

The *Piattaforma* *India*

Italian Machinery Desk in India

About *Italian Machinery Desk in India*

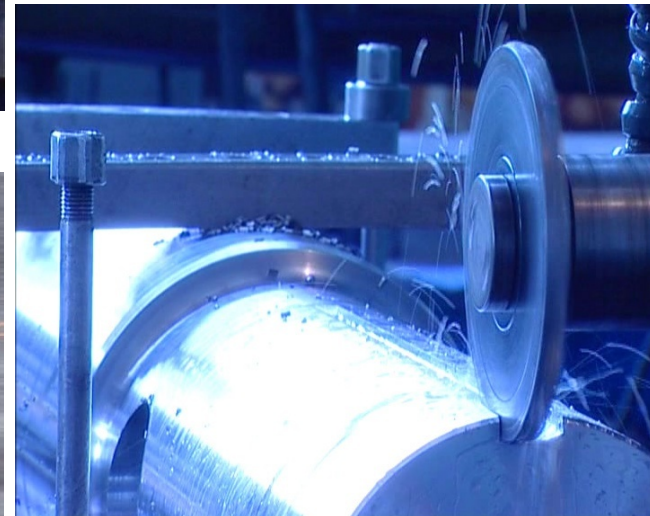
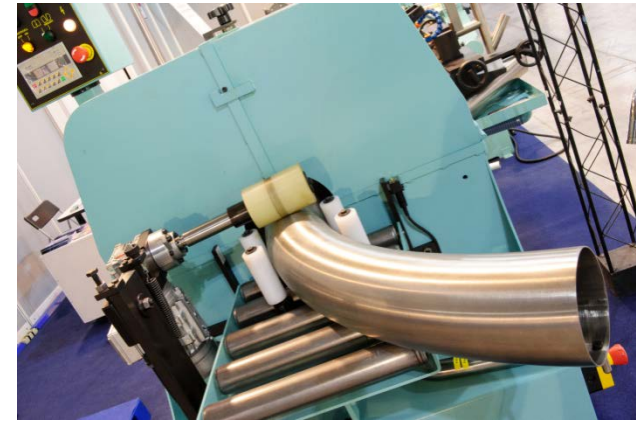
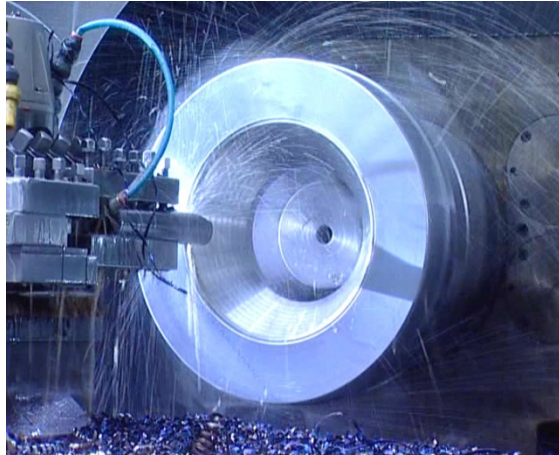
- Promoted by **Amaplast** (Italian Plastics and Rubber Processing Machinery and Moulds Manufacturers Association) and **UCIMU** (Italian Machine Tool, Robots, Automation Systems and Ancillary products manufacturers association)



- A desk is functional at Indo Italian Chamber of Commerce & Industry, Mumbai from March 2013 to provide assistance to Italian companies and work closely with Indian companies

UCIMU www.ucimu.it/en

- It is the Italian machine tool, robots, automation systems and ancillary products (NC, tools, components, accessories) manufacturers' association
- The official representative of the sector, *UCIMU* has today over 200 associate member companies, which account for over 70% of the Made in Italy of the sector



Brief category of technically advanced machines provided by UCIMU members

METAL CUTTING MACHINE TOOLS

Machine that works the rough component by removing excess material to obtain the desired shape. The excess material is removed in the form of chips

- Lathes
- Drilling machines
- Milling and Boring machines
- Machining Center
- Transfer machines
- Grinding machines
- Sharpening machines
- Gear cutting machines
- Sawing machines
- Others

METAL FORMING MACHINE TOOLS

Machines that work the rough component (usually in the form of metal sheet) deforming the material until obtaining the desired shape, without loss of material

- Shearing and punching machines
- Press brakes and rolling machines
- Mechanical, hydraulics presses
- Bar, profile and tube machines
- Forging and laminating machines
- Non conventional technologies (plasma, laser, waterjet)
- Others

ANCILLARY PRODUCTS

- Components (rotant table, recirculating ballscrews, linear guides, automation systems)
- Tools
- Numerical Control
- Robotics
- Accessories (vacuum cleaners for air and liquids, filters, purification equipments etc.)

