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Mr. Akshay Bansal
Managing Director Hydraulic Power Solutions Pvt Ltd

Q-1. How does Hydraulic Power Solutions Pvt Ltd stay at the forefront of hydraulic technology and innovation, especially considering the rapidly evolving industry standards and emerging technologies?

Ans. We work very closely with our clients and keep a check of how we can improve the product portfolio, add new offerings and keep our self; up to date with the ever-changing industry. Your client is your most valuable asset, not just to your balance sheet but to your growth and improvement as well. It is our constant collaboration with our clients coupled with continuous emphasis on everyday improvement that helps us to consistently improve our quality, service and keep innovating. Though we trade in goods but we see ourselves as client service professionals and solution providers.

Q-2. Tell us something about your products and services?

Ans. Hydraulic Power Solutions Pvt Ltd (HPSPL) was established in 2011 and is the leading manufacturer of high pressure hydraulic hose end fittings. With a network of more than 800 dealers and customers and industry expertise of over 25 years, the company has evolved to be the most trusted name for hydraulic fitting, hoses, hose assemblies and allied products. The core business being hose-end fitting

manufacturing for use high pressure hydraulic systems, the company has manufactures over 4000 types of fittings and adaptors which conform to SAE, DIN, JIC, JIS, BSP and other international standards. Started in a single room 12 years ago, the company today boasts facilities of over 35000 sq ft, 50+ CNC turning centres, 100+ other machinery and large ERP managed stocked warehouses, certified management, manufacturing and work practices in line with best practices (ISO 9001:2015 CERTIFIED), in-house testing and quality control facilities, the company is best suited to meet the customers' requirements and is known for best in industry quality, pricing and turnaround time. HPSPL is the exclusive channel partner and assembler for SPIR STAR, Germany and is one stop solution for SPIR STAR UHP lance, hoses, adaptors, fittings, valves and assemblies for pressure ranging from 700 bar to 4000 bar. HPSPL is the largest dealer for Semperit range of Hydraulic and Industrial hoses. With its certified hose assembly center, the company champions in large quantity of assembly productions with fast turnaround.

Q-3. How does the company tailor its hydraulic solutions to meet specific and diverse client requirements, especially in industries with unique

demands or specifications?

Ans. We are the preferred suppliers for hydraulic hose end fittings as we boast the widest range of SKUs and keep a good amount of stocks which enables us to service our client's requirement with a best in industry turnaround time. It is this range and availability that sets us apart and enables us to serve a diverse client base with a broad range of requirements.

Over production facilities with over 50 CNC machines and allied machineries, crimpers and in-house design teams helps us to address any custom requirements as well by our clients with a quick turnaround time.

Q-4. Can you elaborate on the strategies employed by Hydraulic Power Solutions Pvt Ltd to expand its market reach both domestically and internationally?

Ans. Our 3-pronged approach focused on Quality, Availability and Service is what enables us to lead the domestic market and be a preferred partner for OEM's, exporters and international clients. We have heavily invested on improving the quality of our products on a daily basis and have employed strict checks to ensure the same at every process. Our close watch of the market demand and client needs coupled with a hi-tech technology enabled stock monitoring which helps us ensure availability of products, leading to fast turnaround times.



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Mr. Manish Garg, Mr. Akshay Bansal, Mr. Rajesh Bansal*

And these together with our client focused approach enables to set a service standard that is appreciated by our clients. With this approach acting as a growth enabler, we have constantly grown, added more clients to our fold and are proud of a near zero churn rate.

Q-5. How does Hydraulic Power Solutions Pvt Ltd respond to market fluctuations and technological advancements to ensure its products remain competitive and relevant?

Ans. As mentioned earlier, we believe in close collaboration with the customers. Today's market is ever more exposed to various market fluctuations and

technological changes, thus making it even more important to plan, assess, adopt and transform accordingly. We have strategic plan, and are prompt with our sourcing and material planning which helps us reduce our production costs and thus help deliver a competitive pricing to our clients. Our production facilities as well are ever focused on improvement in terms of process integration, improvement and automation. As we are constantly focused on innovation and keeping up with market strides, we are able to offer our clients with best in market and up to date products which adhere to international standards.