

Client: Fueling Technologies Inc (FTII) – Canada

Brief : The company is a global leader in manufacturing clean energy (gas) technology. Their key products include CNG Compressors, CNG Dispensers, Hydrogen Dispensers and ancillaries.



Background / Context: In 1998, the Supreme Court on India (the highest court in India) published a Directive that specified the date of April 2001 as deadline to replace and/or convert all operating buses, tuk-tuks and taxis operating on polluting diesel to cleaner CNG. By 1st December 2002, the last diesel bus had disappeared from Delhi's roads, as part of a program to improve public transport by offering more buses, and only buses running on CNG.

Objectives of the Service : Allport located a suitable technology/company with experience in CNG equipment and provided them with all the assistance to gain a smooth market entry. This included technical training, sales and marketing via participation at exhibitions and roadshows and participation in public sector tenders. During the technology search it was identified that the client had supplied a small quantity of the CNG Dispensers to India, but the client had not received payment, and at the same time the end-customer could not use them as they were not commissioned. The client was under distress as significant payments had not been received, and the client was not happy as though the goods were supplied, they were not in a useable condition.

Steps Taken to Implement the Solution: Considering the scenario, and recognizing the cultural gap, Allport engaged with the technology provider and end user to understand the problem. The client had received the goods but in the absence of support the goods were lying in the store and could not be used. The supplier was insisting as he had supplied the goods and completed his duties having incurred significant costs but was not paid. Allport took full responsibility on behalf of the supplier to assist in getting their payment but had to ensure the customer was satisfied and the goods were in a useable condition. Allport assured its client payment provided they in turn train local Allport engineers. Allport engineers subsequently along with counterparts from Canada went to each site to start up the CNG Stations. Meanwhile, Allport also participated in various technical forums and exhibitions to promote the technology across the country

Outcome: From the initial implementation in 2002, Allport's client went on to support the supply of more than 800 CNG Dispensers across the Indian Market including Delhi, Mumbai and Gujarat, with Allport providing after sales support across all regions

CLIENT TESTIMONIALS AND PHOTOS ARE ON SUBSEQUENT PAGES

MARKET ENTRY VIA EXHIBITION



CLIENT TESTIMONIAL (2002)



GUJARAT GAS COMPANY LIMITED

To,
Durgeshchandra H Sharma
Allport International Pvt.Ltd.
Somdutt chamber
New Delhi

TO WHOM EVER IT MAY CONCERN

We appreciate you for your sincere and dedicated technical and service support and contribution in re-commissioning of Adajan dispensers after floods and your valuable input to start the dispensers at our Udhana CNG station recently.

Yours Faithfully

For Gujarat Gas Company Ltd.

Mr. N.S Bedi
Associate Manager CNG (O&M)

Mr. Markesh V Mehta
Sr.Engineer CNG (O&M)

CLIENT TESTIMONIAL (2002)



MAHANAGAR GAS LIMITED
(Joint Venture of GAIL & British Gas, U.K.)

Pay & Accounts Bldg.,
Bandra-Kurla Complex,
Bandra (E), Mumbai - 400 051
Tel. : 659 1708 / 659 1705
Fax : 91-22-659 2156

