WHY INDIA?

- One of the fastest growing large economies of the world. By the end of 2018, the economy will be 6th largest and is likely to become 3rd largest by the year 2030. (source: World Bank)
- World’s largest manufacturer of two-wheelers.
- World’s largest manufacturer of tractors.
- Machine tool consumption for 2018 is expected to be roughly US$1.9 billion (Oxford Economics).

WHERE ARE THE MARKETS?

- **Northern Region**: Motorcycles, Automotive, Trucks & Buses, Aerospace, Dies & Molds, Electronics, Power Generation, Engineering, Machine Tools, Medical, Railways
- **Western Region**: Motorcycles, Automotive, Trucks & Buses, Aerospace, Dies & Molds, Electronics, Power Generation, Heavy Engineering, Machine Tools, Medical, Petroleum, Mining, Ship Building
- **Central - Eastern Region**: Trucks & Buses, Power Generation, Heavy Engineering, Oil & Gas, Mining, Ship Building, Railways
- **Southern Region**: Motorcycles, Cars, Trucks & Buses, Auto Parts, Aerospace, Dies & Molds, Electronics, Power Generation, Heavy Engineering, Machine Tools, Ship Building, Medical, Railways

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AMT MEMBER SERVICE BENEFITS

BUSINESS SUPPORT/ MARKET PENETRATION
Numerous services include: market penetration and channel development guidance, intellectual property rights assessments, key market / industry intelligence and research, trade missions to meet decision makers, trade show information and exhibiting assistance, organizing meetings with potential customers, cultural education including local negotiation practices, and assistance in finding legal representation.

MARKET ACCESS & SALES SUPPORT
The MASS direct sales support program is designed to increase a member’s sales volume. Utilizing senior in-country AMT staff, we will generate qualified sales leads in specific market segments, arrange sales meetings, organize follow-up support for active prospects, and provide monthly reports.

SHOWROOM / DEMONSTRATIONS
AMT’s showrooms are used for training and technical seminars, live demonstrations, open house events, parts testing and run-offs, and temporary duty-free release of imported machines utilizing our Free Trade Zone status.

FIELD SERVICE SUPPORT
This on-demand daily or weekly engineering service can include: installation, setup, on-site training, troubleshooting, service, and repair. Make proactive courtesy calls to help ensure customer satisfaction. Our experienced service engineers can help a member achieve a high success rate with their customer’s final acceptance.

PROXY HIRING
This unique program enables a member to have an in-country direct hire without forming a local company. The full-time employee will report to the member but will be on AMT’s local payroll. We take on all employer responsibilities including salary, benefits, insurances, and taxes. This service includes the candidate search and compensation / benefits guidance.

HUMAN RESOURCES
HR services include: compensation analysis, payroll administration, hiring, and labor law / policy consulting.

OFFICE SPACE
Included for Tech Center participants: WiFi and high-speed LAN internet access, utilities, visitor insurance, IT services, 24-hour security, cleaning services, access to meeting and training rooms, cafeteria, copier, printer, and fax. Both workstations and private offices are available.

OUTSOURCING SERVICE/ SUPPLIER DEVELOPMENT
These services provide assistance in sourcing key components from local suppliers, identification and evaluation of local job-shops, and relationship development with local engineering companies for design and application needs.

TRADE MISSIONS & TRADE SHOWS
Our trade missions provide opportunities for members to connect with top decision makers at manufacturing companies from across several sectors of the economy. AMT organizes a pavilion at IMTEX for exhibiting members and info booths at other regional trade shows. These shows provide a great marketing platform for our members to increase exposure and brand awareness in the local market.