effective and robust sales and marketing services to all companies, ensuring exceptional outreach to potential customers, consultants, and OEMs.
- ☐ SMI has established outstanding relationships at the highest levels with the majority of its customers, leading to a high conversion rate from proposals to orders.

SUPPLY CHAIN MANAGEMENT (SCM)

- ☐ SMI Global specializes in offering Supply Chain Management (SCM) services to both its domestic and international clientele, leveraging its extensive network of suppliers and service providers.
- ☐ SMI's key strength lies in nurturing strong relationships with a broad array of suppliers, granting our customers exceptional flexibility in choosing the most suitable supplier based on factors such as cost, delivery, and performance.

Overseas:

- ☐ Dejong Combustion BV & R&V Engineering BV, The Netherlands.
- ☐ Valmax Technology Corporation, S. Korea
- ☐ IGEMA, Germany / India
- ☐ Fornova Gas S.p.A., Italy

Indian:

- ☐ Thermo Fisher Scientific, Mumbai
- ☐ Aurora Piping Products LLP, Bangalore
- ☐ Dyrocon Airtech Pvt. Ltd., Chennai
- ☐ Jasubhai Engineering Pvt. Ltd., Mumbai
- ☐ Navjyoti Metal India, Mumbai
- ☐ EIMCO-K.C.P. Ltd, Chennai
- ☐ V-Tork Controls



DETAILS OF OVERSEAS COMPANIES REPRESENTED



**R&V Engineering - De Jong
Combustion b.v.
(Netherlands)**
Burners for Boilers & HRSGs



**IGEMA India Private Limited
(Deutschland)**
Level Gauges, Level Switches &
Level Transmitters



**VALMAX Technology
Corporation (S. Korea)**
Gas Metering Systems &
Hydrogen Solutions.



**FORNOVA Gas S.p.A.
(Italy)**
Compressors for Hydrocarbon
Industries

DETAILS OF INDIAN COMPANIES REPRESENTED



**Thermo Fisher Scientific,
Mumbai**

Production Process Analytics, Environmental
and Process Monitoring, Field and Safety
Instruments



**Aurora Piping Products LLP,
Bangalore**

Pipes & Pipe Fittings in all
materials and all grades



**Navjyoti Metal India,
Mumbai**
Pipes & Fittings



**Jasubhai Engineering Pvt.
Ltd., Mumbai**

Start-up Burners, Hot Air
Generator, BMS & Fuel Skids



EIMCO-K.C.P. Ltd, Chennai

Liquid – Solid Separation
equipment, Vacuum Filtration,
Aeration Systems etc.



**Dyrocon Airtech Pvt. Ltd.,
Chennai**

Dampers, Valves, Fans and
Blowers



**V-Tork Controls,
Coimbatore**
Industrial Valves

SMI is also equipped to address your project's specific equipment needs by tapping into its extensive network of suppliers.

- ☐ Power Plant Equipment
- ☐ Industrial Flares for the Oil / Gas Industry
- ☐ Industrial Fans and Blowers
- ☐ Industrial Valves for Steam & Water applications
- ☐ Process Equipment / Heat Exchangers / Pressure Vessels etc.
- ☐ Fabrication of all types of Structure / Ducting & Stack.
- ☐ Liquid-solid separation equipment for Industrial and Environmental Applications, Thickening, Clarification, Classification, Vacuum Filtration, Aeration Systems etc.
- ☐ HVAC System
- ☐ Soot Blowers
- ☐ Spares for OEM Equipment

MAJOR CUSTOMERS



OVERSEAS ENGAGEMENTS

SMI is extending supply chain management (SCM) services to the subsequent overseas customers and business associates:

- ☐ EPC Company from Columbia engaged in Palm Oil plant supply.
- ☐ A flare-manufacturing EPC company from the Middle East.
- ☐ A trading company from Egypt - Regular suppliers to Petrojet, Aramco, and other EPC majors in MENA
- ☐ A Trading company from Kuwait - Regular equipment & system suppliers to KOC / KNPC etc.
- ☐ A leading EPC / Engineering / Sourcing company from Mexico.

VALUE ADDED SERVICES

The following value-added services are available through our Associate Company



Exotron Thermal Pvt. Ltd.

M/s Exotron Thermal Pvt. Ltd.



Technical Consultancy / Owner's
Engineer Services for Power Plants



Project Management Services



Power Plant Procurement
Assistance Services



Site Technical Services for Power
Plant Improvement



Inspection & Expediting Services




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3175RK Schiedam
Phone +31 (0)6-455 92 22
Fax +31 (0)6-455 92 84
info@r&v.nl
www.r&v.nl

Buizenlaan 27
3319JH Schiedam
The Netherlands
Phone +31 (0)6-455 92 22
info@r&v.nl

"To whom it may concern"

December 2022

We, De Jong Combustion & R&V Engineering based in The Netherlands, are pleased to announce that via SMI Global Business Solution Pvt. Ltd, Pune are our exclusive Sales representatives for the Indian Market.

