

# Zillionlink Private Limited



Serving Industry Desires – You Say ,we'll do it

# Insight

**Establishment Year :** 05.10.2022

**Expertise :** Zillion Link is the first of its kind pioneering Academia – Industry acceleration model providing Action Coaching to electronic educational institutes, start-ups , MSME & Large scale industry through **Incubation**, **Innovation** and Untried Business **Acceleration** Programs.

We offer total manufacturing & Service solutions to domestic and overseas integrated business verticals that cover the entire bandwidth of Electronic product design , development and manufacturing through our associate partners .

We promote import / export trade . Providing local support to Indian counterparts of foreign corporations.

**Company Registration Number :** U31909PN2022PTC214059

**MSME ( Udyam ) Registration Number :** UDYAM-MH-26-0316939

**Headquarters:** Pune -041 , Maharashtra , India

The word **Zillion** means extremely large and the promoters aim to be the link between its clients and their goal in terms of Growth, Profit and stability.

**Visit :** [www.zillionlink.in](http://www.zillionlink.in)



# Organization Values , Mission , Vision

## Values



**Contribution** : To share expertise and knowledge for profitability of Electronic Segment globally

**Change** : To act as a growth catalyst in the electronic domain

**Growth** : To successfully move forward by adding rational value to all stakeholders

**Empathy** : Caring for progress of all stakeholders objectively

## Mission



To be an organization significantly contributing for growth of Electronic Industry

## Vision



By end of FY 2028 Zillionlink a company serving **1 LAKH users**



# Business Model Canvas

<div><div>Key Partners</div><div><div><div>Partners</div><div>working on risk and business growth</div></div><div><div>Suppliers :</div><div><div><div>-</div><div>Certified Trainers , Zillion Associates , Service providers , Students selling projects , Digital marketing team</div></div></div></div><div><div>Customers :</div><div><div><div>-</div><div>Students of Educational institutes , Service Users Faculties , MSME , Overseas customers , Investors , employees , Parent , Industry Owners</div></div></div></div><div><div>Other Interested Parties</div><div><div><div>-</div><div>Government , other engg branches , Social media</div></div></div></div></div></div>	<div><div>Key Activities</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>-</div><div>Action Caching</div></div><div><div>-</div><div>Design , Development , Manufacturing of electronic products</div></div><div><div>-</div><div>Incubation support</div></div><div><div>-</div><div>Overseas &amp; Indian MSME Collaborations &amp; support</div></div></div></div><div><div>Key Resources</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>-</div><div>Communication Office</div></div><div><div>-</div><div>Admin and working staff</div></div><div><div>-</div><div>Manufacturing and service units with state of art infra and technology</div></div><div><div>-</div><div>Training centre</div></div><div><div>-</div><div>Digital marketing setup</div></div></div></div></div></div>	<div><div>Value Propositions</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>-</div><div>Incubation , Innovattion , Accelration &amp; change management @same campus</div></div><div><div>-</div><div>One tap and your NEED search over .</div></div><div><div>-</div><div>Shift to impactful solutions</div></div><div><div>-</div><div>Your CASH Partner</div></div></div></div><div><div>C- Onviniient</div><div><div><div>A-ctionable</div><div>S- peedy</div><div>H- assle free</div><div>Serving Industry Desires – You Say ,we'll do it</div></div></div></div></div>	<div><div>Customer Relationships</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>-</div><div>Personal assistance</div></div><div><div>-</div><div>Email / Whats app and automated assistance</div></div><div><div>-</div><div>Customer engagement</div></div><div><div>-</div><div>Developing digital platform for feedbacks</div></div></div></div><div><div>Channels</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>-</div><div>Digital marketing</div></div><div><div>-</div><div>Referral</div></div><div><div>-</div><div>Mouth of Satisfied customers</div></div><div><div>-</div><div>Suppliers</div></div></div></div></div></div>	<div><div>Customer Segments</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>All segments of Electronic Industry , All Electronic &amp; IT branches Educational Institutes &amp; MBA Students</div><div><div>Segments :</div><div><div><div>-</div><div>Automotive Electronics</div></div><div><div>-</div><div>Consumer</div></div><div><div>-</div><div>Medical</div></div><div><div>-</div><div>IoT &amp; Industrial</div></div><div><div>-</div><div>Defense</div></div><div><div>-</div><div>Energy &amp; Solar</div></div><div><div>-</div><div>Telecommunication</div></div><div><div>-</div><div>Computer Science</div></div><div><div>-</div><div>Indian &amp; overseas MSME</div></div></div></div></div></div></div></div>
<div><div>Cost Structure</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>Payment Cycle</div><div>: Between - On delivery to 60 days</div></div><div><div><div>-</div><div>Fixed Costs : Rent , Tax , Interest , Depreciation</div></div><div><div>-</div><div>Variable Costs : Marketing , commissions , salaries , Raw Material , Utility</div></div><div><div>-</div><div>Economies of scale : Reduction in fees/ costs for mass orders</div></div></div></div></div></div>	<div><div>Revenue Streams</div><div><div><div><div><div></div></div></div><div></div></div><div><div><div>-</div><div>Service transaction , Project Completion</div></div><div><div>-</div><div>Service commission</div></div><div><div>-</div><div>Recurring / Subscription</div></div></div></div><div><div>Training , Mentorship , Incubation support , Design , Manufacturing , services</div></div></div>			

