

Our Branches & Services Network



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Marine Electronics And Navigation Systems Pvt. Ltd.
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- Kochi**
Aathirasree Bldg. CC/39/ 6102, (Old No. 39/5398 - A)
Alappatt Cross Road, Ravipuram, Ernakulam,
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- Chennai**
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- Vizag**
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For Further Information Please contact:



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An Initiative in Innovative & Reliable Quality Solutions



Source of Positive Change

MEANS - Leader in the Indian Maritime and Aviation
Industries Since 1982.



P.B. Shukla
M. Sc. (Physics) L. L. B.
Founder Director

Enclosure to Registration Certificate No. DYT/QAA/0060/REG/0259 dated 16 Aug 18

Firm's Name : M/s Marine Electronics And Navigation Systems Pvt. Ltd
 Registration No. : MSR- 0259 - LW

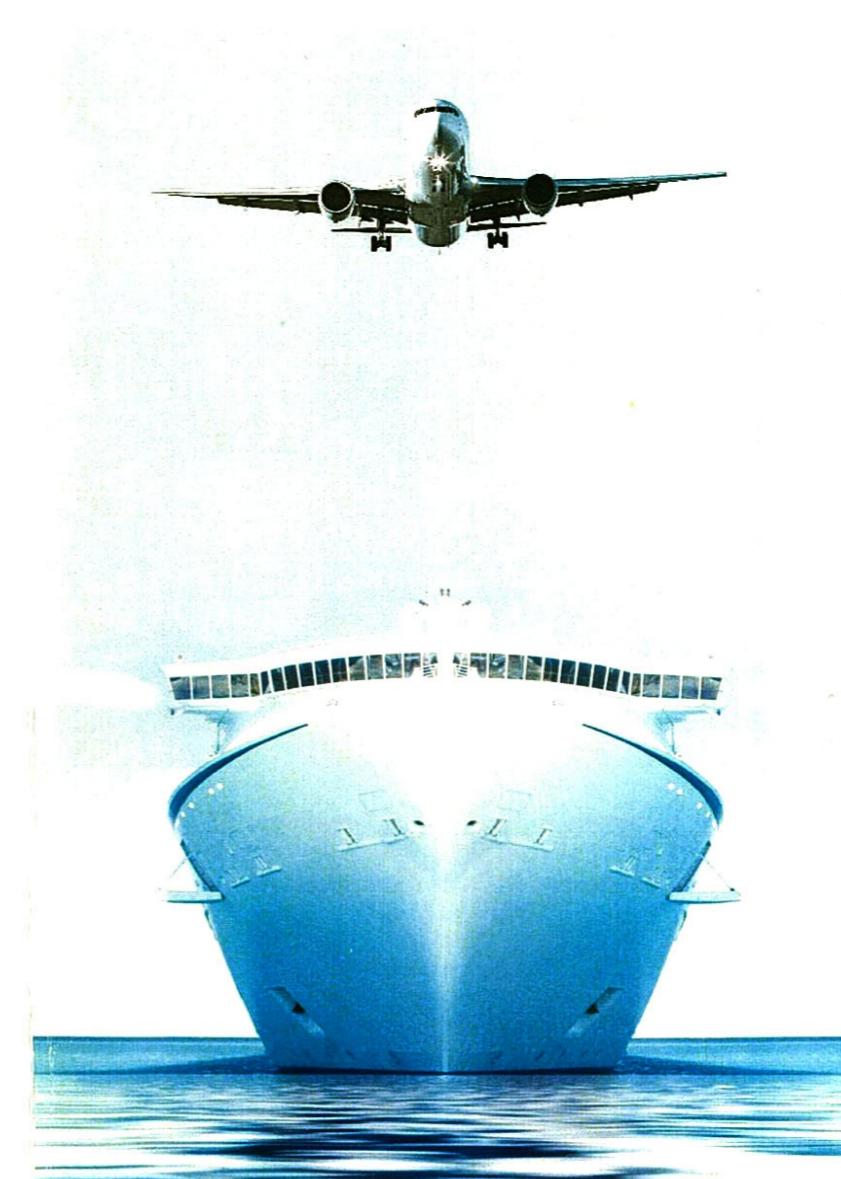
- (a) **Manufacturer and supplier.** Torsion meter, shaft RPM indicator, shaft movement indicator, engine / shaft order telegraph system, exhaust temperature indicator, pressure indicator, over speed relay, NMEA splitter and buffer, NMEA converter.
- (b) **Service provider.** Portable power and thrust measurement of engine, ship's performance (Navigational, shaft and engine) data logging during sea trials. 'X' and 'S' Band Radar (Make: Northrop Grumman Sperry marine)
- (c) **Repairer.** Torsion meter, Anemometer, oil mist detector & autopilot.
- (d) **Authorised dealership for OEM products.**
 - (i) Oil mist detector (OMD) (Make: M/s. Kidde Fire Protection, UK)
 - (ii) Anemometer & weather sensors (Make: M/s. R M Young Company, USA)
 - (iii) Automatic Identification System (AIS) (Make: M/s.ACR Electronics Europe GmbH, USA)
 - (iv) Marine Radio Communication equipments (Make: M/s. Entel UK Ltd.)
 - (v) Navigation Sounder and Navtex Receiver (Make: M/s. Japan Marina Co. Ltd. Japan)
 - (vi) MANTA Radar & ECDIS (Digital & DS2300) (Make: Kelvin Hughes)

