Lead Analysis Report

Company Details	
Company Name : Sany Heavy Industry India Pvt Ltd	**Products and Services**
Segment : OEM - Construction	Excavators, Truck-mounted cranes, All-terrain and rough terrain cranes, Crawler cranes, Transit mixers, Batching plants, Boom pumps
Web Site : https://www.sany.in/	
Turn Over : 5000 Cr	
HO Location : Pune	**Competitors**
Head Count : 1500	Tata Hitachi Construction Machinery Company Private Limited, HD Hyundai Construction Equipment India Pvt Ltd, JCB India Ltd, Volvo Construction Equipment, Komatsu Construction, Action
Establishment in yrs. : 21 Yrs.	
Category : A	

Latest Updates
News : From 2017 Sany HIIPL entered into mining business solutions in india
Achievements : 50% market share in India - (Sany Roadheader - Mining & Tunneling)
Awards : 2023: Won three awards in the emerging bestseller categories for truck cranes, crawler cranes, and piling rigs, Becomes largest excavator seller globally in 2020, registering a 15% market share globally
Growth : Scaling up presence in Bangladesh

Compliance Requirements
Emission norms - Bharat CEV stage 4 norms

Our use cases in the same segment
Terex - for heavy equipment telematics Godrej Material Handling Hyundai Construction

Additional Details

Decision Maker			
Buyer Persona :	RnD Head	**Phone :**	
Name :	Pankaj Parate	**Email :**	
Yrs. in company :	6 Yrs.	**Is Decision Maker :**	YES
Designation :	Sr. GM and Head - RnD and NPD	**Suggested DM :**	
Latest change in position:	Dy. GM of QA for 3 yrs.		
Reports to :			

Existing IIoT Use cases, Service Provider etc.

Future IIoT Requirement, Business Case

Priorities, Objectives - Company or BU level

KRA, Objectives - Personal

What is biggest challenge to meet the Objective?

What in business is driving these priorities?

Quantify Pain? Measure what is suffering, and establish improvement KPIs.

Why now and not later?

Any IIoT Business case mentioned as immediate need?

What should be done differently that existing vendor is not doing? Good and Bad things about existing solution and vendor

BANT Analysis