

TATA TECHNOLOGIES LIMITED

Company Background

Tata Technologies Limited was incorporated in 1994 and is a part of Tata Group, India. It is an automotive-focussed engineering and design (E&D) company, which provides services to leading automotive and aerospace companies. The company is headquartered in Pune, India. It also has a centre for advanced engineering and design at the same location.

Tata Technologies has operations in the US, the UK and the Asia Pacific through its subsidiary and associate companies. It provides services to customers in Europe, Asia and Japan through its offices in London and Singapore. It operates in the United States through its wholly owned subsidiary incorporated in Nevada and through its office in Detroit.

The company functions through its two operating companies, INCAT and iKnowledge Solutions (iKS). It has operations across 12 countries on three continents.

Tata Technologies recorded revenue of EUR 29.07 million in FY 2004-05.

Tata Technologies in the EU

Tata Technologies operates in the EU through two of its subsidiaries – INCAT and iKS.

Tata Technologies in Germany

Tata Technologies has its presence in Germany

TATA TECHNOLOGIES

through its recently acquired subsidiary INCAT. INCAT was founded in 1989 and provides E&D, product lifecycle management and product-centric IT services and solutions. It was acquired by Tata Technologies in October 2005. INCAT is co headquartered in the US, Germany and India. It has a combined global workforce of more than 3,000 employees.

In January 2006, INCAT acquired CEDIS Mechanical Engineering GmbH, a Stuttgart, Germany-based provider of automotive engineering and design services. This has resulted in increasing the company's presence in Germany as well as the rest of Europe, and in also diversifying the company's client base.

Tata Technologies in Ireland

Ireland forms iKS' operations base in Europe. The company has been providing engineering knowledge through e-Learning, training, and professional services to some of the world's top manufacturing organisations. It facilitates its customers to create improved ground-breaking products through solutions focus on engineering knowledge acquisition, distribution, certification and verification. It has provided Tata Technologies Ltd. with a foothold in Ireland to to further expand its operations in the EU.

Tata Technologies in Other EU Countries

The EU countries in which Tata Technologies has its offices are listed below:

- United Kingdom
- France
- The Netherlands

Factors for Success

Synergy of Operations

The company has been able to synergise its various operations. It has been able to combine its offshore capabilities in the field of engineering automation services with the high-end onshore strengths of INCAT and the engineering knowledge products of iKS. Thus, it has been able to offer an extensive portfolio of product optimisation services for clients in the various industries such as automotive, aerospace and manufacturing.

Focus on Quality

Tata Technologies Ltd. is the first end-to-end automotive E&D services company in the world to be awarded CMMI L5 and PCMM L5. It has also renewed its ISO 9001:2000 certification for service delivery and achieved BS 7799-2:2002 certification for information security management. Focus on quality has been a trademark of the company, which has provided the company with a competitive advantage.

Future Plans

Global Expansion

The company has development centres in India, the U.S. and Germany. It is planning to acquire more companies that would complement the existing centres. In order to tap international customers, in FY 2005, the company expanded its overall onsite reach by 61 per cent while increasing its offshore E&D services by 34 per cent. It is expected to follow a similar path in the coming few years also.

Enhancing Service Portfolio

Tata Technologies is planning to invest in strengthening its core E&D areas such as computational fluid dynamics, design of transfer dies and class-A surfacing. The company is also

investing in embedded electronics as electronics systems are increasingly becoming critical for any vehicle programme.

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