This Certificate is valid up to 15 Aug 2021.

File: DYT/QAA/0060/REG/0259




 (Anil Marya)
 Commodore
 Additional General Manager (QA)
 for Admiral Superintendent,
 Naval Dockyard, Mumbai



Introduction

Marine Electronics And Navigation Systems Private Limited – MEANS – is a Private limited company was established in the year 1982 to contribute towards providing technical systems and solutions to Indian Defense and Civil Maritime Industries in the fields of Electronics, Automation, Control Instrumentation and Communications. It was incorporated as a registered Private limited company under Registrar of Companies in Mumbai, India in the year 1994.

MEANS expanded its activities in the area of Naval Aviation by providing systems and support services to Air Field Equipments and Aircraft systems and components.

Means - Group of Companies

The company has its sister establishments – Seabird Surveys Private Limited (SBS) engaged in Land and Marine surveys and MEANS Infrastructure (India) Private Limited (MIPL) engaged in coastal Dredging activities having its own Dredging assets such as Back-hoe and Grab dredger, Hopper barges, heavy duty cranes etc.

Preferred Global Partner of Choice



CONDITIONS OF REGISTRATION

1. This registration is valid up to 15 Aug 2021. Please apply for renewal of registration, with request letter on the firm's letter head along with Shop & Establishment, Latest Bank Solvency, Financial Rating certificates, Copies of last 03 years Balance sheets attested by a CA, Copies of Renewal certificate from DGQA/DRDO/DGS&D/ DGNP/MES/ CPRO/Defence Shipyards/ Defence PSU's (if applicable) and copies of orders executed in the last 03 years at least 90 days before expiry. In case no application for renewal is received by due date, registration will be lapsed and name of your firm will be automatically removed from the list of registered vendors with this yard.
2. The registration renewal is for a period of three years subject to revalidation of Financial Rating up to for the period of registration.
3. Changes, if any, in address/location or constitution of the firm should be intimated to this yard, failing which your registration will be cancelled.
4. In case you wish to register for additional items, you are to apply on prescribed Performa, which can be obtained from this office.
5. Please note that as a registered firm you are expected to abide by the General Failure on your part to abide by these Terms and Conditions may result in the cancellation of registration.
6. Registration on the approved Vendor List of this yard does not guarantee the Terms and Conditions of the contract or supply orders as amended from time to time, award of the contracts/supply order or Tender Enquiry.
7. As a registered firm you are expected to quote competitive rates against Admiral Superintendent's enquiries and secure orders. Also, adherence to delivery schedule/completion dates is necessary. These aspects will be considered at the time of renewal.
8. Irregularity relating to security/gate pass/unfair trade practice/syndicate forming/ documents/test certificates /substandard quality etc. shall entail deregistration.
9. Holding of Registration Certificate does not entitle firm's representative for an automatic entry into the Dockyard premises. You are to follow the existing procedures for issue of gate pass etc. through the Chief Security Officer of the Yard.
10. This yard reserves the rights to cancel this registration certificate at any time during the validity period, without assigning any reasons.
11. The registered vendors are advised to address their Grievance/suggestions/ complaints, if any, on the enclosed format by registered post to the Vendor Grievance Cell/ (QA)
12. As a registered firm you are requested to comply with all Environment and safety regulations in force while executing work in the yard. Failure to comply with above regulations may result in punitive action as deemed fit by the Yard
13. If your firm has been registered on the basis of a legally tenable MoU with another firm (sub-vendor), your registration with ND (MBI) for such specific job would be valid only as long as your MoU with the sub-vendor is valid. Further, your firm can only sub-contract the job to the sub-vendor listed in the registration certificate with which you have a valid MoU

