

IPC INDIA SUPPORTS ELECTRONICS START-UP COMPANY FROM HYDERABAD "KCS ENGINEERING SOLUTIONS"



ON MARCH 3RD 2021, IPC INDIA EXECUTIVE DIRECTOR GAURAB MAJUMDAR & REGIONAL MANAGER – SOUTH INDIA VITTAL VITTAR MET CHANDRA SHEKHAR REDDY, DIRECTOR OF KCS ENGINEERING SOLUTIONS AND TEAM AT HYDERABAD. AFTER MEETING, GAURAB FELT THAT CHANDRA SHEKHAR'S ENTHUSIASM IS GREAT EXAMPLE FOR SUPPORTING INDIA'S MISSION – "ATMANIRBHAR BHARAT" & "MAKE IN INDIA" PROGRAM, WHICH NEEDS TO BE ENCOURAGED.

CHANDRA SHEKHAR IS HAVING BACHELOR OF TECHNOLOGY IN ELECTRONICS AND COMMUNICATIONS ENGINEERING, WHICH HE COMPLETED IN 2007. HE JOINED WIPRO TECHNOLOGIES AS A SOFTWARE DEVELOPER, BUT HIS INTEREST IN ELECTRONICS MOVED HIM TO ANALOGIC CONTROLS INDIA LIMITED. HE SERVED THREE YEARS AS TECHNO-SUPPORT ENGINEER FOR COMPANY'S DEFENCE AND SPACE CUSTOMERS. HERE HE REALIZED THE POTENTIAL OF DEVELOPING HIGH RELIABILITY ELECTRONICS PRODUCTS THAT SUPPORTS MAINTAINING CRITICAL SYSTEMS AND PROVIDE REPAIR/REWORK SUPPLIES FOR THE INDIAN DEFENCE SECTOR.

DURING 2011, HE GOT THE OPPORTUNITY TO REPRESENT A FEW INTERNATIONAL OEM'S (ORIGINAL EQUIPMENT MANUFACTURERS) AS DISTRIBUTORS/RESELLERS IN INDIAN REGION FOR DEFENCE & SPACE MARKET SEGMENTS. WITH VERY MINIMAL INVESTMENT CHANDRA SHEKHAR WITH OTHER PARTNERS STARTED FIRST VENTURE WITH PDAC MICROSYSTEMS PRIVATE LIMITED, HYDERABAD AS AN ENTREPRENEUR. WHEN THE COMPANY STARTED GROWING, HE REALIZED THE NEED OF EXPANSION IN 2016 – "THE NEED OF THE HOUR TO DEVELOP OWN PRODUCT/ INDIGENOUS TECHNOLOGY". HOWEVER, HIS PARTNERS FELT THERE IS BUSINESS RISK AS HUGE AMOUNTS OF INVESTMENTS REQUIRED.



IN 2016, CHANDRA SHEKHAR STARTED KCS ENGINEERING SOLUTIONS AT HYDERABAD PRIMARILY WITH A TARGET TO START BUILDING ELECTRONICS PRODUCT AND SUPPLY TO INDIA DEFENCE & SPACE SECTOR. INITIAL CHALLENGES WERE LOW ENQUIRY, POSITIONING OF THE COMPANY, NEED FOR HIGHLIGHTING CAPABILITY, SKILLING THE WORKFORCE AND ENHANCING OWN KNOWLEDGE IN THE SECTOR. FROM THE POTENTIAL CLIENTS HE CAME TO KNOW ABOUT IPC STANDARDS THAT HELP PRODUCT PERFORMANCE AND RELIABILITY THAT IS CRITICAL FACTOR IN DEFENCE INDUSTRY.

CHANDRA SHEKHAR MENTIONED

“While analysing the reasons for low conversion rate, we understood that the products developed at our unit do not match the requirements of many defence projects. Also some common areas where knowledge have to be upgraded – Power Systems; Wire Harness & Cable Assemblies; Electronics Boards Repair/Rework. In order to expand our services, we identified IPC as the right partner to get introduced into Wire Harness & Cables Assembly and rest is history”.

CHANDRA SHEKHAR BELIEVED THAT APART FROM FOLLOWING THE GLOBAL STANDARD IT IS IMPORTANT TO START THE JOURNEY TOWARDS CERTIFICATION FOR HIMSELF AND THE TEAM. DURING MARCH 2021 HE SPENT SOME DAYS AT IPC INDIA SKILLING CENTER AT BENGALURU AND COMPLETED IPC/WHMA-A-620 - REQUIREMENTS AND ACCEPTANCE FOR CABLE AND WIRE HARNESS ASSEMBLIES ENDORSEMENT PROGRAM. "IT WAS GREAT WAY TO BE EXPOSED TO THE GLOBAL STANDARDS IN CABLE & WIRE HARNESSING. THE HANDS-ON EXPERIENCE IS VERY IMPORTANT FOR RIGHT APPLICATIONS IN JOB WORK, PARTICULARLY FOR MY NEWCOMER TEAM MEMBER. WOULD LIKE TO BE RESPONSIBLE FOR THE QUALITY AND RELIABILITY OF MY COMPANY END-PRODUCT".

KCS ENGINEERING SOLUTIONS, HYDERABAD OFFERS

- GNSS + IRNSS RUGGED TIME SERVERS
- IN HOUSE HARDWARE/ FIRMWARE DEVELOPMENT
- WIRING HARNESS & CABLE ASSEMBLY
- RUGGED SOLID STATE / OPTICAL STORAGE DEVICES
- ELECTRONIC COMPONENTS & SYSTEMS