

### **Protech Market Survey**

Report - 2

### 1. CONTRACTORS?

Approach contractors for all Services and Repairs



### 2. SERVICE QUALITY?

They want to understand the Service Quality Practical Operational Feel



### 3. COST DECISION?

Initial Level they are ready for only Medium Cost. Once Proved...
Ready for Professional Cost



### 4. PROOF AND GUARANTEE?

Customers expectation
Operational Proof





### **5. DIRECT DISCUSSION?**

We Should be ready for Immediate direct discussion



### **6. COMPANY DETAILS?**

Immediately to Prepare Marketing Materials.



### 7. NEXT REQUIREMENT?

They have understood the details.

Share company details. I will contact you for next requirement.

Keep in Touch.

Requirement is there for Sure.



### 8. INTERESTED?

Interested Customers wants to talk to Technicians or Manager

### 9. IMMEDIATE COSTING?

Some customers want to Know the cost comparison. We have clearly explained them about our Professional Process and Manager will call them.



### 10. GEOGRAPHICAL OPERATIONAL AREA?

Our Initial Strength Area – Customers wants to know the Operational Area



### 11. WELDING GUARANTEE?

Depends on Operator Methods and Performance / Technical Usage / Damage Level



### 12. ONE STOP SOLUTION?

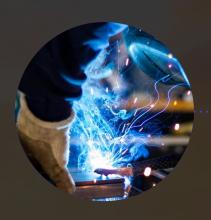
No. We do only Specific Technical Works. In future we can do





### **13. TIME DURATION?**

Calculated time line and Pre Confirmation



# 14. ANY SPECIFIC NEW MATERIALS FOR WELDING?

Professional Calculations and Technically Proved Materials



### 15. PREVIOUS EXECUTIONS PHOTOS AND VIDEOS?

We will share Shortly.



### 16. FIRST LEVEL CONSULTATION AND TECHNICAL GUIDANCE?

Our Key Strength is Professional Technicians and Strong Technically Proved Experience.

We will do best Guidance.

# 17. DIFFERENCE BETWEEN OWN WELDING UNIT AND PROTECH SERVICE TIE UPS ?

Own welding unit is fixed overhead cost and Pro Tech Service tie up gives solution and reduces the Annual fixed cost.



Yes we can give for certain areas. Because OEM has standard tracking System.

### 19. IN CASE WELDING FAILURE?

No Failure will happen 100%.
Technicians will thoroughly check before the executions and they will get clear approval before the execution.

# 20. CAN YOU DO HIGHLY CUSTOMIZED WORK?

Yes we are specialist in customized executions.















# 21. HI-TECH EQUIPMENTS AVAILABLE?

We are very strong with HiTech Equipments for Best quality result with time line.

### 22. CAN YOU DO FOR LOW COST?

No we cannot do, Its not Safety first and Secondly
It will not work, it will end in failure.

# 23. CAN YOU GIVE MULTIPLE SERVICES? UNDER CARRIAGE MAINTENECE? AIR FILTERS? OIL? COOLANTS?

Initially we give welding service only. In future we provide all services.



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