



“Where the Margin for Error is THIN, and the Last 1% Defines the 100%.”

GSTIN : 08AEDPK0504Q1ZG

MSME REGISTRATION: UDYAM-RJ-24-0003207

The Thin Margin (TM) is established by professionals with Techno-Commercial background who gained rich experience while working with several world / country's prestigious construction of projects and contributed significantly in implementing projects with expertise in Material Management during Construction to Steady state stage.

The team of highly motivated and result oriented individuals with exemplary levels of commitment are brought to an umbrella to become employees to entrepreneur with the ambition to be known as leader in **Material Management Partner** and Support Service Provider to large size projects in India and abroad.

Registered Office:

131-Riddhi Siddhi Nagar-1st, Kunhari- Kota, Pin-324008, Rajasthan
E. mail- Kulshreshtha.neelraj@gmail.com; & contact.thinmargin@gmail.com
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Statutory Compliances Certificate no:

GSTIN: 08AEDPK0504Q1ZG dt.28.11.2020
MSME: UDYAM-RJ-24-0003207
PF regn. RJKOT2431354000 / 10000719116KOT dt.02.08.2021
ESIC Code: 15000875830001009
WC Policy: D083551406 dt.24.11.2022 / from 1041178 ICM INSURANCE BROKERS PRIVATE LIMITED
& all other statutory compliances shall be obtain as and when required.



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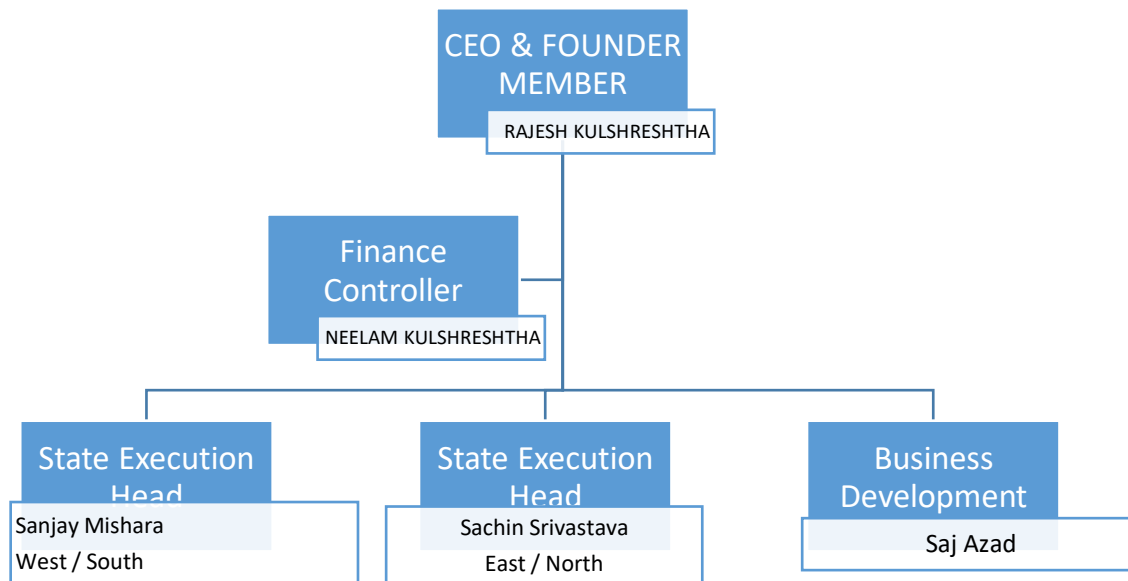
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The Organogram



Customer Delight.

TM is committed for highest level of customization in product and service to suit not only customer need but also achieve maximum customer delight.

Research & Development.

At TM we firmly believe in quality enrichment and development of the Material Management that we are offering. All our endeavours are directed in maintaining market credibility by conducting rigorous compliance and achieving results. We have employed a team of experienced supervisors, managers and expert consultants' latest process and to improve the quality of existing range of appliances. The thorough study by our experts help team to implement innovative techniques and methods, which help us in lowering the cost of production.



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TM's Team.

