

Neilsoft ties up with German firm

DNA Correspondent

Pune-based Neilsoft on Thursday announced that it has signed a technical co-operation agreement with Triplan, a reputed German engineering consultancy services provider in the industrial projects space for more than 40 years.

The cooperation agreement enables Neilsoft to bring a higher level of expertise, experience and value to its industrial project clients in India.

Triplan is listed with the German stock exchange. "Our branding as an engineer service provider allowed us to enter the industrial projects space two years ago with a fo-

cus on detailed engineering services. Today, we have moved up the value chain and will now be able to offer our clients basic design and consultancy services also," said Neilsoft chairman and managing director Ketan Bakshi.

The tie-up would be of special significance for Indian manufacturers who are putting up new plants or upgrading existing plants.

"With our team of over 500 engineers, specialists and designers and our experience of servicing large reputed clients in Europe, we can provide a strong value proposition for plant owners in India," said Triplan CEO Walter Nehrbass.

German engineering services company enters Indian market

By **Praveen**
Bureau

Pune, April 23

German engineering consultancy services firm, Triplan AG, is looking beyond Europe for growth and has forayed into the Indian market.

Till date Triplan focused on the European market with most of its business coming from German and Swiss companies.

But now the company is looking at achieving growth by going into new markets and has decided to focus on India, Walter Nehrbass, CEO, Triplan, said.

"Normally we have followed our customers, but this time we are making a direct entry into the market," he said.

Triplan is part of the BEKO Gruppe which in turn is part of Cross Industries AG. (Cross holds a majority stake in motorcycle maker, KTM Power Sports AG. Bajaj Auto has a 30% stake in KTM).

There could be synergies in future between various group companies, Nehrbass said.

Triplan offers high-tech

Neilsoft and Triplan are 60:40 owners of ITandFactory GmbH based in Germany and Switzerland and were comfortable working with each other. Neilsoft has targeted the Indian market for the last two years which accounts for 20% of its Rs 124-crore turnover.

engineering services for constructing complex production plants life science, chemical, industrial refinery and petrochemical and power plants including nuclear power.

To facilitate its entry into the Indian market, Triplan has tied up with Pune-based Neilsoft, an engineering services company with a team of 800 on board and a presence in Pune, Mumbai, Bangalore, Delhi, Chennai, Chicago, Detroit and Luton in the UK.

"Both partners have been working together for the past one year and are now taking it to the next level," Ketan Bakshi, CMD of Neilsoft said.

Neilsoft and Triplan have signed a technical coopera-

tion agreement to address the Indian market using a hybrid delivery model. Triplan will services customers in the Indian market through Neilsoft.

Bakshi said Neilsoft and Triplan are 60:40 owners of ITandFactory GmbH based in Germany and Switzerland and were comfortable working with each other. Neilsoft has targeted the Indian market for the last two years and the domestic market accounts for 20% of its Rs 124 crore turnover.

Triplan has a list of marquee clients – Mobil, BASF, Bayer, Roche, Abbott, Ciba, Aventis, Novartis, Daimler-Chrysler, Uhde, OMV and ConocoPhilips and it hoping leverage its international customer base in India.

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India's Neilsoft Signs TRIPLAN for Technical Co-operation

Neilsoft

PUNE, India, Apr 24, 2009 - Neilsoft today announces that it has signed a technical cooperation agreement with TRIPLAN, a reputed German engineering consultancy services provider in the industrial projects space for more than 40 years. TRIPLAN is listed on the German stock exchange (Prime Standard) and services clients in the international market in the chemical, life sciences, petrochemical, and oil & gas sectors. The cooperation agreement will allow TRIPLAN to service customers in the India market through Neilsoft and enables Neilsoft to bring much higher levels of expertise, experience, and value to its industrial project clients in India. Earlier, Neilsoft and TRIPLAN had partnered in the ITandFactory joint venture in May 2007 and this agreement extends & deepens the relationship further to the benefit of both organizations.

Speaking on the occasion, Mr. Ketan Bakshi, Neilsoft Chairman & MD said, "Our branding as an engineering services provider allowed us to enter the industrial projects space 2 years back with a focus on detailed engineering services. Today, we have moved up the value chain and will now be able to offer our clients Basic Design and Consultancy services also. We have developed a very competent multi-disciplinary team (in-house) by bringing in highly experienced professionals from well-known MNC's and are already executing projects in the Middle East and supporting some clients in Europe. With the TRIPLAN agreement, we will now bring 40+ years of their experience and sector-specific domain knowledge for Indian manufacturers who are putting up new plants or upgrading existing plants. TRIPLAN's experience in turn-around planning & plant optimization made us realize the great value we could provide in India by partnering with them."