SMI Global is authorized to carry out all Sales / Marketing & Business Development as well as coordination with customers with respect to enquiries, spare parts and order execution for smooth & fast responses during proposal / execution stage.

We are confident that with the rich domain experience of SMI Global in Boilers / HRSG's, they will provide you with value added services to your satisfaction.

Thanking you



For De Jong Combustion BV & R&V Engineering BV

R.E. Schreurs
Sales Director

Registered at Chamber of commerce no. 3489047 Rotterdam, The Netherlands.
Bakkers - Rutboren Schiedam Vandaag no. 35.48.48.611






FORNOVO GAS S.p.A.
Corso Savoia 4 - 10090000 I.A.
Via Porticelli 10 - 41012
40026 TRANVETOLIO (PR) - ITALY

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Fax +39 0521 355112
E-mail: info@fornovogas.it
www.fornovogas.it

Negozio Agraria di Parma
Civ. Parma / P.IVA 00333550156
Business REG. PR - 100455

F.A.D.: To Whom it may concern

Traversetolo, PR - Italy - February 6th, 2023

APPOINTMENT LETTER

FORNOVO GAS SpA (hereinafter referred to as FG), an Italian company, registered at Parma Chamber of Commerce with Reg. n° PR - 109903 and V.A.T. n° 00309340354, headquartered in via Porticelli n° 3-7, 43025 Traversetolo - PR - ITALY, represented by Mr. Ferdinando BAUZONE, in his function of CEO, manufacturing compressors and other equipment for gas

hereby confirms that:

M/S SMI Global Business Solutions Pvt. Ltd. (hereinafter referred to as SMI) having its registered office at C-1002, Vatslaya Vihar, New DP Road, Nagari Road, Aurangabad, Pune 411007, and correspondence office at 201, Shakti Building, near LMO Square, behind Acharya House, Bandhan, Pune - 411021, fully represented by Mr. Shyam Bhutale,

has been authorized to market and sell FG equipment in India, at specific conditions:

- FG products cannot be offered by SMI, directly or indirectly, for the markets of CNG and CH4, where CNG is intended as "Natural Gas drawn from a pipeline, then compressed at pressure of 200 bar or more for vehicles or tube trailers refilling" and CH4 is intended as "Natural Gas produced and upgraded from a biogas plant, then compressed at pressure of 200 bar or more for vehicles or tube trailers refilling".
- FG products cannot be offered by SMI, directly or indirectly, for any markets outside the Indian territory;
- SMI to inform FG within 24 hours after making any approach to customers in the remaining sectors of interest of FG.

FG confirms that it will provide SMI with the proper assistance, support and spare parts for guaranteeing proper equipment operations and fulfilling customer's satisfaction.

Yours faithfully,

Ferdinando Bauzone
CEO




VALMAX TECH. CORP.
10, ASANBELL-RO 387EON-GIL, DUNPO RYONG, ASAN-SI, CHUNGCHONGNAM-DO, KOREA, 31408
Tel) +82-31-478-4030-3
Fax) +82-31-478-4034

To : To whom it may be concerned
Ref. : ALTR-V230103-001R0
From : Mr. PARK, DONG YEOL CEO / Ph. D

Date : 3rd Jan., 2023
Page : 1 (inc. this sheet)

Title : Authorization Letter

Dear Sir,

We, Valmax Technology Corporation based in Republic of Korea, are pleased to announce that M/s SMI Global Business Solutions Pvt. Ltd., Pune is our Sales representatives for the Indian Market.

SMI Global is greatly authorized to carry out all Sales / Marketing & Business Development as well as coordination with customers with respect to enquiries, spare parts and order execution for smooth & fast responses during proposal and execution stage.

We are confident that with the rich domain experience of SMI Global in Energy, Power, Oil & Gas, etc., they will provide you with value added services to your satisfaction.

Yours faithfully,

Signed by



PARK, DONG YEOL
CEO / Ph. D



V-TORK

REF: VTC/DL/027/2023-24

Date 01.04.2024

CERTIFICATE OF AUTHORIZATION
TO WHOM SO EVER IT MAY CONCERN

We, V-Tork Controls based at Coimbatore, Tamilnadu, are pleased to announce that **M/s SMI Global Business Solutions Private Ltd.**, Pune, Maharashtra (SMI) are our exclusive Sales Representative for your company.

SMI Global is authorized to carry out all Sales/Marketing & Business Development as well as coordination with customers for our entire product range including spare part management. SMI shall also facilitate smooth coordination during proposal as well as order execution stage.