We have employed a team of highly qualified and experienced professionals, which helps us to comprehend the demands of our clients in a proficient manner. Our professionals are dedicated towards the work and assist us in maintaining a professional approach in all our business activities and to execute the given responsibility with proficiency. The prime objective of our professionals is to enhance the quality of our existing range of Services and to meet the diverse requirements of our clients within stipulated frame.

EHS commitment.

TM believe in integrated approach toward EHS. We always ensure and strived to follow ethical business practices and transparent dealings to attain maximum client delights and happiness.

TM's Ethics.

Reliability, Dedication, Discipline, Productivity, Cooperation, Integrity, Responsibility & Professionalism.

Our Unique Selling Proposition (USP).

While conducting all our business operations with proficiency, we primarily concentrate on our techno commercial skills. Our team of qualified and diligent professionals ensure Zero harm to environment. They also have the capability to meet the specific and bulk requirements of our clients within stipulated time frame. Our professionals are able to carrying out design and development, supplying and implementing and maintenance of our service / products, across the country with utmost proficiency.

Vision.

Partnering with employees on EBITDA.

Mission.

The main objective of organization is to win the trust and confidence of clients by offering range of services and execute them in most efficient manner. The team of professionals at our organization lays extreme emphasis on the quality as well as meeting the specific requirements of clients within stipulated time frame.



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List of our Happy Clients:



Adani Group of Companies.



Soft Bank Group _SB Energy Limited



Aditya Birla Renewable Energy Limited



Vishakha Group



Ecom Express Ltd.



Promoted by Indian Register of Shipping



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A) Expert Services:

- ✓ **Design and Development- Warehouse sizing and layouts,**
(Open laydowns, Covered Store, Temperature & Humidity controlled storage).
- ✓ **Critical Processes design, development and Implementation,**
(Gate Entry & Exit management, Receiving of goods, Unloading, Verification, Storage and Preservations, Issuance and transaction booking).
- ✓ **Warehouse resources Planning,**
(Manpower, Material Handling Equipment, Space requirement).
- ✓ **Warehouse Security and Safety plans executions,**
(Security and Safety Requirement planning, Implementation and Monitoring)
- ✓ **Stock Verification,**
(ABC analysis, SAP based location, Periodic physical stock verification, Repairing and maint. of packaging, tagging).
- ✓ **Assets Management,**
Categorization, Verification, numbering, marking and record maintenance.
- ✓ **Material Handling ,**
Unloading, Verification, Insurance claim needs, loading, shifting and transferring).
- ✓ **SAP / ERP – System transactions,**
(Process flow design to integrate with SAP, transaction posting – maintaining SLAs).



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- ✓ **Designing Storage Norms,**
Open, Covered, Temperature and Humidity controlled storage.
- ✓ **Stock Preservation Exercise,**
Identifying preservation needs, OEM recommendations, Storage norms, Shelf life, FIFO.
- ✓ **Bulk Material Handling** and Heavy Lifts.
- ✓ **EXIM** Import and Export shipment documentation.
- ✓ **Logistics / Transport Management-** Identifying requirement, Port surveys, placement of fleets, loading, Waybills, Shifting or Transferring goods, GPS monitoring, receipt acknowledgement, ensuring ON TIME ACCURATE SUPPLIES.
- ✓ **Writing Standard Operating Procedures(SOPs),** Service Level Agreements (SLA),
- ✓ **Masters Management** Material code, Vendor and Customer code creation, Maintenance, and cleansing, GL code / Profit centre, Project capitalization.

B) Value Added Services

- ✓ Inventory Analysis, Warehouse -MRP- ROL & ROQ., ABC, FSN, HML, FRB and VED analysis, procurement support.
- ✓ MHE utilization, breakdown monitoring and ensuring optimization.
- ✓ EHS-JSA, HIRA Chemical handling, Fire Control Management, Resource Requirement Planning.