14 Vendor Classification:-

Class	Capacity of Firm
S	PSU/RF-No Limit
A	100Crores and above
B	10 Crores - 100 Crores
C	1 Crore - 10 Crores
D	50 Lakhs - 1 Crore
E	10 Lakhs - 50 Lakhs



Our Vision

To be the preferred global partner of choice to our customers in the Indian Sub-continent for Maritime and Aviation Industries.

Our Motivation

"To give our best," comes from our core ideology, of challenging conventional thinking and innovatively using all our resources to drive positive, change in the lives of people and the environment.

Our Commitment

To advancement - 'social and economic,' rests upon a set of time-tested values. They are an amalgamation of what we have been; what we are; and what we want to be.

These values are the compass that guides our actions, both the team and the corporate.



Partners

The Compass That Guides Our Actions



Our Global



Our Values

Professionalism

MEANS believes in Human Resource as its main asset. we have always sought the best people for the job and given them the freedom and the opportunity to grow. We support innovation for meeting future demands of our valued customers

Customer Focus

We exist and prosper only because of the customers. We respond to the changing needs and expectations of our customers speedily, courteously and effectively.

Quality Focus

Quality is the key to delivering value for money and time to our customers. We make quality a driving force in our work, in our products and in our interactions with others. We do it "First Time Right; Every Time"! adhering to highest safety standards

Ethics

We conduct our business with our faith in integrity and highest ethical standards.

Corporate Social Responsibility

We achieve our business goals by maintaining the decorum of law. We adhere to Ethical and international standards. We ensure safety of people and protection of the environment.

Excellence in Products and Services Delivering Quality
on Time Every Time



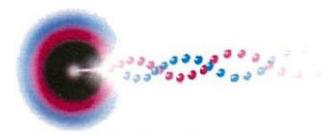
of Companies

MEANS Infrastructure (India) Pvt. Ltd.

MEANS Infrastructure (India) Private Limited (MIPL) engaged in Marine and Land Infrastructure Development Activities. Specializes in Building jetties, Wharfs, Ports, Roads, Bridges and Beaches (nourishment and beautification).

Turn-Key Projects in Capital and Maintenance Dredging, Harbor Development, Marine Asset Management Asset Hiring Services and also providing Offshore Service in the field of Pipe laying and Mooring.

- Dredging - Capital / Maintenance
- Port Development
- Harbours
- Offshore Pipe Laying
- Mooring
- Beach Development
- Marine Asset Management and Hiring Services



