

Doing Business With ISRO

The Beginning

- Vision of ISRO - Talk by ISRO Scientists in Institutions
- Strategic Decision to Expand Base
- Passion for Higher Levels of Achievement
- Fear of the Unknown

Understanding the Process

- Support begins even before you start
- Transparency and Equality
- Education in the processes
- Clarity in Requirements
- Entire team participation
- Real test begins on winning the contract

Project Execution

- Hand Holding with a Difference
- Systematic Approach – Execution in Phases
- Training in all aspects of the products
- ISRO Review Systems
- JRB Concept
- All issues resolved in JRBs

Meeting the Expectations

- Dedicated Team
- Robust Quality Systems
- Transparency in Reporting Adverse Events
- Creating the Mindset for the entire supply Chain – Traceability
- Making own scorecard on meeting the expectations

Successful Product

- Technology is transferred
- Pressure Sensors Realized
- Handholding Continues but with a difference
- Reverse Flow of technology
- Sustaining Business in the long run
- Participation in Joint development