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- ✓ Product packaging- Package design, sizing, re-sizing for optimum logistics costs.
- ✓ Hazardous and Non- Hazardous Scrap and waste management- Receiving, storage, accounting, e. auctioning, reverse auctioning and disposal.
- ✓ Customer complaints- Over-Short-Damage and Rejections – Root Cause Analysis (RCA) and CAPA.
- ✓ Support management in ISO /QMS / EHS – 9000, 14000 & 18000, 5S, KAIZEN- process development, implementation and compliance monitoring,
- ✓ Cost Saving and Improved Productivity projects.
- ✓ Heavy Lift work- Performing Heavy machineries and equipment's lifting work which includes decantation of cargos from shipping containers.
- ✓ HR Services- Training Need Identification (TNI) writing JD, KRA and KPI, Staff Welfare and Motivational need identification for overall improved efficiency.
- ✓ Housekeeping for Office, Plant, Warehouse and township,
- ✓ Staff transportation, Canteen and Pantry management,
- ✓ Auditing – Inventory Audits, Process Compliance audit, Customer complaints audit, Accidental audits – RCA and CAPA.
- ✓ Focused cost cutting, cost reduction, waste reduction and optimization exercises.
- ✓ MIS- Daily-Weekly-Monthly as may be required,
- ✓ Support in SEZ / Non SEZ / EOU / Mega, Ultra Mega, PAC, Supersites and relevant benefits being provided by GOI / law provisions.
- ✓ MANPOWER–Providing experts and Specialized Managers, Engineers, Supervisors, Operators, Skilled and Un-skilled manpower, Post hiring verification.



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List of Projects executed by members associated with Thin Margin especially in the field of:

Materials Management, Logistics Management, Procurement & Contracts, Project Monitoring and Controls, Heavy lifts / Bulk Materials handling, ISO certification, Auditing and Compliances, Warehouse & Logistics design and development, Processes design and development, Project execution, Plant Gate Entry and Exit management, Offices and Plant administration, Plant housekeeping, fleet management, Exim, SEZ, EOU, DTA.

1. 4.0 GW PV Solar Module and Solar Cell manufacturing plant of Adani group located at Mundra-Gujarat.
2. World 1st largest Solar Power Generation power plant of 648MW at Kamuthi, Tamil Nadu in 2015-16.
(Created history by completing in 1year which is recorded in Net Geo in Mega Structure Construction catéogory.
3. Erection work of Module Mounting Structure (MMS) and installation of Solar Modules of several nos of Solar Power generation projects of Adani, Aditya Birla and SB Energy group.
4. 2 x 660MW Super Critical Technology based Thermal Power Plant of Adani Power Limited in Rajasthan.
5. 2 x 660MW Thermal Power Plant for DVC Ltd. / with Reliance as EPC partner.
6. Dubai Metro and Mono Rail Project for Road Traffic Authority (RTA), a Govt.of Dubai, under Mitsubishi Heavy Industries (MHI).
7. Reliance Petroleum Ltd., World largest Petroleum Refinery at based at Gujarat.



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8. Reliance Communications- country's largest cross country OFC network for basic telephony services.
9. Reliance Petroleum's country's private largest Petroleum Retail Outlet project with most modern infrastructure and technology.
10. Indorama's Polyester / Petrochemical complex at Nagpur.
11. Baroda Rayons Corporation Limited's manufacturing plant for POY, and Nylone Tyre Cord at Gujarat.
12. GHCL's 1200MMTPA Soda Ash production plant at Gujarat.
13. Consultant for 660MT / 1200MT Solar Glass furnace pull Manufacturing plant of Vishakha Group.

End to end package for Stores, Logistics & Inventory Management to be out-sourced to us with high SLAs.



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These are some of photographs of On-Site Material Management of our various projects, these photographs are real and not from net. For your ready reference.

Bulk Material Storage before Erection of Boiler and Turbine 2 x 660MW Unit



Bulk Material Storage before Erection of ESP 2 x 660MW Unit



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Bulk Material Storage before Erection of Electrical Switch Yard 2 x 660MW plant



Bulk Material open Storage before Erection during rainy season 2 x 660MW plant



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Bulk Material open Storage before Erection of Solar Power Project of Large size

Some photographs of storage and preservation for ready reference.

