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Diesel Power

Case History

Pfizer, India

Where:

Pfizer, Turbhe, Navi Mumbai.

What:

Installed and commissioned two 1250 kVA diesel generating sets with synchronization panels for Pfizer.

Purpose:

Continuous, reliable, round-the-clock back-up power supply for critical application.

Primary choice factor:

Cummins Power Generation's expertise in executing critical projects, analysis-based approach and after market service support.

Cummins Power Generation collaborates with Pfizer to provide a mission critical power support system. It ensured reliable, uninterrupted power supply and the smooth functioning of operations by its two 1250 kVA diesel generating sets.

Pfizer, a name that needs no introduction in the global pharmaceutical industry is expanding its presence in India, with a state-of-the-art global research centre in Turbhe, Navi Mumbai. Being a global research centre, the need for a reliable and uninterrupted power supply became imperative, in order to ensure smooth functioning of operations.



The 2 x 1250 kVA diesel generator sets on duty at Pfizer



The synchronization panels at the site

On the recommendation of Pfizer’s consultancy firm, Pfizer’s team approached Cummins Power Generation for two 1250 kVA diesel generating sets. Cummins Power Generation along with its channel partner, Powerica Ltd. at the forefront, undertook a complete site analysis and load study, on the basis of which, it recommended two 1250 kVA diesel generating sets with synchronization panels for Pfizer. Powerica closely liaised with the customer teams in providing valuable suggestions during meetings and interactions held jointly with Pfizer and their consultancy firm.

To provide a holistic understanding and first-hand experience of the technology and business of Cummins, Cummins Power Generation hosted the international team of Pfizer at the Cummins India Limited facilities in Pune. The Pfizer team thereafter visited the Cummins Powerica referral installation, all of which together helped to enhance Pfizer’s confidence in the Cummins Power Generation and Powerica’s team. The customer support excellence is a value that we proactively drive at Cummins and the Pfizer project was yet another opportunity for us to demonstrate our commitment to our customers.

The synergies between the Cummins Power Generation and Powerica’s team went a long way in providing the customer with a one-point-contact and efficient service levels that resulted in Powerica being endowed with the installation and commissioning responsibilities as well. The entire project right from receiving the order from Pfizer in October 2008, to our

commitment in completing the power installation in February 2009, has been an ideal instance of our efficient and timely deliveries. The execution of the project was monitored by project management consultants M/s. Hooker & Cockram under stringent conditions of quality, safety and penalty clauses. It has been an achievement on the part of Cummins - Powerica to accept and deliver to this challenge.

Ingredients that went into making this Cummins Power Generation project a success story.

A unique feature of the project was the involvement of the people from different nationalities bringing in a rich pool of ideas and expectations to cater to. Most critically, what made this project successful was the customer focused approach in understanding the needs of Pfizer, demonstrating flexibility besides excellent co-ordination with all other related agencies at site. Powerica’s team along with Cummins Power Generation achieved this feat with timely completion, zero defects, zero accidents and keeping quality paramount. The project was a classic instance of team work and unstinting support from the customer together making it a success story.

“ A Success Story that not only guarantees uninterrupted power generation, but also exemplifies the power of Team work!”
- Mr. Dilip Lothe (Department Utility)



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PGBU/CIL/001/Pfizer Case History/CPG/September 2009/Qty

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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. It is for the obvious reasons, 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 & manufacturing of power generation solutions for a wide variety of standby and prime power applications. For further information on our on-site distributed generation of power, please contact your local Cummins dealer.

