

India



## Sourcing Newsletter

4th Edition, 2024

# YOUR **PARTNER** FOR SOURCING FROM INDIA

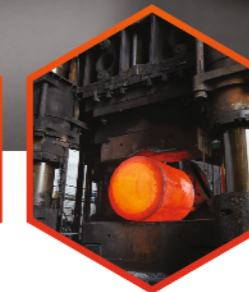
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# Helping firms succeed in India

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- ▶ **SELL MORE**
- ▶ **MANAGE RISKS**

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Partner Search  
Executive Search  
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BIS Registration  
Sourcing

## Troubleshooting

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## Maier Vidorno Altios

### Strategic Sourcing in India: Unveiling Opportunities and Navigating Challenges

India has become a reliable sourcing partner for European companies, offering a skilled workforce, cost-effective labor, and a favorable regulatory environment. The country's manufacturing sector aims for a significant GDP contribution, attracting investments from global giants like Apple and Samsung due to its cost-effectiveness and quality raw materials.

In interviews with 40 CEOs of mid-sized Indian companies, Maier Vidorno Altios identified crucial growth drivers and challenges. These include a customer-centric approach, automation, intense competition, a skilled manpower shortage, capital-intensive operations, and limited export capacity.

Finding the Right Sourcing Partner: Maier Vidorno Altios plays a pivotal role in successful sourcing in India. Their comprehensive approach ensures a competitive edge for companies navigating the evolving manufacturing landscape.

**Conclusion:** As India establishes itself as a sourcing hub, European SMEs can benefit with the right partner. Maier Vidorno Altios, with its local expertise, stands as a reliable guide for companies entering or expanding operations in India.

#### Maier Vidorno Altios Help: Navigating Success in India - A Transformative Case Study

**Challenge:** A European manufacturer faced fraud in India's distribution network.

**Solution:**

- Replaced distributors and consultants with Maier Vidorno Altios' Supply Chain system.
- Employed a three-pronged strategy: criminal law, civil law, and compliance.
- Filed a criminal complaint against consultants and distributors.
- Issued cease and desist notices and filed suits for money recovery.
- Implemented background checks for employees and developed SOPs for processes and compliance.
- Recruited an experienced interim manager and facilitated the search for a new head of the Indian subsidiary.
- An Maier Vidorno Altios Director joined the company board for future governance.

**Results:** The company maintained contracts, recovered owed money, and established transparent systems with low future fraud risk. This case study showcases how Maier Vidorno Altios understands the Indian business landscape, providing strategic solutions for companies to thrive and overcome challenges.