Solar PV Module- Storage, centrally in Stores



Solar PV Module- Directly delivered & stored at construction



Module Mounting Structure- Storage and preservation



DC Cable - Storage and preservation



LT & HT Cable _ Storage and Preservation.



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Receiving ODCs cargo at Erection Site and preparing for its unloading under supervision of Erection Contractor



Safe Transportation of Pipes



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Bulk Cargo Receiving in import containerized shipments and its decantation and release, ensuring no detention charges (24hours operation)



Receiving Imported consignments.



Releasing vehicles after unloading of domestic goods.



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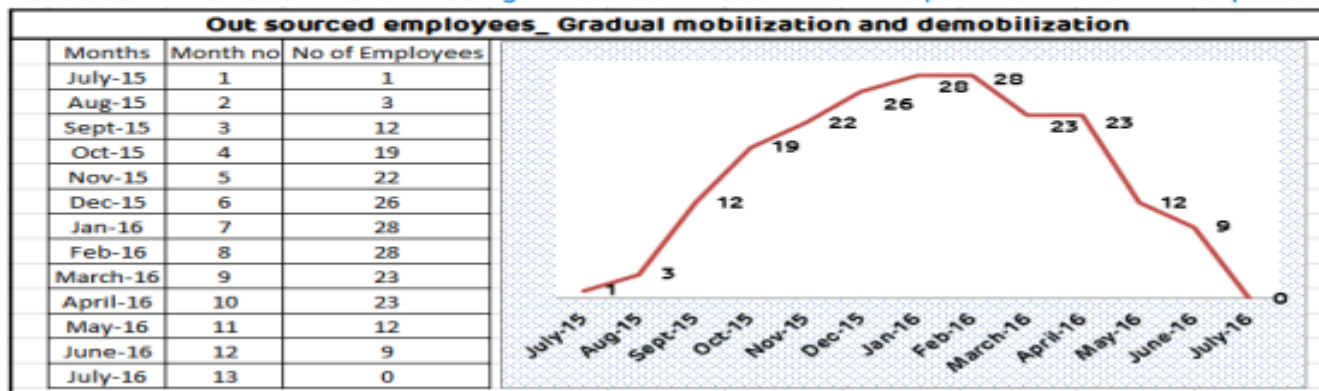


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Optimization and cost saving efforts by TM (Examples)

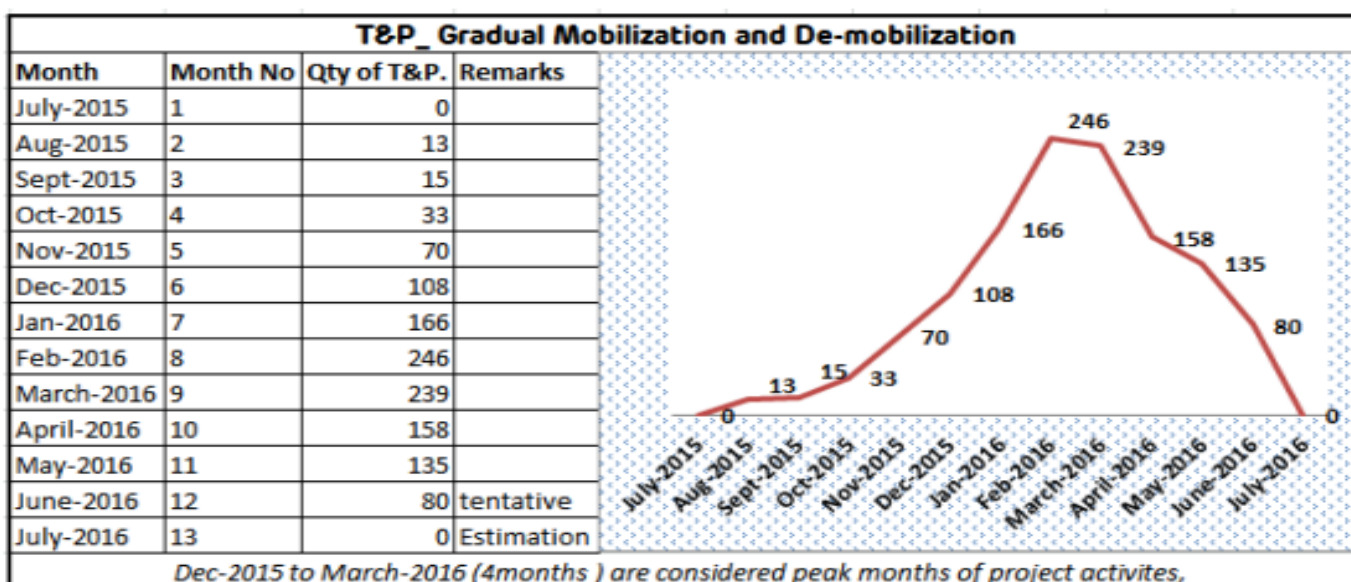
Optimized manpower resources: mobilization started progressively as per project requirement, i.e. manpower increased from Oct-15, reached to peak in Jan-Feb-2016 and gradually started decreasing from March-16 onwards. The scheduled target date for completion of main project works was 31st March 2016 excluding BOP which was scheduled for completion by 31st July 2016. Periodical reviews are being carried out for optimize the manpower.