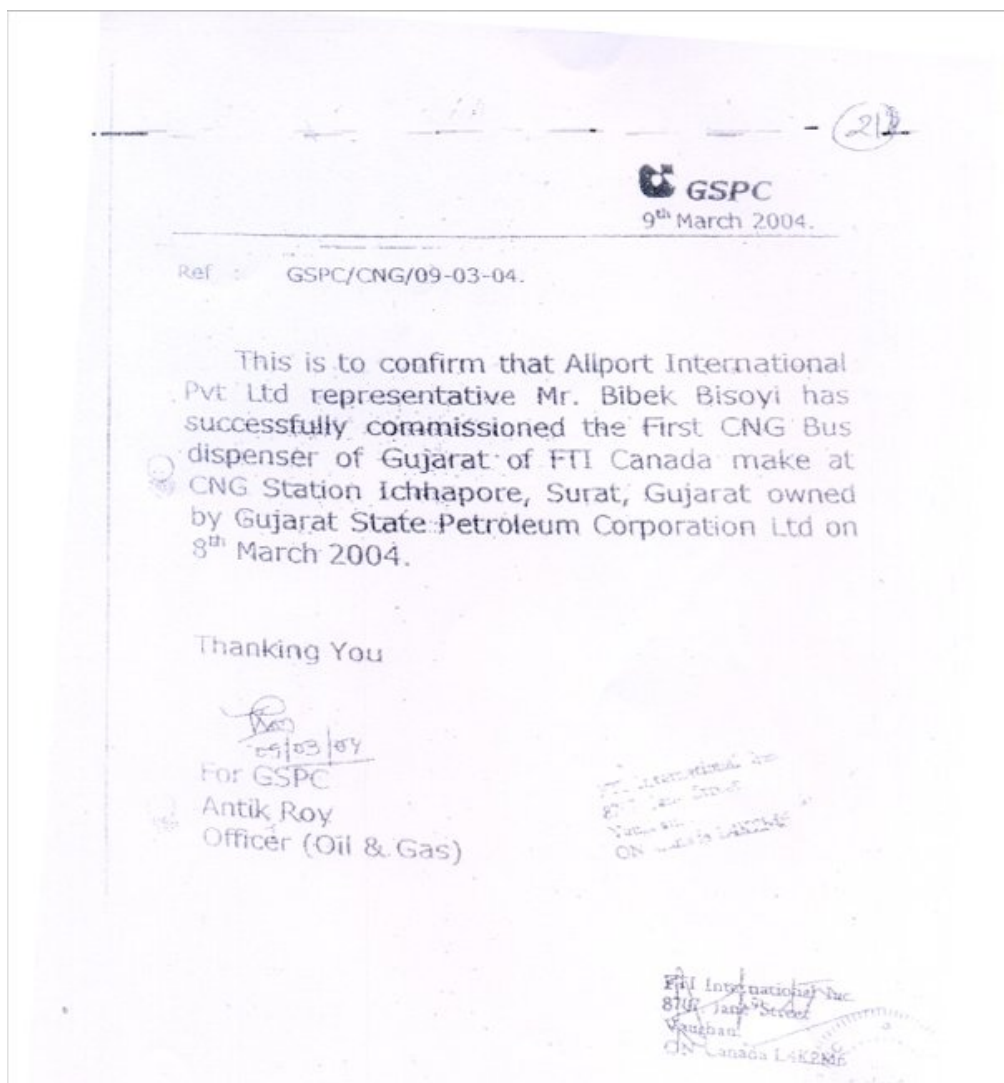
Date: -11.10.2002

To whomsoever it may concern

This is to certify that the 'Fuelling Technologies INC' make CNG dual hose dispensers (12 nos.) installed at our various sites are functioning satisfactorily and have very less maintenance.

Sandeep Gawde
Asst. Manager (CNG)

CLIENT TESTIMONIAL (2003)



CLIENT TESTIMONIAL (2006)



ADANI ENERGY LIMITED

(Formerly known as Gujarat Adani Energy Ltd. & Adani Energy(Gujarat)Ltd.)

8th Floor, Heritage Building, Nr. Gujarat Vidhyapeeth, B/h. Vinagar Bank, Usmanpura Cross Roads, Ashram Road, Ahmedabad - 380 013.
Ph.: DID-+91-79-2555 6200, +91-79-2754 1988, 2754 2188, 2754 2788 Fax: +91-79-2754 2988 Website: www.adanienergy.in

TO WHOMSOEVER IT MAY CONCERN

Purchase Order No: GAEL/Disp/023/04 dt: 17/06/2004

This is to certify that we have install base of 15 No's of FTI International Inc. make CNG dispensers at our CNG Station's in Ahmedabad which are functioning satisfactorily. After sales and technical maintenance service provided by FTI's Indian Partner M/s Allport International Pvt Ltd, is also find to be satisfactory.

The Certificate is issued without prejudice to the terms of above mentioned order and on their request.

For Adani Energy Limited

Yours faithfully,


26/12/2006

Y.S. Navathe
DGM (Operations)

CLIENT TESTIMONIAL (2006)



INDRAPRASTHA GAS LIMITED

INDRAPRASTHA GAS LIMITED, A Joint Venture of IGL, GAIL and GCL

March 9, 2006

To whomsoever it may concern

This is to certify that the "FTI, Canada" make CNG dispensers

1. Dual Hose for 15 Kg/min capacity – 19 Nos. Car Dispensers
2. Single hose for 75 Kg/min capacity – 11 Nos. Bus Dispensers

installed & commissioned at our various sites are functioning satisfactorily for over 4 years (32000 Hours). Allport International Private Limited is providing commendable site services to have trouble free operation.

Manjit Singh
Addl. General Manager (Projects)

CLIENT TESTIMONIAL (2012)



Date: 08.08.2012

To whomsoever it may concern

We feel happy to inform that M/s. Allport International Pvt. Ltd. is providing excellent on time after sales services since year 2008-09 on M/s. FTI, Canada make CNG Dispensers which are operational at various GGCL locations. M/s. Allport International Pvt. Ltd. services include Annual Maintenance Contract, Preventive Maintenance etc. which are part of the after sales services. We are satisfied with the performance of M/s. Allport team and wishing them all the very best for future.

Thanking You


Signature 08.08.2012

Name: Pankaj Raut

Designation Associate Manager - CNG (D&M).

GUJARAT GAS COMPANY LIMITED

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