We are **Unique** of its Kind



Aristotle Club –  
Counselling Psychology



E commerce platform  
Students & Investor connect



Cyber Security  
Consultation and solutions



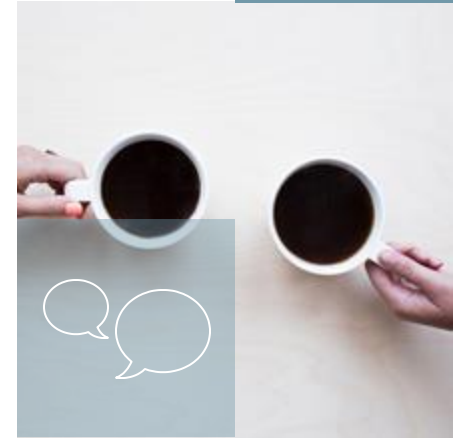
E commerce platform  
Electronic Mfg services



India – Japan Business consultation  
& employment generation



Industry Academia Acceleration  
Incubation & Innovation

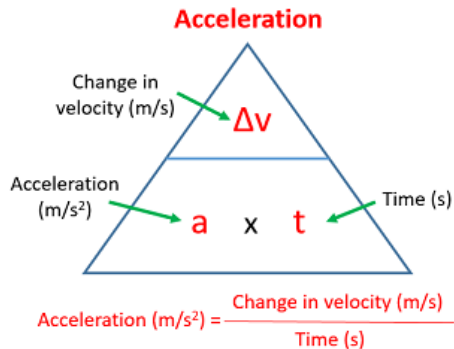


# Services

**Academia** ( ITI , Diploma , BE , BSc , MBA )

**YUVA: Youth Up skilling Via Anomaly (Make difference strategy)**

- Industry Training Program (Earn while learning )
- Industry Orientation program ( for faculties and Last year students )
- Counselling Psychology through Aristotle Club
- CyberSecurity awareness program and solutions to Academia and Industry ( MSME )
- Incubation support and Ecommerce platform for students to sell their innovation



## Electronic Industry

**IAP : Industry Acceleration Program**

- **Training & Mentorship** : Continual Improvement techniques , Quality Improvement techniques , Operations Improvement , Change Management , **Strategic Interventions** , Supervisory and Managerial level development programs , ISO9001 , IATF16949 , ISO13485
- **On job Mentorship** : Operator Boost program , EMS Boot Camp Women empowerment program



# Services

## Electronic Industry

### IAP : Industry Acceleration Program

- **Job Oriented Practical training programs** : PCBA Visual Inspection , PCBA Hand soldering wire harness assembly , Wave soldering , SMT Operation , Bare PCB Inspection , X Ray operation , Robotic Soldering , BGA Inspection and rework, PCB Design , Automotive optics.