Nov-2015 to April-2016 (6 months) is considered peak months for project activities.

Hiring of T&P_ Peak month requirement:

Majority of T&P were hired on monthly rental basis, hiring of T&P was planned based on construction activities. The hiring of T&Ps was started in the month of August 15 with 13nos for Bush cutting and cleaning activities, and increased based on the demand of activities, at peak i.e. in the month December '15 to March-2016 the total equipment hired were (all types) were 239-246nos, after synchronization of three plants demobilization was started i.e. in the month of April-2016 onward.



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Thinking Out Of Box, Explore options and solutions (Examples)

w.r.t. world 1st largest Solar Power Generation Project of 648 MW at Kamuthi- Tamil Nadu

Example_1 : It was black cotton soil strata at project site, during rainy period most of area become unusable for movement of unloading equipment. The idea adopted of cricket field during rainy day i.e. by covering the pre-determined area with tarpaulins to protect the ground (like cricket pitch), which helped for unloading the material immediate after rain, with this idea saved lot of demurrages and avoid the detentions. Photo of such one incident (covering of road with tarpaulins).



Example_2 : Documents processing cycle time analysis: The terms of payment against supplies and Services were unique for the project. Vendors were assured to made payment on weekly billing cycle. The documents / bills were certified and submitted to accounts to process and release the payment to vendors on weekly basis, which is life line for uninterrupted execution of works. To enable this, important initiation has taken by team and persuade the case with TC, PMCG and QC at client's HO to process “Quality Decision (SAP-transaction QA11), to be done in Stores itself while creating GRN for all materials wherever delivered is being affected **against MDCC**. FQA at site to ensure quality inspection only in cases where material supplied without MDCC or against any discrepancy report initiated from Stores department. This step has saved considerable time in document processing, enabled timely vendor payment and uninterrupted construction activities.

Example 3 : The game changer decision : It is a real story of success of 1st world largest Solar Power Generation project of 648 MW in year 2015-16. The project is pass through several challenges and obstacles in which record breaking rain during return monsoon, several hits of cyclones, running away manpower etc., there was a point when every person have left the hope of completion of project in scheduled date, the loss was huge (reduction of PPA rate from 7.50/- to less than 3/- for entire PPA period for entire capacity of 640 MW), Top Management worried because huge work was pending to complete in left period of approximate 3 months and either any miracle or any out of box thinking idea can save project. In such a difficult situation, the lead of On-Site Materials Manager (that time employee of Adani group and now CEO of Thin Margin)put up a controversial proposal to the top project management of shifting entire project materials from Storage yard / building to shift to construction site by company's own resources which has huge cost addition to the current



