



Companies have become more aware of the need for proper market research to be conducted and it feels nice to know when they understand the importance of our work

says **Mr. Karan Chechi**
Research Director, TechSci Research

in an interview to **Infrastructure Line**

Q-1. How was the response received by TechSci Research in the recently concluded ChemTech event in Mumbai?

Ans. ChemTech is a well-known event. We were sure that we will get a good number of footfall at our booth. As expected, lot of visitors showed interest in our research offerings.

Some of them even told us that they were pleasantly surprised to see us at such an event. We also had positive interactions with many visitors.

We are really well pleased.

Q-2. What is the USP of the market research and advisory solutions offered by TechSci to the various industries?

Ans. We are a global market research and consulting firm.

We not only provide research reports but also offer custom consulting services to clients across the globe.

We are experts in providing actionable insights.

Our expertise lies in the fact that we have teams of sector specific specialists in our organization who really have deep understanding of their respective domain.

You can call us a one-stop shop for your business objectives.

Q-3. What are the challenges of operations in a competitive market and how do you tackle the same?

Ans. There are several competitors in the market that are good and capable of undertaking projects at both country and global level. We appreciate this competition, as it helps us to improve our performance. Stringent quality checks to deliver clear understanding and actionable insights to the clients, going out of the way to ensure client satisfaction and

ESPECIALLY ensuring excellent post-sales deliveries help us tackle the challenges of the competition.

Q-4. What are the prevailing market conditions for your segment and what are your forecasts for the same?

Ans. With more and more companies understanding the need for proper market research and actionable insights for their organizational growth, market conditions are very positive.

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We expect the industry to grow at more than 20% every year.

Q-5. Can you share with us your success story and other

strategic growth prospects for the future?

Some awards and recognitions:

- Top 10 market research company in India – Silicon India
- Best market research & management consulting service - Wafisilpa Entertainments
- Best place to work - World Marketing Congress, 2016
- Applications of research award- Brand Excellence Awards, 2018 organized by ABP News
- Business-to-Business research award- Brand Excellence Awards, 2018 organized by ABP News

We have been a part of several big events as analyst/research/knowledge partners across the globe like:

- Intersec
- Events organized by ASSOCHAM
- Saudi HVACR Expo 2018
- The BIG Show Oman
- The Big5 Construction
- Stone & Surface Saudi

- Automechanika Dubai
- Trade Mission to Singapore
- LED Summit
- Tyrexpo India
- Middle East Stone 2018
- SPS Automation
- Light Middle East
- Beautyworld Japan
- Research-Result 2018
- Engineering Industry Outlook – UP

We have also been associated with leading media houses, globally. Some of them are:

- Business World
- Food and Beverage News Magazine
- Bloomberg
- Insights Success
- APF & IPF magazines
- Fertilizer Focus
- Financial Express
- APN News
- The New Indian Express