



Diesel power

>Case History

Sobha Developers, Bangalore

Our energy working for you.™



Where:

Sobha Developers, Bangalore, India

What:

45 gensets from 25-500 kVA for residential, contractual and commercial projects

Purpose:

High quality, uninterrupted power

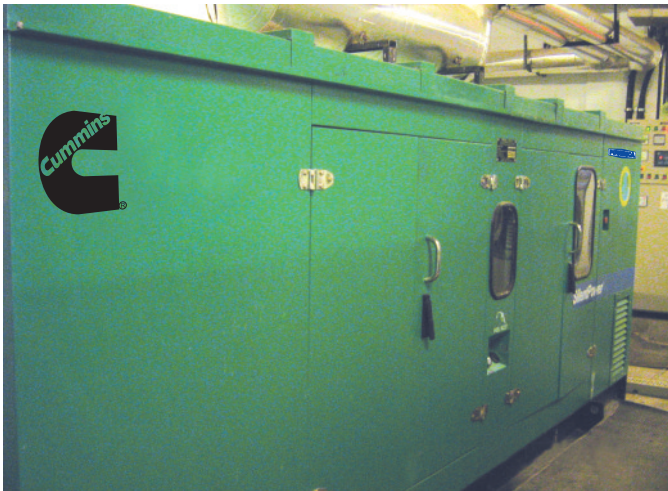
Primary choice factors:

Single point of contact, and an efficient and prompt after sales service

Cummins Power Generation (CPG) delights Sobha Developers with a single point of contact, centralized monitoring of orders and deliveries, and timely execution and commissioning.

BANGALORE, KARNATAKA : Sobha Developers was incorporated in Bangalore in 1995 by Mr. P N C Menon who came to India after gaining rich experience in fine interior decoration services in Muscat. The last 12 years have seen the company scale construction to an astounding 4 million sq. ft area with revenues reaching Rs 6284.36 million in fiscal 2006. Needless to say, this CRISIL 'DA1' rated and ISO 9001 (2000 series) certified real estate developer ensures strict adherence to global standards in quality for all its projects.

The Group plans to bring international lifestyle to two-tier cities to decongest city centres. In May 2007, Sobha announced the launch of an integrated Rs 850-crore township project in Thrissur, Kerala which will be the first of the Group's 26 townships slated to come up in various cities. Today, with innumerable residential, contractual and commercial projects to its credit Sobha enjoys an excellent brand presence in the industry.



Its status as a preferred partner by industry majors like Infosys Technologies, Hewlett Packard, Taj Hotels, MICO and Timken for contractual projects further underlines its reputation of constructing world class buildings incorporating the latest techniques.

Anything for customer delight

Fastidious about all the little things that go in their landmark projects, when it came to power, the Group naturally looked for someone who could match their quality. They found what they wanted in Cummins - the four essentials of quality, aesthetics, wide range and after sales service. The first genset was supplied to Sobha by Cummins Power Generation in April 2006 followed by orders to supply to various other projects spread across different locations. Till date, Cummins has supplied over 45 gensets, from 25-500 kVA to Sobha Developers with another 60-70 to be supplied in the coming months. In all these instances, Cummins Power Generation (CPG) has succeeded in delighting the customer with exactly what it was looking for - a single point of contact, centralized monitoring of orders and deliveries, and timely execution and commissioning.

Cummins India Limited
Power Generation Business Unit
35A/1/2, Erandawana,
Pune 411 038 - India
Tel. : (91) 020-6602 7525
Fax : (91) 020-6602 8090

Our energy working for you.™
www.cumminsindia.com

© 2007 | Cummins Power Generation
PGBU/CIL/001/CH(Sobha)/VW/September 2007/500

When contacted, Mr. Srikanth Srinivasan - Director and Mr. V. P. Ramesh - Deputy Manager, Purchase of Sobha confirmed that they were satisfied with Cummins gensets as they are unique in size, compact and aesthetically good compared to other players in the market. Although power solutions from competitor companies were also tested, Sobha known to settle for nothing but the most reliable, awarded an annual contract to CPG and channel partner, Powerica Ltd.



*Srikanth Srinivasan,
Director - Purchase,
Sobha Developers*

The Cummins advantage

Unmatched product design using Cummins' state-of-the-art technology, coupled with the largest customer support network in the Country, ensures SINGLE SOURCE POWER ASSURANCE to our customers. Little wonder then, that for over four decades Cummins has been a leading player in power generation technology in India.

Cummins Power Generation is a world leader in the design and manufacture of power generation solutions for a wide variety of standby and prime power applications. For further information on on-site distributed generation of power, contact your local Cummins dealer.