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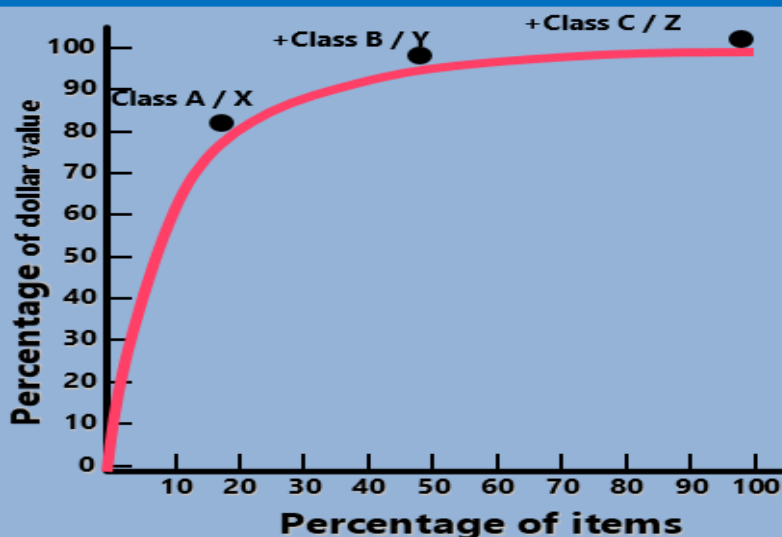
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costs (in several crores of rupees), but was just not more than **peanut** cost in comparing with save PPA rate for entire period and for entire capacity of 648 Mw. Its not only allowed construction agencies to put entire force in construction activities (core activity)of project and not to waste his construction team in material logistics activities (non-core activity for particular time) but it give a light of confidence and hope to finish project by round the clock working. The lead took by On-Site material manager and succeeded.

TM team do data analysis for best options & solutions

ABC / XYZ Analysis Example



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Distribution Mechanism

Hub and Spoke Model – possible locations & budgetary costs



Destination	Direct from MSPVL(INR)	Routing via hub/s(INR)
Ahmedabad	29,000	-
Bangalore	1,25,000	1,44,000
Chennai	1,40,000	1,54,000
Delhi	80,000	99,000
Mumbai	58,000	74,000
Bhiwandi	55,000	69,000
Hyderabad	1,20,000	1,24,000
Raipur	1,20,000	1,19,000
Raigarh	1,30,000	1,19,000
Gurgaon/ Noida/ Ghaziabad/ NCR	80,000	1,04,000
Bhopal	75,000	84,000
Indore	70,000	84,000
Falta/ Kolkata	1,65,000	
Jammu	1,25,000	

Legend:

-  Manufacturing Plant, Mundra
-  Hub location



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Recognition and Rewards



On-Site Material management review at APRL-Kawai by Sh. RV Shahi, Chairman of Energy Infratech & Ex-Secretary to the Government of India in the Ministry of Power and formerly the Chairman and Managing Director of Bombay Suburban Electric Supply (BSES)



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On-Site Material management review at APRL-Kawai by Sh. Gautam Adani- Chairman of Adani



Special Recognition Award by Adani Power group CEO, Corporate president of HR and by Mr.Rv Shahi- Ex-Secretary to the Government of India in the Ministry of Power and formerly the Chairman and Managing Director of Bombay Suburban Electric Supply (BSES)



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Many more recognitions, rewards, awards and appreciation have been achieved by associates of Thin Margin Team time to time during construction of nationally and internationally renowned projects, however mentioned here of two country's biggest group companies for your reference..



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In Focus : Solar Power projects for nation Building & Solar Glass Manufacturing plant's Materials Management

Solar Energy in India has emerged as a potential substitute for conventional forms of energy. Many ongoing researches suggest that Solar energy is the future, Considering the benefits of Solar energy, countries all across the globe are adapting solar technologies in order to replace conventional energy, The constant efforts of the India aims to become a self-reliant and self-sufficient solar energy-producing nation.

In the light of above, We at Thin Margin have the ambition to be known as leader in **Material Management Partner** to large size Solar projects in India and abroad. We are actively involved in Solar Power Construction Project since year 2020.



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Consultant for SCM for Vishakha Glass Pvt Limited of 600MT pull furnace capacity.

Thank you

Yours Sincerely,

Ishant Kulshreshtha

Managing Director

Contact no- 8000071639

Kulshreshtha.neelraj@gmail.com



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