Source of Positive Change

Means- Group

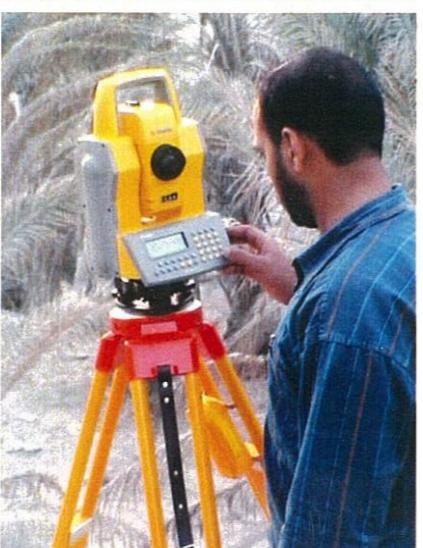
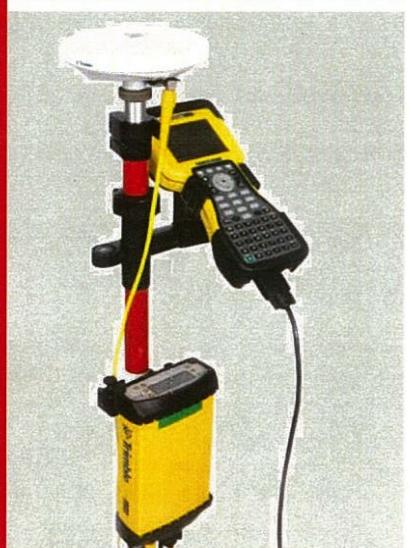
SEA BIRD SURVEYS PRIVATE LIMITED

is a professionally managed Company engaged in multifaceted survey activities in the fields of

- Hydrographic Survey
- Land Survey
- Oceanographic Survey
- Dredging Survey
- Geotechnical & Geophysical Survey
- Navigational & Positioning Services

Since its inception the company has made steady growth. We are a reputed company dedicated to provide professional and comprehensive services in the field of surveying in India. The company has presence in most coastal cities in India and international appearance at Sharjah (UAE).

The organization is managed by highly qualified and experienced technocrats. It is manned by experienced and dedicated personnel, who are trained to handle various types of projects in all types of terrain. To accept the challenges of the rapid global changes, we have adopted the latest techniques and equipments



Our Mission

Mission Statement

To serve our customers through innovative and reliable quality solutions. MEANS being the best in the market in terms of quality, ensures excellence in product and service delivery. We understand as well as anticipating the needs of our customers on time, every time - We set the benchmark.

Quality Policy

MEANS Quality Policy ensures consistency of excellence, in delivery of products and services, through continued improvement in Quality Management Systems – Our Motto – Total Customer Satisfaction.

MEANS - A Leading Company with State of Art Technology & Infrastructure in Design, Development and Quality Implementation



Service Team

MEANS' Service Team is a body of trained and technically skilled professionals who meet the MEANS quality solutions delivery in time, every time.

Our engineers are well-equipped with state-of-art tools and spares to meet the specific service call requirements. Their kit may consist of most modern tools including Laptops loaded with software, simulators and associated accessories. In-house training and refreshers' workshops are conducted from time to time to keep their knowledge up-to-date, this also helps to share field experiences with each other. Our video conferencing facilities are utilized to solve day to day problems of engineers spread across the entire coast line of India and Sharjah.

The Service Team is headed by a retired senior naval engineer who coordinates service activities on board defense and merchant vessels on daily basis. Our Head office, Mumbai has a dedicated service coordinator to monitor and control service calls.

All the spares support is provided by our Logistics department to meet the requirement of service calls and vessel movements.

Our quality team tests all spares before dispatch for their suitability & operational worthiness.

All activities are as per MEANS documented quality policy designed on ISO 9001:2008

Admin & Logistics

Our Administration and Logistics team is headed by a retired senior naval officer who manages the administrative affairs of the organization to implement and execute the policy directions under the overall control of the Directors. The logistics team effectively plans, procures, transports and ensures timely supply of all stores and equipment to meet all demands for service commitments, indigenous production as also all inter office requirements.



Our Service Delivery is a Planning Approach, keeping various Possibilities in Mind for Ultimate Success.



Our Competencies

MEANS maintained focus on being a solution-provider to the customers - both maritime and aviation industries. Our core competencies - technically ahead in terms of design, development and quality implementation with market knowledge, attracted internationally renowned companies in the areas of marine and aviation industries to become their preferred and dependable partner in Indian subcontinent- thereby making our competencies their assets.

