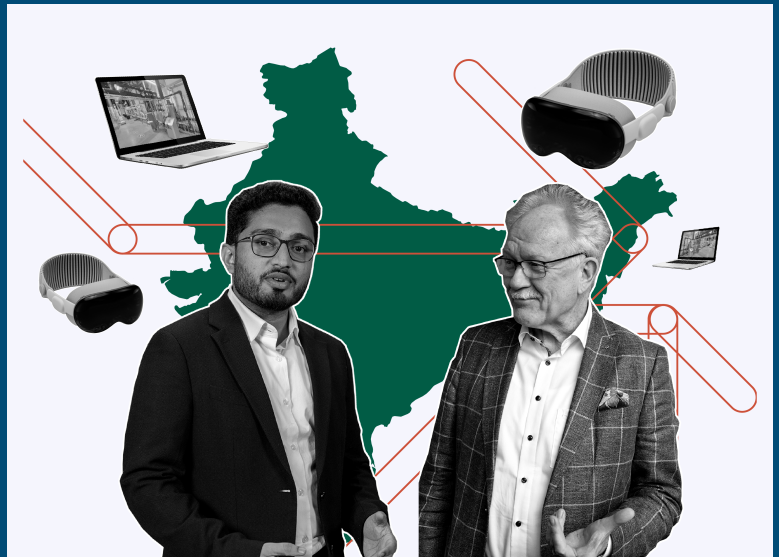


Indo-German partnership strengthens Industry 4.0 in India

An Indo-German cooperation project aims to boost digitalisation in Indian companies. By using software from the Hessian startup Framence, companies can replicate their plants online. Some Indian companies are already implementing their projects, which shows the high demand for digitalisation in the rapidly growing Indian economy.



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“Without the Partnering in Business with Germany programme, entering the Indian market would have been impossible for us”, says Hans Werner Eirich, Manager of Business Development at Framence. Our participation in the programme resulted in a partnership with the Indian company Kamtech, a management and technology consulting company. Mr Eirich greatly appreciates the company’s expertise and local network. “We would otherwise have to work hard over many years to acquire such local expertise”, he explains.

First successes

The partnership between Framence and Kamtech has already led to the first successful contracts. Several of the Indian partner’s industrial customers have started to digitalise and reconstruct their plants online using Framence software. These reference projects have encouraged Kamtech to aim for broad market entry in India. Based on the company’s growth resulting from this, Framence has hired two new employees: one for marketing and one as a technology expert. Digitalisation offers benefits such as improved management of technical facilities, buildings and assets, including the reduction of carbon emissions. In addition, the use of the software enables remote monitoring and control. Framence is pursuing a long-term growth strategy. Over the next five years, the aim is to achieve growth in sales of around 20 per cent with the new partner. The company further plans to hire two additional employees for the development of the Indian market.

Information

Countries

India

Industry

Industry 4.0



Framence frequently receives visits from PG delegations. Pictured: a representative of a delegation of female leaders from India ©GIZ/Darya Danilova

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Mr Eirich values the Managing Director of Kamtech, Saksham Gupta, as a technology and cultural mediator. Mr Gupta studied mechanical engineering in Karlsruhe, then returned to Germany via the Partnering in Business with Germany programme, where he acquired the skills needed to successfully do business with German companies. He recently took over the management of a German company in Stuttgart to develop it into a central contact point for EU companies looking to successfully do business on the Indian market. This agency aims to build further technology partnerships with German and European companies and strengthen India as an outsourcing location.

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Growth and diversification at the Indian company

'Partnering in Business with Germany' is an instrument to promote foreign trade and investment by the



Federal Ministry
for Economic Affairs
and Energy



Partnering in Business
with Germany

'Partnering in Business with Germany' is implemented on behalf of the Federal Ministry for Economic Affairs and Energy by



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