Note: For different types in each category and know member company details please visit www.ucimu.it/en/catalogue/products/



- A non-profit Italian industrial association
- It represents over 160 Italian companies from following segments
 - Plastics processing machinery
 - Rubber processing machinery
 - Ancillary equipments
 - Moulds manufacturers
- The main aim is to promote worldwide the knowledge and circulation of the Italian plastics and rubber processing technologies that are at the top of the world market, in terms of production and export outputs

AMAPLAST

(www.amaplast.org/en)



A M A P L A S T



Brief category of technically advanced machines provided by Amaplast members

- Plastics Processing Machinery
- Rubber Processing Machinery
- Measuring and control equipment
- Machinery parts and components
- Process control technique and vision systems
- Moulds and dies
- Plastics and rubber machinery's reconditioners



Note: For different types in each category and know member company details please visit www.amaplast.org/en/

Exhibitions organized by the associations in Italy



Metal forming and metal cutting machines, robots, automation and auxiliary technologies



Technical subcontracting & industrial services



Milan, 25-28/5/2022

Machines and equipment for the machining of sheet metal, pipes, sections, wire and metal structural work. Dies. Welding. Heat treatments. Surface treatment and finishing



International Exhibition for Plastics and Rubber Industries



FONDAZIONE UCIMU



Fieramilano, 4-9/10/2021
Metalworking



Event dedicated to motion, mechatronics, automation and embedded and control automation

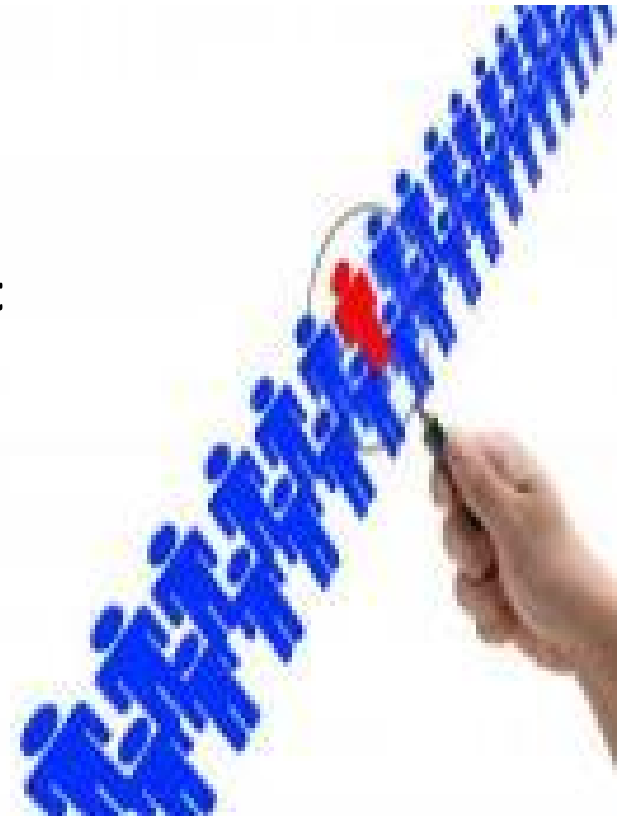


Objective of *Italian Machinery Desk in India*

- Promote Amaplast, UCIMU & member companies in India
- Open a door for companies from both the countries for JV, identify suitable partner etc. business requirements
- Provide assistance to Italian companies to initiate and/or develop their business in India
- Organize Seminars , Workshops, Round Table, B2B's, Webinars for delegation of Italian associations members to India
- Establish relationships and develop a network with universities, research centers and associations
- Visit important exhibitions & conferences taking place in India
- Promote relevant Indian & Italian trade shows of the relevant sectors in both the countries and organize outgoing exhibitors & visitors delegations
- Introduce advanced Italian technology in fast growing and competitive Indian market

Assistance provided to Italian companies by *Italian Machinery Desk in India*

- Agent / Distributor search
- Partner search
- Competitor profiling
- Coordination of appointments for India visit
- Italian technology promotion in India
- Seminar, B2B, Round Table organization
- Plant visits organization
- Customized assistance as per the requirement



Assistance provided to Italian companies by *Italian Machinery Desk in India*

- Entry strategies
- Financial Due diligence of Indian company (at nominal cost)
- Discuss with potential Indian partners for their interest in Italian company
- HR support – preliminary
- Assistance for arranging desk space in India
- Tie up with key Indian institutes for temporary or permanent employment in Italy



Italian Machinery Desk activities in India



Sponsored Indian end user delegation organization to exhibitions in Italy in collaboration with Italian Trade Agency



B2B organization



Exhibitions participation

**Round Table
on Aerospace
Industry in
collaboration
with The Indo
Italian
Chamber of
Commerce &
Industry**



**Italian delegation's Indian company
plant visit**



The Italian Machinery desk is available to you for....

- Help to suggest Italian companies for any particular technology / machine which you are looking for
- Primary assistance to schedule B2B meetings for Indian companies visiting Italy based on mutual interest
- Disseminating Indian companies proposal & interest of JV, manufacturing tie up, technology tie up etc. among our associations Italian member companies



The Italian Machinery desk is available to you for....

- Special offering to Indian companies representing foreign companies in India (agents, dealers) by sharing their profiles on AMAPLAST and UCIMU intranet exclusively available for our Italian member companies and providing a win win situation for both
- Support related to technical assistance / training in Italy
- Latest statistics and information about Italian machine tool, plastic and rubber processing machinery sector

Italian Technology Center



in Pune is a spin – off of Piattaforma India (network contract among interested companies)

- develop new contacts with the Indian institutions;
- support the internationalisation of the companies within the areas, by establishing a constant market presence;
- carry out market analysis;
- carry out initiatives aimed at increasing the visibility of the member companies, like seminars and workshops, B2B meetings, and strategic activities;
- initiate joint participations to promotional events, like exhibitions and conferences, with the aim of enhancing the image of the member companies;
- supply up to date information on main tenders, to identify important business opportunities;
- establish a "call center" in charge of passing any requests on to the offices/agencies entrusted with technical support activities.



Contact details

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