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Page No. 140



Driving INNOVATION and BUILDING LEGACIES: Gmmco's journey in transforming India's infrastructure landscape

In India's evolving infrastructure landscape, Gmmco Ltd has established itself as a pioneering force in the construction, mining and energy & transportation industry. As part of the CK Birla Group, the company has transformed from a traditional equipment supplier into a comprehensive technology-driven solutions provider. Under the leadership of **Chandrashekar V**, Managing Director and CEO, Gmmco continues to set new benchmarks in innovation, sustainability, and customer-centric solutions.

Can you elaborate on Gmmco's successful journey in creating a legacy in the construction and mining equipment industry?

Our journey has been defined by continuous evolution - from a traditional equipment supplier to becoming a comprehensive, technology-driven solutions provider. What sets us apart is our focus on combining technical excellence with customer-centric innovation. Starting from the shop floor myself, I have always believed that understanding ground realities is crucial. This philosophy shapes our approach: we don't just supply equipment; we partner with our customers to enhance their operational efficiency through technology, innovation, sustainable practices, and tailored solutions. We always believe in a customer-first approach.

What are the key milestones that have shaped Gmmco's growth trajectory?

A defining milestone was our strategic restructuring of the organisation into independent profit centers: Construction, Surface Mining, Underground Mining, Energy, Transportation, and Rental & Used business. We are market leaders in the mining, energy, and transportation businesses and have emerged as a significant player in the construction business. Another notable achievement was the establishment of GTS (Gmmco Technology Services) in Hyderabad, employing over 50 mining professionals to provide comprehensive mining consultancy. Our joint venture with Germany's Hauhinc Holding GmbH has further strengthened our



A graduate in Mechanical Engineering and a gold medallist from Bangalore University, he has about 3 decades of experience in the Infrastructure, Mining, Construction & Energy businesses. As CEO of Gmmco, he strives to build upon a dynamic customer-centric enterprise. His leadership skills and technology drive contribute immensely to the growth of Gmmco Ltd. and in providing excellent value to its customers.

engineering capabilities. These strategic moves have driven our evolution beyond equipment supply into becoming a complete solutions provider.

How has your business model evolved to address the changing needs of the construction and mining industry?

Our business model centres on flexibility and comprehensive, tailor-made solutions. We have recognized that projects are becoming larger and more complex, with stringent timelines and quality expectations. In response, we have developed rental solutions, used equipment options, financing support, and rebuilt alternatives. We believe digital as a driver to business. Our equipment is connected for remote monitoring and offers autonomous and remote operation capabilities as options. Additionally, we provide the option of MineStar to enhance operational efficiency and optimize the profitability of mining sites. Our equipment is highly fuel-efficient, resulting in a reduced carbon footprint.

How is Gmmco leveraging innovation and technology for operational excellence?

Digital innovation drives our operational excellence. Our GmmcoAssist platform delivers comprehensive services. We have made significant investments in AI and automation to enhance both employee and customer experiences. Our equipment is equipped with advanced telematics for real-time monitoring and predictive maintenance. Beyond technology, we are pioneering sustainable solutions—our





equipment combines high performance with reduced fuel consumption. We are actively exploring battery-operated equipment and hydrogen-powered engines.

How have strategic partnerships enhanced Gmmco's ability to deliver comprehensive solutions?

Our partnerships are strategically chosen to enhance the solutions we provide to our customers. Beyond our core partnership with Caterpillar, we have established collaborations with Schneider Electric for energy solutions and JLG for specialized applications. These alliances, combined with our technical expertise, enable us to offer end-to-end solutions across sectors. Our approach is not just about equipment supply; it is about creating an ecosystem of solutions that address our customers' evolving needs.

What is your approach to talent development in an increasingly technology-driven industry?

Talent development is crucial. Equipments are more digitally and technically advanced than ever before. We have established world-class training centres in Chennai and Nagpur, focusing on both technical skills and leadership development. We emphasize empowerment and taking responsibility. By providing global exposure through overseas training, we ensure our team stays ahead of industry developments. This

investment in our people has been key to maintaining our leadership position. We believe in not only attracting talent but also retaining it and providing growth opportunities. We encourage innovations and risk taking. We believe that biggest risk in life is riskless living.

Looking ahead, what are Gmmco's strategic priorities for growth?

Our focus is on strengthening our position as a technology-driven solutions provider to enhance operational efficiency for our customers. We are certified as a Great Place to Work and have consistently been recognized as the best workplace in Construction & Infrastructure for five years. We rank among the top 100 of India's Best Companies to Work For. We believe in providing an excellent experience to both our employees and customers. We will continue to be a dominant player in the construction, mining, energy, and transportation industries, delivering complete, digitally and technology-enabled solutions to our customers while maintaining our commitment to sustainability. We are expanding our digital capabilities, enhancing our mining consultancy services through GTS, and exploring new opportunities in sustainable equipment solutions. With the infrastructure sector in India evolving rapidly, we are well-positioned to support this growth through our comprehensive solutions, technical expertise, and strong focus on innovation. ■