We are confident that with the rich domain experience of SMI in the industry, they will provide you with value added services to your satisfaction.

We look forward to your full support to V-Tork and SMI as always.

This certificate is valid for one year.

Thanking you,

For **V-TORK CONTROLS**,



Authorized Signatory

V-TORK CONTROLS

V-TORK, SMI Global Private Ltd.,
Mazhaichampall, Coimbatore - 643 350,
Tamilnadu, India

www.vtorkcontrols.com

Tel: +91 02028071002
E-Mail: vtorkcontrols@gmail.com
info@vtorkcontrols.com



DYROCON AIRTECH PVT LTD

Date: 01.09.2023

F.A.O.: To Whom it may concern

APPOINTMENT LETTER

We, **M/S DYROCON AIRTECH PVT LTD** (hereinafter referred to as **Dyrocon**), having its Office at Flat No.2a, 4th Floor, Gokul Tower, No. 9 & 10, C. P. Ramasamy Road, Alwarpet Chennai, 600018 are Manufacturers of wide range Dampers, Fans & Blowers, Air Pollution & Ventilation systems.

hereby confirm that:

M/S SMI Global Business Solutions Pvt. Ltd. (hereinafter referred to as **SMI**) having its office at 201, Shakuntal Building, near LMD Square, behind Acharya House, Bavdhan, Pune - 411021, fully represented by Mr. Shyam Bhutada, has been authorized to market and sell **Dyrocon Equipment in India**, as follows:

- | | |
|---|---|
| ✦ All type of Dampers | ✦ Double Flap Valves |
| ✦ Multi Louver damper | ✦ Screw / Pneumatic Operated Slide Gate |
| ✦ Butterfly damper | ✦ Pin Gate |
| ✦ Guillotine Damper / Guillotine Isolator | ✦ Fans & Blowers |
| ✦ Twin Seal Flap Isolators | ✦ Air Pollution & Ventilation System |
| ✦ Emergency shut off dampers | ✦ Ducting / Piping |
| ✦ Diverter dampers | ✦ Cement Plant Equipment |
| ✦ DTPA valves | ✦ HVAC Products |
| ✦ Flap valves (single / double) | |
| ✦ Diverting gate | |
| ✦ Slide gate | |

- ✦ SMI is to inform within 24 hours after making any approach to customers in the above sectors of interest of **DYROCON**.
- ✦ This appointment shall govern in line with the overall agreement between **SMI** and **DYROCON AIRTECH PVT LTD**.
- ✦ This Letter shall be valid for a period of One (1) year from its issuance.

Yours Faithfully,



Authorized Signatory

DYROCON AIRTECH PVT LTD

Head Office : Flat No.2a, 4th Floor, Gokul Towers, No.9&10, C.P.Ramasamy Road, Alwarpet, Chennai - 600 018.
Phone : +91 44 24959007, +91 44 2497 5734 E-mail : info@dyrocon.com Website: www.dyrocon.com
Registered Office/Factory : P.L. North Avenue Road, SPCOT Industrial Estate, Insigattukoral, Soperampudur Taluk, Karur District, 602105. GSTIN: 33AAEC04660122

GLOBAL NETWORK

We have an excellent
worldwide Network of
Principals, Business
Associates &
Customers



South East Asia

Middle East

United States

Africa

Europe

MEET OUR TEAM



Shyam Bhutada
Managing Director

In 1984, Shyam Bhutada commenced his career at Thermax as a graduate engineering trainee, eventually ascending to the position of Business Head within one of the company's most demanding and lucrative divisions.

Shyam, with over 35 years of experience in Sales, Marketing, and Project Management, also possesses extensive knowledge of the overall Engineering, Procurement, and Construction (EPC) business, including large power plants, boilers & heaters

Shyam has an impeccable reputation in the Indian industry. His expertise lies in solving complex problems with remarkable ease.

Shyam maintains an outstanding network of business associates, equipment suppliers, and engineering service providers, both within the Indian industry and internationally.

It is Shyam's leadership qualities that infuse our company with a relentless work ethic and laser-sharp focus on our clients, companies, and partners.

Additionally, he holds the position of Director at M/s. Exotron Thermal Pvt. Ltd., a company specializing in consultancy and engineering services for power plants.

Our Associates Companies

S&M International



sb@smiglobal.co.in

info@smiglobal.co.in



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www.smiglobal.co.in/



<http://www.linkedin.com/company/sminternational/>

Exotron Thermal Pvt. Ltd.



Exotron Thermal Pvt. Ltd.



Office No. 201, Shakuntal Building, Near LMD square, Behind Acharya House, Bavdhan, Pune - 411021. (India)

THANK YOU