



Mamata Machinery Pvt. Ltd.

A Technology Based Global Plastic Bag And Packaging Machinery Manufacturing Company, Offering Innovative Packaging Solutions

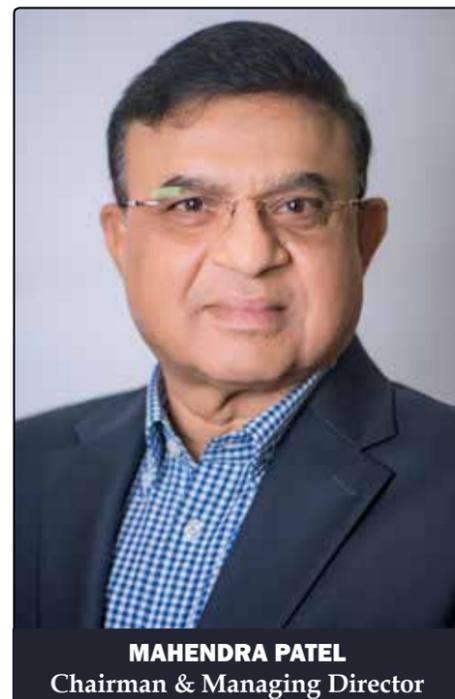
In the 21st century, plastic has become an inseparable part of human life. In terms of economy, it contributes a lot in ensuring ease of business operations and serves as a significant part for boosting its growth. We can hardly imagine any industry that has been left untouched by the usage of plastic. Numerous enterprises across the market require various types of machinery that can allow the formation of efficient plastic food packaging solutions. Serving the global markets with its tech-enriched machines, Mamata is offering a complete range of Servo Driven Bag and Pouch Making Machines as well as Packaging machines. Incorporated in 1989, it has come a long way to emerged as a leading manufacturer and exporter of plastic packaging machines.

As a first Indian company to introduce plastic bag making machines, Mamata has also been involved in manufacturing of pick-fillseal, horizontal-form fill seal and multi-lane sachets packaging machines that are used in the packaging of variety of goods, sold or bought in the market. Their business portfolio is all about development of such machines. At present, the Company is offering its services in around 80 countries across the globe and way back in 1998, they pioneered the 'Make in India' Movement, the slogan was "Made in India for the World". Under the aegis of Mahendra Patel, the Chairman and MD, the Manufacturing Company has scaled greater heights and witnessed incomparable success.

INCEPTION STORY

Mamata was established by Mahendra in the year 1989. He reveals the inspiration behind the commencement of this exemplary business venture was- Promoting the technology at the time of commencement of business that was two generations ahead of what was available in the market at that time. This uniqueness in their approach to serving the market with tech- enriched solutions made them stand out of the crowd. It was the usage of the appropriate technological advancements that allowed Mamata to stay ahead of the curve as compared to their peers in the same domain. The periodic up-gradation of the technology platforms hand-picked from across the globe has allowed them to stay relevant and reliable in their targeted field. This insightful approach has allowed them to emerge as a trusted player in the arena and scale the heights of success as well.

The exemplary mission was to offer affordable packaging solutions (specifically for the food items) to ensure hygienic means of packaging processes. It aims to assure the end-consumers with safe and secure food packaging processes.



A MORE ABOUT THEIR EXCLUSIVENESS

Apart from the technological advancements ensured from their end to make them unique in the respective domain, Mamata has a multi-talented team that altogether contributes to the success of this three decade-old enterprise. Most of the employees in the Company have been associated with them for more than twenty years now. So, the low attrition rate in the workforce states a lot about their core values and type of work culture infused in its ecosystem. The presence of multi-disciplinary engineers in the team contributes a lot in the uniqueness of Mamata. Some talented individuals are experts in sales, processing, designing etc. are fully aligned towards the vision of the Organisation. Bringing such diverse talent heads together and managing them while ensuring their happiness and satisfaction, is what gives them an edge over their competitors.



The motto of the Firm is "Value for trust". Be it a customer, stakeholder or employee, resonating with their trust is what the Management feels completely committed. This signature approach has allowed them to carve a niche for themselves at the global level where they are being recognized as a 'Proud Indian Enterprise' that is a perfect example of the journey from the plinth to paramount.

Mamata has been able to effectively compete with its peers in Germany and Japan, owing to hard work and efforts of the Team to develop unique technology- based machines. Today, they have a major client-base in Europe and the USA which has become possible under the exclusive guidance of the MD, who is holding a degree of Master in Technology himself.

Mahendra ensured to bring handpicked IITans and NITans from across the country under the same umbrella to formulate a highly-qualified team. This insightful approach has allowed them to identify the technologies at the global level that are appropriate to be applicable in the relevant domain.

DEALING WITH THE COVID-19 CRISIS

Mahendra elucidates that they supported the workforce in the best possible way during the challenging times, put forth by the global pandemic. Be it ensuring the absolute sanitization of the workstations/manufacturing plants, or ensuring the safe commuting ways for the employees, or offering timely pay checks without any cuts on the salary, they dealt with the viral outbreak in the sophisticated and sympathetic manner. They ensured to offer absolute support to the infected employees in the best possible way that reveals a lot about

their business philosophy. Syncing with the Government's guidelines, they effortlessly navigated through the adversities of the Coronavirus outbreak without facing much disruption in their business operations.

THE WORK CULTURE AT A GLANCE

The MD has ensured a very cordial and flexible work culture in the ecosystem of the organisation. The workforce performs altogether as a 'family' to achieve the estimated yearly goals. The high-spirits of the employees conclude in the target fulfilment and sometimes its exceeding as well in surprising ways. All of the team members are claimed to be satisfied with their job profiles that is evident from the low attrition rate.

Mahendra reveals that he feels fortunate enough to have never witnessed the typical intercorporate rivalry within his company. Each of them is an optimist and highly motivated individual that strive to take his business venture to greater heights that are quite evident from the success of the Company. He states that it is motivating enough to witness a work culture that is free from 'corporate politics', collaboratively exuding positivity.

FEATHERS IN THE CAP

Two years ago, a leading Engineering University in the UK, Cranfield Institute of Technology recognized Mahendra's contributions to development of technology and management and offered with 'Distinguished Alumni Award' in the Manufacturing segment. This award is considered the highest honour from the University's end that was a recognition for the significant contribution ensured by this enterprise in the relevant domain. Previously, other recipients of this award have been the COO of Airbus, the COO of SL Martin, and the CEOs of

many leading technology companies at the global level.

Talking about the future endeavours of Mamata, Mahendra reveals that he envisions emerging as a more and more relevant player in the packaging field. They are striving to bring such tech- enriched machines in the market that can offer sustainable packaging solutions. At present, they are immensely focussed on developing such machines that can ensure the utilization of plastic films through the recycling process.

WORDS TO CONVEY TO THE BUDDING ENTREPRENEURS

With his years of experience in the business world, Mahendra Patel would like to guide aspiring entrepreneurs with his wisdom earned so far. He states that one should incessantly chase one's passion. Once, you delve yourself into something; perform the job with full dedication and commitment. Don't expect success overnight! It only comes to those who put years of hard work along with the heart and soul on their dreams. Rather than following the market trends, chase your passion wholeheartedly that can allow you to do much better in your entrepreneurial journey. Try to follow your heart and see the miracles happening around you everyday!

