Merit-based industry collaborations and AI integration necessary for growth

RM Controls' approach is to build strong, direct relationships with clients rather than relying on intermediaries. This has helped it achieve remarkable success, with word-of-mouth advertising allowing it to grow a ₹ 70-crore turnover without a traditional sales force.

The power industry should focus on merit-based growth, where manufacturers prioritise collaboration over competition. Instead of complicating the market for survival, the goal should be to unite and deliver better products collectively. If manufacturers possess strong networks, expertise, and quality, they should aim to merge their strengths and address weaknesses in production. Financial concerns should not overshadow the commitment to quality and value-added products.

AI, IoT integration in the control panel industry

AI integration in the electrical panel industry can play a significant role in improving quality control. By utilising advanced AI scanning, we can enhance the accuracy of identifying panel issues. Preloaded data can allow the AI to scan the entire panel, detect errors, and correct them, ensuring higher precision in manufacturing. This technology can be extended to measuring instruments, such as voltmeters and meters, to improve accuracy and contribute to better protection relays. AI's biggest advantage lies in scanning for loose connections, a major safety risk in electrical systems. By implementing thermography on hardware, AI can detect temperature anomalies, prevent potential hazards like equipment burning or degradation, and improve electrical protection.

RM Controls manufactures process panels that integrate with IoT for the manufacturing industry, enabling seamless communication between process machines and automation systems. These panels support IoT features, with the Point of Control (POC) allowing for real-time responses to critical events on-site. While the electrical panels are not directly connected to IoT, they are indirectly controlled through IoT devices that collect data from the ground site. This data is used for tasks like switching and protection. Industry standards and regulations do not impose excessive restrictions, making it possible for companies to produce high-quality and quantity products without significant challenges.

Client-centric approach

RM Controls believes that every product it creates is not just a financial asset but a statement of its dedication. RMC products are like our 'babies,' and we carelessly nurture them. We do not simply provide financial solutions; we offer value-added solutions beyond basic requirements. For example, if a client needs to cut costs or improve efficiency, we deliver a solution that meets their needs and anticipates future growth and energy savings. RMC focuses on long-term value, contributing to global energy-saving efforts.

RMC's approach is to build strong, direct relationships with clients rather than rely on intermediaries. This has helped us achieve remarkable success, with word-of-mouth advertising allowing us to grow a 70-crore turnover without a traditional sales force. RMC is seen as consultants first and product suppliers second, always offering tailored solutions that address the client's unique challenges, ensuring their continued satisfaction and success.

Market strategy

A multi-channel approach has revolutionised marketing, emphasising listening to customers before finalising any product. This approach allows companies to provide solutions, offering consultancy services and charging for them rather than focusing solely on selling products. Customers often opt for well-designed solutions from trusted consultants and then choose to have the product manufactured by more affordable suppliers. This strategy ensures quality while helping smaller manufacturers align with industry standards. A merit-based industry is key; everyone follows proper practices to enhance output quality. The added value through design and engineering can ultimately reduce future costs. RM Control guarantees product longevity, with 5 to 25 years warranties, ensuring long-term cost savings.

Skill development and collaboration

The key concern is the shortage of skilled labour in industries driven by the diversion of youth into other sectors, which are seen as more lucrative or accessible. The increasing inflation further discourages the lower-income workforce from continuing in traditional industries. To address this, the budget should focus more on skill development and ensure that labour remains motivated to work in manufacturing. This can be achieved through incentivising schemes like Train-To-Hire and other support measures for the lower-income groups.

Collaboration among manufacturers should be encouraged, ensuring that they operate on merit-based principles and focus on delivering high-quality products. This approach, based on unity and collaboration, will help industries thrive long-term rather than focus on short-term survival, benefiting both the workforce and the industry. The goal is to align efforts for sustained growth and ensure all sectors work together for a better future.

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