

Amtek Auto Components have partnered with **AeroDNA** to develop and deliver their global aerospace strategy. Amtek has its HQ in New Delhi and is a \$1.4bn automotive business, with 48 sites around the world.

### Objectives:

To develop a \$150m aerospace business within 4 years that builds on existing core competence including castings, forgings and machining.

### AeroDNA Approach:

Through a series of workshops with the Amtek leadership team, AeroDNA assessed the current manufacturing capability and mapped against growing market opportunities in the aerospace industry.

YEAR 1 COMMODITY SUPPLIER	YEAR 4 TIER 1 SUPPLIER	YEAR 7 SYSTEMS INTEGRATOR	YEAR 10 SYSTEMS INTEGRATOR & MRO
<p>Start of Production</p> <p>Commodity Supplier</p> <p><b>MACHINING</b> Machining of Raw Materials</p> <p><b>TREATMENTS</b> Chemical Processing Non Destructive Testing Heat Treatment</p> <p><b>CASTINGS</b> Casting Manufacture Machining of Casting</p> <p><b>FORGINGS</b> Forging Manufacture Machining of Forging</p>	<p>\$150m Annual Revenue</p> <p>AMTEK AEROSPACE DIVISIONS</p> <p><b>KITTING</b></p> <p><b>MINOR ASSEMBLY</b> Mechanical Assemblies Structural Assemblies</p> <p><b>SUPPLY CHAIN MGT</b></p> <p><b>FABRICATIONS</b> Forming Welding &amp; Brazing Pipe Manufacture</p> <p><b>MACHINING</b> Machining of Raw Materials</p> <p><b>TREATMENTS</b> Coatings Shot Peening Chemical Processing Non Destructive Testing Heat Treatment</p> <p><b>CASTINGS</b> Casting Manufacture Machining of Casting</p> <p><b>FORGINGS</b> Forging Manufacture Machining of Forging</p>	<p>\$450m Annual Revenue</p> <p>AMTEK AEROSPACE DIVISIONS</p> <p><b>TESTING</b></p> <p><b>MAJOR ASSEMBLY</b> Mechanical Assemblies Structural Assemblies</p> <p><b>KITTING</b></p> <p><b>MINOR ASSEMBLY</b> Mechanical Assemblies Structural Assemblies Electrical Assemblies</p> <p><b>SUPPLY CHAIN MGT</b></p> <p><b>FABRICATIONS</b> Forming Welding &amp; Brazing Pipe Manufacture</p> <p><b>MACHINING</b> Machining of Raw Materials</p> <p><b>TREATMENTS</b> Coatings Shot Peening Chemical Processing Non Destructive Testing Heat Treatment</p> <p><b>CASTINGS</b> Casting Manufacture Machining of Casting</p> <p><b>FORGINGS</b> Forging Manufacture Machining of Forging</p>	<p>\$1bn Annual Revenue</p> <p>AMTEK AEROSPACE DIVISIONS</p> <p><b>MRO</b></p> <p><b>ENG. &amp; DESIGN</b></p> <p><b>TESTING</b></p> <p><b>MAJOR ASSEMBLY</b> Mechanical Assemblies Structural Assemblies Electrical Assemblies</p> <p><b>KITTING</b></p> <p><b>MINOR ASSEMBLY</b> Mechanical Assemblies Structural Assemblies Electrical Assemblies</p> <p><b>SUPPLY CHAIN MGT</b></p> <p><b>FABRICATIONS</b> Forming Welding &amp; Brazing Pipe Manufacture</p> <p><b>MACHINING</b> Machining of Raw Materials</p> <p><b>TREATMENTS</b> Coatings Shot Peening Chemical Processing Non Destructive Testing Heat Treatment</p> <p><b>CASTINGS</b> Casting Manufacture Machining of Casting</p> <p><b>FORGINGS</b> Forging Manufacture Machining of Forging</p>

**AeroDNA** validated the proposed strategy with several OEMs and primes to ensure that the Amtek investment plans were aligned to their supply chain strategies. Almost each OEM and prime had differing strategies and constraints – it was therefore critical that we broadened the scope and included specific processes and technologies to accommodate the end customer base. This was a critical step to secure OEM sponsorship and ultimately OEM approval.

Confident that the Amtek strategy was aligned to OEM requirements, **AeroDNA** developed a detailed Aerospace Strategic Plan that defined the 10 year vision, marketing strategy, investment requirements and implementation plan. The technology transfer strategy was underpinned through strategic acquisitions, joint ventures and technology transfer licenses with US and European aerospace businesses.

# AMTEK AEROSPACE

JV Partner

Tech License

Business Development, Commercial Engineering, New Product Introduction, Project Management, Quality Systems, Human Resource, Finance, Purchasing & Logistics

## AEROENGINE

**Engine Rings**

**Engine Casings**

**Engine Blades**

**Annular Fillers**

## AEROSTRUCTURES

Machining, Fabrication & Sub-assembly

## MECHANICAL SYSTEMS

Actuator Machining & Assembly

Landing Gear Machining & Assembly

## MACHINING & TREATMENTS

Milling, Turning, Grinding, Honing, Jig Boring, Gear Cutting, Broaching, Gun Drilling

**Fabrication & Assembly**

**Pipe Manufacture**

**Heat Treatments**

**Shot Peening**

**Coatings**

NDT, Special Processes, Paint Spraying

Supply Chain Mgt.

## SHARED SERVICES

Tool Manufacture

Engineering & Design

Metallurgy & Laboratory Analysis

## COMMODITIES

Castings

Forgings

Composites

Wire Harnesses

Following Board approval of the Strategic Business Plan, **AeroDNA** started the engagement process with more than 50 US and European 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> tier manufacturing companies that were recognised within the industry as being market leaders in their niche technologies, had a broad range of OEM approvals, were willing to transfer work packages in India, and had sufficient technical and operation resource to deliver a successful technology transfer.

**AeroDNA** has identified 7 US and European partners for Amtek that are fully committed to the Amtek Aerospace strategy and have engaged with Amtek in different ways: from imminent acquisition through to joint venture and technology transfer licensing.

**To learn more about the Amtek Aerospace Strategy and successes to date then please contact the following:**

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