

N.VIJAYAGANAPATHI

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Plot No. Old 855, New No.26, Flat no.4, Saikruppa appartments, First Floor, Anna Nagar – West, Chennai – 600 040

Seeking Lead assignments in Materials Management functions.

27 Years of Service Cum Experience

Areas of Expertise

Purchasing & Contracting	Negotiation	Vendor development
Material requirement planning	Imports & Exports	Project Purchasing
Inventory Management	Cost control / Savings	Logistics Management
Cost estimation	Value Engineering	CHA contracting
Capex Procurement	Stores Management	Team Building

Organisational Experience

Enerparc Energy Pvt Ltd

General Manager

Jan' 2015 to till date



- Was inducted as Procurement & Contracts Head . Incharge of Costing for Bidding, Defining BOM & Alternates on Cost Basis, Preparation of Pre Bid & Post Bid budgets, Procurement, Expediting, Contractual Guarantee / Warrantee, Delivery & commissioning of equipment at site, Closure of Project purchase for every projects.
- Company has grown from 10 Cr during 2014-15 to 80 Cr & 100 Cr during 2015-16. Target 2016-17 is 250 Cr.
- Executed the following projects :
 - 2014-15 – 2.1 Mw (Atma), Punjab,
 - 2015-16 – Ghail – 5 Mw / DIAL – 5.7 Mw / APM GTI – 400 Kw RT / PKP – 150 Kw RT / Auma – 400 Kw
 - 2016 – Kurlon – 400 + 300 + 200 + 150 = 1.1 Mw / GTI – 145 Kw
 - Bidar Farmers quota – 6.6 Mw , Karnataka
 - 26.25 Mw – Punjab policy – Mytrah project
 - 5.5 MW Utrakand policy – Ground mount at Roorkee
 - Total around 54 MW as of now
- Cost reduction target achieved from INR 2.5 Cr/ MW BOS to 1.20 Cr/MW BOS currently
- Developed alternate vendor base for supply and service to create a competitive environment in terms of price/quality and delivery.
- Sourced alternate technologies like containerized inverters to reduce cost and service involved
- Evolved new Packaging Philosophy to address time lines & cost.
- Handled End to end supply chain, CHA & logistics function in import of items like Modules & inverters under High sea sale contract to ensure timely delivery.
- Backhand support for financial cash flow to maintain balance between inflow from customer orders & out flow to suppliers.
- Has also visited project execution site and handled site activities at GHAIL, Hyderabad DIAL project, Delhi, Clear Sky & Aurad – Bidar project

Servals Automation Pvt Ltd**Chief Operating Officer****Jul' 2009 to Aug'2014**

- Was inducted as over all operations Head -Operation. Incharge of Purchases, Production, Marketing & Finance.
- Company has grown from 1.5 Cr during 2009-10 to 6.5 Cr (2013-14).
- Played a vital role VC investment for company growth.
- Savings of 22% achieved on production cost reduction by reducing the purchase cost & reengineering the process.
- Introduced new product lines like No.3 Burners, Flame rings.
- Was instrumental in identifying & executing products for export African market.
- Established OEM suppliers contacts for regular raw materials with annual rate contract.
- Introduced more SPC (Satellite Production centers) For scaling up & reducing cost.
- One of the key member in identifying & nurturing CDM Based project in Sunderbans, Kolkatha.
- Participated In Sankalp -2010 & won an award for the company under clean energy category.
- Networked with IIT, PCRA, CSIR, MNRE, Tanstia, Enfuse, EXIM, MSME, etc on various professional interactions.

**2008 to 2009****M/s Photo Voltaic Technology India Ltd., Manager-Materials**

A Green field project, 8000 Cr at Orgadam. Completed Site office building, Grading, Fencing, EB power, Furniture, Power Back up, Internet, Telephone, Etc.

Transferred to HO, Greater Noida, Taking care of Statrtgeic procurement

Saint - Gobain Glass India Ltd., Chennai**Team Leader – Materials****2000 to 2008**

An MNC, manufacturing Flat Glass and Automotive Glass located at Sriperumbudur near Chennai. Production capacity is 1,500 TPD of Flat Glass from its 2 Plants. Main raw materials are Sand, Soda Ash, Dolomite, Calcite, Sodium Sulphate, Cullets and huge consumer of Furnace Oil 180 CST Grade (1 Lac KL / Annum). This is a special kind of Continuous process Industry and its uniqueness is once the Furnace is lighted it cannot be stopped till the end of the life of the Furnace, say for about 15 years. Total raw material requirement would be approximately 2000 MT / day to achieve the production target of 1,500 MT / day. Turnover of its Chennai operation is 1,500 Crores per annum.

Manali Petrochemical Ltd**Dy. Manager - Purchase****1992 to 2000**

120 Core project promoted by SPIC Group, Petro chemical based company- Manufacturing Propylene oxide, propylene Glycol & Polyol.

• **Other Project Purchase Experience**

1). Green Field Photo Voltaic project: Aug 2008 – May 2009

worked on a 8000 Cr. Green field project, 100 acres, Orgadam, Chennai plant

2). Plant 1 – 550 Million \$, 1998 – Mid 2000

Though joined during the final stage of the project , was responsible for procurement of all heat up related purchase, timely delivery & clearance of imported & indigenous item, Project closure report, Payment to supplier & closure of BG, PBG, ABG.

3) Mirror Project - Rs. 25 Crores, - 2001

Involved from the day one, planning , Scheduling, identification of supplier, negotiation, finalization, issual of contract, follow up for delivery. This project was executed well in time & our entire team was appreciated for the same.

4) Plant 2 – 600 Million \$, 2004 – Mid 2005

Responsible from the start to finish of the project , for all procurement like Civil, utilities, DG set, Piping, Line equipments, Lab, Refractory for Furnace, Tin For Bath, Conveyor systems, Electrical & Instrumentation items, timely delivery & clearance of imported & indigenous item, Project closure report, Payment to supplier & closure of BG, PBG, ABG.

Other Major projects .

1) Magnetron Project (Sputtering), - Rs. 100 Crore – Green Field Project

2) Flue Gas Treatment System,- Rs. 24 Crore - BHEL

3) Rain & roof water Harvesting – 5 Crore - NAPC

4) Waste Heat Power Generation Project, worth Rs. 12 Crore (ongoing) – Turn Key Green Field Project – Wartisla India

5) Reflectasol Project, worth Rs. 4 Crores – Prax Air

Involved in “CDM” (Clean Development Mechanism) project towards getting Carbon credit through the Consultant “Earnst & Young” for the Waste heat recovery Boiler commissioned.

Training ,Awards & Recognition

- Was ranked No.1, in EDP (Executive Development Programme) , conducted for all SPIC Group companies - 1996
- Attended several international negotiation with overseas supplier in Europe, China, Malaysia, Australia, & Singapore.
- Leadership training in LMI , UK Based training program - 2006
- Attended Green Belt Training in 6 Sigma
- Best performer award for two years At SG
- Sankalp Award – 2010 – under clean energy category

Educational Qualification

B.E (Mechanical) from Madras University in 1992.

Personal

Date of Birth : 19th June 1970

Marital Status : Married
