

# Qtronindia

An QMS ISO 9001 :2015 Certified Organisation





## About Us










- **Establishment Year** - May'2020
- **Services** - Electronic product design, Development & Electronic Manufacturing Services
- **Plant Built Up area** – 2000 Sq.ft
- **MSME Number** - MH26A0234218
- **QMS Certification** – ISO9001 :2015
- **Cumulative Working Experience of Electronic Industry** – 100 + Years

**Mission** : To provide the most reliable & productive solutions to everyday manufacturing demand at prices that bring the value to all our customers

**Quality Policy** : To achieve customer satisfaction by providing best quality of service both in Quality & Delivery by meeting or exceeding customer expectations through compliance and continual improvement of Quality Management System.



# Business Model Canvas

<p><b>Key Partners</b></p> <ol style="list-style-type: none"> <li>1. Raw Material Suppliers</li> <li>2. Transport Provider</li> <li>3. Our employees</li> <li>4. Customers investing in new product development activities</li> <li>5. Participants appearing for Electronic Sector Skill Council training programs.</li> <li>6. Industry Associations</li> </ol> 	<p><b>Key Activities</b></p> <ol style="list-style-type: none"> <li>1. Electronic Manufacturing Services SMT, POST SMT, CONF</li> <li>2. Proto type assembly</li> <li>3. Rework / Repair of PCBA</li> <li>4. Conformal Coating</li> <li>5. Electronic System solutions for automotive industry</li> <li>6. Elect Product develop.</li> <li>7. EMS Consultancy services</li> <li>8. ESSCI Training programs</li> <li>9. Lead Acid Batt. solutions</li> </ol> <p><b>Key Resources</b></p> <ol style="list-style-type: none"> <li>1. Human capital involved in product design , assembly and conducting trainings</li> <li>2. Capital resources purchased for manufacturing set up</li> <li>3. Raw material</li> <li>4. Training set up / facility</li> </ol>  	<p><b>Value Propositions</b></p> <ol style="list-style-type: none"> <li>1. To provide one stop affordable and quick solutions to electronic industry segments</li> <li>2. To delivery efficient and effective professionals to electronic industry ( ESSCI Training programs )</li> <li>3. Through our consultancy services we help EMS players increase their productivity by 30%, ppm&lt;100, 10% cost reduction and cultural transformation programs.</li> <li>4. Quality in blood</li> </ol> 	<p><b>Customer Relations</b></p> <ol style="list-style-type: none"> <li>1. Customer Service mind-set regardless of customer segment</li> </ol>  <p><b>Channels</b></p> <ol style="list-style-type: none"> <li>1. Website</li> <li>2. Customer feedback system</li> <li>3. Online / phone customer service</li> <li>4. Advertisement</li> </ol> 	<p><b>Customer Segments</b></p> <ol style="list-style-type: none"> <li>1. Any customer who is looking for blood in quality, affordable and quick services</li> <li>2. Consumer electronics</li> <li>3. Other electronics mass market.</li> <li>4. Engineering pass out student /fresh skilling and up skilling candidates.</li> </ol> 
<p><b>Cost Structure</b></p> <ol style="list-style-type: none"> <li>1. Primary costs are released for EMS Services</li> <li>2. Secondary costs are released for electronic system solutions and training centre.</li> <li>3. Wel scaled , Efficient centre and processes allows optimised costs</li> </ol> 		<p><b>Revenue Streams</b></p> <ol style="list-style-type: none"> <li>1. Product Sales</li> <li>2. Training fees</li> <li>3. Post sales services</li> <li>4. Rework &amp; Repair of PCBA</li> <li>5. Consultancy fee</li> </ol> 		



## Director

### **I am Chandrakant K.**

Qualification : Commerce professional  
Experience : 20 years in running own industry  
Expertise : Accounts & Finance



## Business Associate

### **I am Gajanan Kulkarni.**

Qualification : Electronic Engineer  
Experience : 18 years in EMS  
Expertise : EMS General Management  
**Business Associate of EMS Cluster units**  
Founder – Henkasuru Skill Factory

## Plant Operations

### **I am Laxmikant K.**

Qualification : Electronic Expert  
Experience : 15 years in Electronic  
Expertise : Plant Management ,Purchase  
Business Development



## Assembly Capacity & Capabilities

**SMT ASSEMBLY** – Present capacity: 100000 component per day ( Juki + Yamaha )

- 3K CPH Table top pick & place for proto run
- Single side /double side
- 0204 , 0603 , QFP Assemblies , Flexible PCBA

**THROUGH HOLE ASSEMBLY** – Present Capacity : 3000 PCB / Day .

- Equipped with pre -forming stations & Tools
- ESD Compliance Manual insertion lines with Lux 800 / station
- Separate set up for RoHS & Leaded products
- Trained / certified operators.

**MANUAL ASSEMBLY** – Present Capacity : 30 operators sitting / standing work stations

- Box Build Line – Capacity-10 operator
- Suitable for electro mechanical modules



## Assembly Capacity & Capabilities

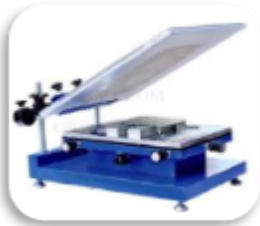
**TESTING** – EOL as per customer requirement

**ESD** – ESD protective shop floor , Entry checks , ESD Measures , ESD Tiles shop floor , Separate ESD Compliance Stores.

**SUPPORTING INFRA** – Refrigerator , Baking oven , Ultrasonic cleaner



# Photo Gallery





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