## Electronic Industry

### KCPP : Kaizen Culture Promotion Program

- Half yearly Kaizen competitions & best kaizen awards
- **Free** TPM awareness Programs
- 5S Competition / Awards
- **Free** online seminars on COPQ, COQ

### Zillion Link Membership @ Rs.790

- ❖ **Free** access to 5 online training programs & certificate
- ❖ **Free** access to career counselling seminars
- ❖ **Free** Access to Resume & Interview Preparation seminars
- ❖ 50% discount on Industrial Training Programs
- ❖ 50% discount on Aristotle Club seminars



# Electronic Manufacturing & Services @ Associates

## PCB Design & Development

- PCB Design
- Proto type
- Software Development
- BoM preparation
- Embedded
- External Laboratory / Testing

## PCB Manufacturing

- CEM 1 , FR4 , MCPCB
- Single Side , Double side , Multilayer
- Flex PCB
- Rapid Proto support
- **Capacity : 30,000 sq.mtr**

## PCB Assembly ( EMS )

- Single Side , Double side , Multilayer , Flex PCB
- Box Build assembly
- SMT , PTH Assemblies
- Turn Key / Job Work
- **SMT Capacity : 1,40,000 CPH**
- Audits / Component sourcing

## Wire Harness

- Major Supply to Automotive Electronics
- UL Approved
- ISO Certified Organisation

## Plastic Moulding

- Tensile Testing Machine for Cages
- Vertical Profile Projector
- Mould Temperature Controllers
- 06 injection moulding machines
- Hopper Dryer





# Hello!

**I am Gajanan Kulkarni** (Partner Of Zillion Link)

## Electronic Engineer , Entrepreneur , Action Coach

- **SME** – ESSCI, Director Body – SIA
- Certified Psychology counsellor , Certified Doctor of Naturopathy ,
- Business Management professional,
- Committee member – NSDC
- 16 + years of experience in electronic Industry – Jabil , Solelectron , Kenersys

## AVP – Works

General Manager



# Associations & Advisory Bodies



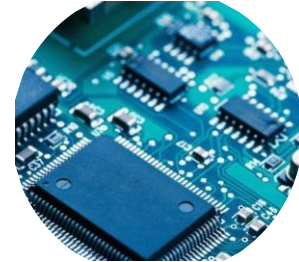
**ESSCI** — Electronic Sector  
Skill Council Of India



**04 Indian & 04 overseas**  
Technical forums  
( Japan, US , UK )



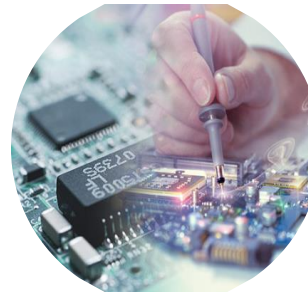
**Incubation support**  
Chemdist Solutions &  
IIT Guwahati



**Zenwaves Japan**  
New Product entry



**Securlichi Solutions**  
Cyber Security



**Bare PCB & EMS Units**  
Mfg Units



**YCS Technology**  
Digital Marketing

# Our presence



**Headquarters:** Pune -041 , Maharashtra , India

# Zillion Link Proto Results / Performance – FY 2021 to Sep'2022

Service Area	Result / Remarks
Mentorship	Provided action coaching to 03 EMS and 01 bare PCB manufacturing unit . Customer Feedback : <b>Excellent</b>
Training	Trained More than 300 employees . Feedback : <b>Excellent</b>
Integrated Services	Served 3 industries . Feedback : <b>Good</b>
Counselling Psychology	Awareness to 1000 + students . Feedback : <b>Excellent</b>
Job Oriented trainings	45 operators trained with <b>100 % placement</b>
Letter of Intent	Received from <b>20+ industries</b> for Zillion Link services
Incubation	Working on 07 new projects ( products ) ( <b>expected 50 million revenue</b> )

## Note :

- Before starting business , promoter's decided to monitor the market responses & needs
- Had surveys and multiple discussions with subject mater experts . Zillion link services is a need of hour
- Revenue generation @ proto phase : 40 Lakh





Thanks!

# Any questions?

You can find me at [gajanan@zillionlink.in](mailto:gajanan@zillionlink.in) , [connect@zillionlink.in](mailto:connect@zillionlink.in)

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## SMARTER Solutions

- S - Specific
- M - Measurable
- A - Attainable
- R - Relevant
- T - Time Bond
- E - Emotions
- R - Relationship

#startupindia



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