Our technically talented and skillful management team has developed a culture, habituated to imbibe and master new technologies.

MEANS is a Ministry of Defense accredited, certified and graded development agency and solution provider for all Naval and Civil Defense ships.

Manufacturing & Providing Support for Sophisticated Equipments for over three Decades to meet the Needs of Maritime and Aviation Industries.



P.B. Shukla
M.Sc. (Physics) L.L.B.
Founder Director



R. K. Jani
Engineer (Elec. & Comm)
Founder Director



Cmde (Retd) KVR Varier,
VSM B.Tech (MECH & MARINE)
Group General Manager



G. Varadharajan Iyer
M.com, MBA, DE
General Manager

Management Team

MEANS' Management Team is headed by two highly qualified Technocrats Mr. Padmakesh B Shukla and Mr. Rajendrakumar J Jani, who are the founder Directors of the Group Companies.

P B Shukla – Masters in Physics and also Bachelor of Law, is a veteran in the Marine field. He takes the lead position in making strategic and tactical decisions.

He remains focused on gaining an edge in technical superiority'; 'excellence in quality'; 'far-sightedness in approaches'; dynamism to lead the organization' to become preferred partner for customers as well as to OEMs.

His vision driven by the technical vacuum that existed in Marine equipment field in the 80s in India, led him to endeavor to become pioneer in the field of marine industry in the country. In the 80s the products which were not available in the country but supplied by foreign companies failed due to lack of local technical support.

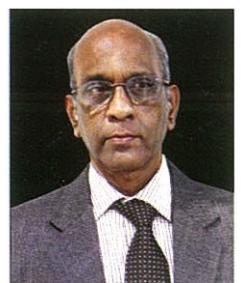
To meet the demand of Indian Navy, Indian Coast Guard & Indian Defense shipyards, many such systems were identified, designed ,developed & supplied successfully. Today MEANS is a leading solution provider to Indian defence as well as commercial ship owners and shipyards.

R K Jani – A Technical Wizard – is a Gold Medalist Graduate in Engineering (Electronics & Communications), remains the brain behind the actual implementation of all technical programs and ensures quality and timely deliveries. He has defined the Quality Policy for MEANS and ensures meticulous adherence by incorporating it in manufacturing process and end-product deliveries for zero-defect.

Besides the Founder-Directors, the top management comprises of senior naval officers and well-experienced professionals who strive to enhance the capabilities and utilize the available resources.



Cdr (Retd) Shailesh Pathare
General Manager



Leela Sagar
Works Manager



Amarendra Sahoo
Service Manager

The Management Team Comprises of group heads, are Experts in areas of Technology, Manufacturing, Marketing, Finance and Administration



Our Products

MEANS is a Ministry of Defense -graded Design and Development Agency for Automation and Control Systems. Based on this, MEANS has designed/developed, supplied, installed and been providing systems support for over 25 years. These systems have been upgraded with necessary improved versions of hardware and software keeping pace with the technological developments. MEANS has been maintaining these systems on board Indian Navy and Indian Coast Guard ships for its full operational efficiency. As an off-shoot, MEANS supplies these systems and solutions to many global heavy duty Marine Engine & Propulsion Plant suppliers such as Rolls Royce, Yanmar and Wartsila and Indian Subcontinent Shipyards as a preferred partner. In pursuit of our efforts, as a Development Agency, MEANS launched Ship's Performance Monitoring System in SMM 2010 expo at Hamburg, Germany, that continues to attract global customers.



Source of Positive Change

Headquartered at Mumbai amidst the Hub of Maritime Activity, with Branches all along the Indian Coastline and at UAE ensuring Prompt Response



Sales & Marketing

MEANS' Defense Marketing & Sales team is headed by retired senior naval officer. A talented, well-experienced, dedicated, highly disciplined and commanding professional- He ensures Customer Satisfaction. He is assisted by Marketing and Sales Managers / Executives and a personal assistant for efficient discharge of his responsibilities. He extends his seasoned consultancy on important technical and administrative matters and adds unique value to each solution.