Speaking on the occasion Mr. Walter Nehrbaß, TRIPLAN CEO said "With our team of 500+ engineers, specialists, and designers and our experience of servicing large, reputed clients like Esso, Mobil, Miro, BP, BHAR, OMV, BASF, Bayer, AGFA, Mitsubishi, Cognis, Abott, Aventis, Ciba, Novartis, Roche, ROHM, Lonza, Baxter, Huntsman, Chiron Vaccines, etc. we can provide a strong value proposition for plant owners in India. The bulk of our \$ 60 Mi. consultancy revenues last year came from Basic Design / FEED development activities on Customer scope or Process Design or acting as an EPCM contractor with strengths in the Swiss, German, Austrian, and Eastern Europe markets. To complement our scope of services, we also offer Project Execution services which include cost estimation, controls, & optimization, schedule controls, procurement support, and construction supervision."

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Source: Samachar.com – Business Line

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- IT majors trim costs for preserving margins** (25 April 12:00)
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- 'No trouble for Satyam-FIFA tie-up'** (25 April 12:00)
Hyderabad, April 24 Satyam Computer Services' multi-million dollar engagement with football association FIFA is 'up and kicking' despite the crisis that hit the IT major.
- Ramco targets 5,000 users by March next for ERP service** (25 April 12:00)
Chennai, April 24 Ramco Systems Ltd expects the number of users for its Ramco OnDemand ERP to increase to about 5,000 by the end of March 2010, from about 2,000 now.
- 'Satellite, broadband can co-exist in 2.5 Ghz band'** (25 April 12:00)
New Delhi, April 24 WiMax Forum has told Department of Telecom that it will conduct trials in Bangalore in the 2.5 Ghz band to show that there is no issue related to interference between sat...
- Germany okays Satyam stake sale to Tech Mahindra** (25 April 12:00)
Hyderabad, April 24 Satyam Computer Services has said it received clearance from the Seventh Division of the Federal Cartel Office of Germany for the acquisition of a controlling stake in th...
- Neilsoft signs pact with German co** (25 April 12:00)
Pune, April 24 Neilsoft and German engineering consultancy provider TRIPLAN have signed a technical cooperation agreement.

Source: Europe Oil & Gas News – Energy Industry Today
April 24 2009

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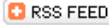



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April 25, 2009

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Neilsoft Signs 'Technical Co-operation Agreement' with TRIPLAN

NewswireToday - /newswire/ - **Pune, Maharashtra, India, 04/23/2009** - **The agreement will target engineering services opportunities for industrial projects in the chemical, life sciences, petrochemical, and oil & gas sectors in India.**

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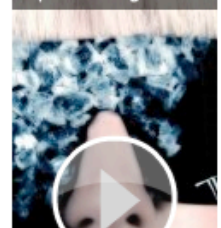
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/PRZOOM - Newswire/ - The agreement will target engineering services opportunities for industrial projects in the chemical, life sciences, petrochemical, and oil & gas sectors in India.

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Source: Times of India - April 27, 2009

Neilsoft in tech agreement with German firm

Pune: Neilsoft Limited announced on Thursday it has signed a technical cooperation agreement with German engineering consultancy services provider TRIPLAN. The agreement will target engineering services opportunities for industrial projects in the chemical, life sciences, petrochemical, and oil and gas sectors in India.

The cooperation agreement will allow TRIPLAN to service customers in the India market through Neilsoft. It would also enable Neilsoft to bring higher levels of expertise, experience, and value to its industrial project clients in the country.

Neilsoft chairman and MD Ketan Bakshi, said in the press release, "Our strength as an engineering services provider allowed us to enter industrial projects space two years back with a focus on detailed engineering services. With the TRIPLAN agreement, we will now bring more than 40 years of their experience and sector-specific domain knowledge for Indian manufacturers who are putting up new plants or upgrading existing plants."

Earlier, Neilsoft and TRIPLAN had partnered in the ITandFactory joint venture in May 2007. TNN

Source: Hindu Business Line - April 25, 2009

Neilsoft signs pact with German co

Our Bureau

Pune, April 24

Neilsoft and German engineering consultancy provider TRIPLAN have signed a technical cooperation agreement.

This will allow the overseas company to service customers in the Indian market and enable Neilsoft to bring higher expertise, experience and value to its industrial project clients in India. Neilsoft and TRIPLAN had earlier partnered in an IT and Factory joint venture in May 2007.