**Column A: BY (Executor/Supplier Name)**

Your name if you are the contributor for the project/product. If you are a plant/project owner, it should be your name of your vendor. This is mandatory field, even if it is the same for every project/product.

**Column B: FOR (Customer Name)**

Name of customer or main contractor for whom you may be a sub-contractor/supplier. This is mandatory field, even if it is the same for every project/product.

**Column C: For Industry (Customer's/Project's Industry Type)**

Name of Industry of your operation/supply. For example: Oil and Gas, Pharmaceutical, Sugar, Plastic etc. This is mandatory field, even if it is the same for every project/product.

**Column D: Project/Product Reference Name**

Name of the executed Project or Product. For example: Thane Power Station, Drying Machine etc. This is mandatory field, even if it is the same for every project/product.

**Column E: Nature of Contribution**

Nature of your contribution in referred project in terms of Supply/Erection/Investment/Consulting etc. Following are some examples:

§ Engineering/Design/Consulting

§ OR, Civil Work

§ OR, Manufacturing of XYZ Equipment/Machinery

§ OR, Supply of XYZ Equipment/Machinery

§ OR, EPC - Engineering Procurement & Construction

§ OR, Investment

§ OR, Development of the Project

§ OR, Erection

§ OR, Erection & Commissioning

§ OR, Fabrication of XYZ

§ OR, Supply of XYZ Raw Material

§ OR, Local Works

§ OR, Private Equity Investment

§ OR, Loan/Debt

§ If Other, please mention

This is mandatory field, even if it is the same for every project/product.

**Column F: Status**

In this column, please mention the status (which you can keep changing from editing after upload). That will make your project references look more complete.

§ Feasibility Study Completed

§ OR, Signed Contract

§ OR, Ongoing,

§ OR, Completed,

§ OR, Commissioned,

§ If Others, please mention

**Column G: Year of Execution**

Year during which project was executed, or product was supplied.

**Column H: Country of Execution**

Country of the execution of the project, or supply of product.

**Column I: Project/Product Highlights**

Key features/highlights of project/product.

**Column J: Keywords for Better Search**

Relevant keywords related to the project/product for better search experience. Keywords relevant to the project/product will improve your chances to feature in relevant search query. For example: If your company has a reference in Hydropower Project, you can mention keywords such as: Renewable, Green Energy, Power, Hydro etc. This is a very important field, hence mandatory.

**PLEASE DO NOT FORGET TO UPLOAD RELEVANT/ATTRACTIVE PICTURES AND VIDEOS AFTER YOUR UPLOAD.**