

Systech is cultivating opportunities with Eaton through Knowledge Engineering

Mahindra Systech, the fastest growing component and engineering sector of Mahindra & Mahindra Ltd., and Eaton Corporation, a diversified power management company headquartered in Cleveland, Ohio, USA, have been enhancing their business partnership through knowledge engineering for an evolved process in new product development.

This was established by a recent event conducted for Eaton Automotive – Engineering Team and Eaton Hydraulics Team to Mahindra Hinoday, the castings arm of Systech, onsite at its Urse plant near Pune. The event was strategized for the 40 member Eaton teams to begin their complete know how with the casting process and understanding of the unique capabilities at Mahindra Hinoday.



This knowledge engineering initiative is an off shoot to the special Tech Fair that was held with Eaton in October 2008 in Mumbai, where Mahindra Hinoday presented a technical seminar on Casting Technology. In an attempt to go beyond the buying interface with Eaton – to the team that designs products in Eaton, this was an opportunity to get engaged with the client in their New Product Development process and add great value to the existing relationship with the client.

Both the Eaton teams benefited tremendously from the various options and solutions presented by Mr. Sanjay Paranjpe of Mahindra Hinoday to optimize design and production with regards to functional and cost management. This event has also successfully kicked off several leads on New Product participation as well as VA VE opportunities that will benefit both the partner's.



Overall, it was truly a start of a great journey of partnering with customer and "Cultivating Opportunities".