MEANS' Commercial Marketing and Sales Team is headed by an industry familiar Techno-Commercial professional. Besides day to day operational commitments, he assists the founder entrepreneurs in strategic and tactical decisions in the area of business expansion and development.

Our Sales & Marketing Team is a Body of 'Highly Skilled' Professionals Delivers Unique Solutions to each Customer



Infrastructure

MEANS has its set-up in all important Ports along the Eastern and Western seaboard of the Indian sub-continent, with Head-office at Mumbai, the financial capital of India. Mumbai also boasts of SEZs which facilitate speedy and cost effective mobilization of spares, systems and ship-borne machineries. It was thus a well thought and conscious decision to set up our head office at Navi Mumbai. The Head Office is spread over an area of about 8000 sq.ft. with an additional 1000 Sq.Ft. as storage space. Its Service Centre and Bonded Ware House are situated at South Mumbai, close to where Indian Naval and the Indian Coast Guard Ships are based while the manufacturing facilities is located in North Mumbai. Mumbai is also houses of Indian's largest leading public sector fleet owners, Private fleet owners, Shipping companies & Shipyards. Mumbai is also home to the largest Indian Defense Shipyard - Mazgaon Dock Ltd., and also has the corporate headquarters of many shipyards such as Bharati shipyard, Pipavav Shipyard, ABG Shipyard. Besides, the Indian Navy's Western Naval Command – [with the largest number of front line War Ships and Air Bases] is also at Mumbai.

MEANS has Four Branch Offices each on the Eastern and Western sea board of the Indian Sub – Continent, as also one at the strategically located Port Blair. We also have presence, through branch offices at the Hamriya Free Zone, Sharjah & Fujairal, UAE.

MEANS is a Directorate General Shipping recognized Ship Repair Unit (SRU) under which spares for ship & related machineries and systems can be imported without customs duty. This allows customers to avail duty-free reduced cost solutions from MEANS. Our Customs Bonded Store helps stock critical spares for ready availability for use / fitment on board and helps bridge the time-gap between arrival of spares and availability of ship.

We also have agreement with SEZ logistics company who has both open as well as covered warehousing facilities to address all issues pertaining to the size/type of cargos.

Our branch office at Hamriya Free Zone in Sharjah acts as an international nodal centre to facilitate movements of materials expeditiously from other countries to India. MEANS is registered with all of the Government, Non-Government and Private maritime organizations, Research and Development organizations, Training institutes and Maritime & Institution.

Trained and Disciplined Manpower is our main asset,
Regular Training keeps the Team Technologically Updated



Human Resources

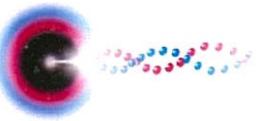
MEANS treats its Human Resources as its main asset. We always seek the best individual for the job and give them freedom and opportunity to grow. MEANS believes that quality deliveries of equipment / solutions are squarely based on quality of HR. MEANS has its HR department to undertake regular induction of quality man power with right attitude, aptitude, and qualifications, self-motivated and mature individuals who fit the well defined job profile of each job requirement.

We at MEANS fully understand that the organizational goal becomes achievable only when, able minds and capable hands consistently deliver intended quality results. MEANS, therefore emphasizes upon skilled and experienced personnel being placed at all locations for effective and timely delivery. MEANS conducts regular training sessions for all its employees and also training sessions for Senior Engineers to update knowledge on up gradations of different equipments and new equipments.

Members of MEANS team, have well

MEANS conducts regular "Weekly internal performance review" meetings at Head office. MEANS key management personnel's make themselves available for the meeting. "Quarterly review" meeting are also held with all branch managers in attendance.

MEANS firmly discounts the age old saying, "all work and no play". Therefore, We organize regular picnics and outings and network lunches for strengthening the inter-personal team spirit.



Source of Positive Change