



**COMPANY PROFILE** 



## **ABOUT US**

Since 2016, SMI Global has been offering Recruitment, 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 greater connects in both Domestic and International Markets.
- ☐ SMI boasts team of Recruitment Experts well-versed in the Full Life Cycle Recruiting Process and having rich experience across the globe.
- 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.



RECRUITMENT SERVICES



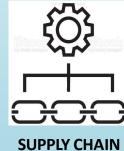
SALES & MARKETING



BUSINESS DEVELOPMENT



**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** 



**STEEL** 



REFINERIES & PETROCHEMICAL



**PHARMACEUTICALS** 



OIL & GAS



**PAPER** 



# **SERVICES OFFERED**





# **BUSINESS DEVELOPMENT**

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.
<b>-</b>	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	Managemei	nt (SCM)	services	to	both	its
dom	estic an	nd internation	ona	l clientele	e, levera	ging its	extensive ne	etwork of	suppliers	and	d serv	ice
prov	iders.											

□ 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.



#### **REFERRAL SERVICES**

**Led end-to-end recruitment processes** for mid to senior-level roles across heavy engineering and manufacturing industry segments.

**Developed and maintained candidate pipelines** through proactive sourcing strategies and relationship-building.

**Collaborated with clients** to understand workforce needs and built customized hiring solutions to meet their business objectives.

Conducted market mapping and salary benchmarking to advise clients on competitive talent strategies.



# **MAJOR COMPANIES REPRESENTED**

#### **Overseas:**

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

#### Indian:

- Thermo Fisher Scientific, Mumbai
- Aurora Piping Products LLP, Bangalore
- Jasubhai Engineering Pvt. Ltd., Mumbai
- Navjyoti Metal India, Mumbai
- EIMCO-K.C.P. Ltd, Chennai
- V-Tork Controls
- ☐ Fouress Engineering (I) Pvt. Ltd., Bengaluru Unit Aurangabad Unit



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# **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



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

Fouress Engineering Pvt. Ltd., Bengaluru Unit & Aurangabad Unit Industrial Valves, Dampers



# 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.



#### V-Tork Controls, Coimbatore

**Industrial Valves** 



# **OTHER EQUIPMENTS**

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**



















Boilers | Heaters | Power Projects





# **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 major 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



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



## **FEW AUTHORIZATION LETTERS**









# 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.



# **CONTACT US**

Our Associates Companies

**S&M** International



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# **THANK YOU**