



FLUID POWER TECHNICAL SEMINAR FPTS 2022



PANEL DISCUSSION *June 18, Saturday*

Fluid Power Society of India (FPSI) organised a Panel Discussion with eminent leaders of the Fluid Power industry in India on June 18, 2022, as part of its annual international technical seminar, Fluid Power Technical Seminar (FPTS) 2022. The theme for the panel discussion was “Think Global, Act Local”.

The Panelists focused on three aspects of the theme namely Manufacturing, Skill Development and Technology.

Panellists:



Mr. M. Seethapathy Rao
Managing Director, Hycom Engineering India



Mr. Ashutosh Kulkarni
Division Marketing Manager (Motion Systems Division), Parker Hannifin India



Mr. Rajesh Bhandari
Managing Director, Gates India



Mr. Roopak Sharma
V-P (Advanced Engineering and Systems Technology), JCB India



Mr. Sujoy Pal
General Manager, Bosch Rexroth India

Moderator:



Mr. Seshnath B.
*CEO & MD, Walvoil Fluid Power India,
Past President & Member, Board of Advisors, Fluid Power Society of India (FPSI).*

Brief Summary of the Panel Discussion:

- **Manufacturing**

1. The fluid power industry should pursue Localisation (both manufacturing and technical developments), to become self-reliant and get out of the supply-chain disruptions cycle (Atmanirbhar Bharat).
2. Indian companies have enough spare capacity and therefore should try to 'Make in India', as many products as possible. We need to THINK BIG and THINK GLOBAL. That means bring able to upscale quickly, as required by circumstances.
3. We need to adopt a Strategy-oriented approach, whereby we scan the environment for new product/manufacturing opportunities and enhance capacity in anticipation of order inflow. This will enable us to respond to overseas needs rapidly, thereby establishing credibility with the buyers.
4. We should also encourage locating of MNC manufacturing units in India to not only use it as manufacturing hub for global use, but to also serve as a benchmark for adoption of modern manufacturing technologies/practices by Indian companies.
5. Identifying 'Next Gen' products to manufacture will be a sound business strategy, as we will then be ahead-of-the-curve, thereby assuring ourselves of sustained future business volumes. But this will mean that we have to study the 'Next Gen' technology comprehensively and absorb it, to evolve the most appropriate and cost-effective production methods.

On the other hand, manufacturing existing-technology products will mean we can hit-the-ground-running and faster business throughput.

Ultimately, companies may have to look at this trade-off and make the best choices for their particular situation.

6. Accessing technologies/products for manufacture in India, can take the route of: (a) Contract Manufacturing (build-to- print method) – here Indian companies will be leveraging their manufacturing skills and will be transactional in nature (b) Transfer Technology Agreements – this is a medium-term activity and will mean investing in effort/energy/money for gains over the next 3 years (c) Joint Ventures – this will mean long-term (greater than 3 years) involvement and should be done only for those products which have useful life of at least 6-8 years.
7. Indian companies undertaking exports will not only benefit them financially but will also enable them to benchmark themselves against overseas manufacturers, in terms of Quality/Reliability/manufacturing technologies.
8. What Indian fluid power should be aiming for is: ATTAINING EXCELLENCE.

- **Skill Development**

1. India possesses a strong engineering education foundation and there is no dearth of engineers. What is required however, is to improve the quality of fluid power education in colleges.
2. We need to promote Industry visits by students, give Internships and Projects, conduct guest lectures in colleges, give priority to recruitment of students pursuing fluid power subjects, etc with the aim of exposing students to a career in fluid power.

3. We need to start Certification courses to equip working professionals with the necessary qualified training and upgrade their skill levels. We also need to improve pay packages. This will make it attractive for them to look for jobs in fluid power.
4. The Certification courses should be designed for serving the needs of a Pyramid-of-requirements: (a) starting with ITI-holders at the lowest level, who will serve as fluid power technicians (b) Diploma-holders at the middle level, who will be imparted trouble shooting skills (c) Graduates at the senior level, who should have technology absorption and application-engineering skills.
5. FPSI to create course to enable candidates gain expertise in forward-looking technologies such as Electronics/Sensors/Automation/etc, that will an integral form part of hydraulic solutions, in future.

- **Technology**

1. FPSI can set up study groups to assess the likely impact of Electrification/Digitalisation/etc and see how they can be incorporated into future hydraulic solutions
2. Indian companies and MNC companies operating in India, to critically examine and take steps to create more Design & Development work in India, thereby not only leveraging the high skill sets of Indian engineering talent, but also lower the cost of product/technology development through use of the more-competitively salaried Indian engineering talent. This will further lead to increased exposure to emerging technologies for the Indian technical people, thereby promoting use of better technologies for products manufactured here.
3. The above step should also lead eventually lead to establishment of dedicated Centres-of-Excellence for product/technology development, in India. We can make use of available schemes/incentives of Ministry of Science & Technology, to enable this.
4. The ultimate aim should be for FPSI, and companies located in India, to establish a National Fluid Power Research Institute, whose sole aim is to act as an autonomous and independent Design & Development institution.



Fluid Power Society of India®

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