

Confident Assurance and Learning Attitude Pays

K Y Chandgude - A/29 – AA



Those were the days when anyone in search of job would land in Mumbai (Bombay then) and was sure in mind to get one. It was in late '69 - early 70s. Partner **K Y Chandgude MCEAA from A/29** was no exception. At the age of 60, in partnership with two of his colleagues, started their own consultancy firm and they are doing a booming business.

In Jan. '71 he stepped out of navy as an experienced artificer with zero experience of corporate world. After coming to Mumbai post retirement, stayed with his uncle and started pushing out applications tirelessly to all prospective employers. In response to one of those, he got a call and appeared for interview with M/s Roussel India Ltd., a multinational pharmaceutical unit at Mumbai.

Interviewer, the Factory Manager, got convinced about his technical capabilities, but facing a dilemma as anticipated. Our partner had no experience in maintenance of pharmaceutical machinery, barring which all other requisites were getting fulfilled. And this is where paid the confidence in self. To overcome the difficulty, Chandgude made a novel offer.

He gave an assurance that given a chance he will prove his competence in next six months, failing which he will resign without any hesitation and obligation. In fact, he offered a post-dated resignation letter to the manager, just to dispel any doubts. This move clicked. He could make such an obviously bold offer only because of the confidence we the artificers acquired during our tenure with Indian Navy. It is not out of place to mention here that he was confirmed in the job in less than five months.

There is no dearth of out of the way surprises in life. On day out of the blue the factory manager asked Chandgude whether he plays bridge. Obviously, our partner did not know what the manager was hinting at, so, very cautiously partner told him that he used to play that game few years back but it was more of a pastime. The manager told him that the company was taking part in Inter pharmaceutical championship hosted by M/s Johnson & Johnson at Mulund. In those days most of the pharmaceutical companies in Mumbai were of British inheritance and naturally the cards game of Bridge was as much a passion there as Cricket.

Those days Mumbai was heart of all multinational pharma companies, to name a few –Pfizer, Sandoz, Abbot, Burroughs Welcome, Wyeth and all those. Obviously, most of the companies had good professional teams and playing with them required professional skills. Roussel company team was short of one player, so it was being checked whether Chandgude would like to participate. Fortunately, they had one Dr. Compos, an eminent bridge player of international level, who had in the past captained Indian bridge team many times. He talked to Chandgude to judge how deep he was and told him that his knowledge of game was elementary and required professional training for at least two months before he could play any competitive tournament bridge. True to our naval tradition, he accepted even that challenge. Dr. Compos trained him every day in the evening after office hours for one hour and gave him few books to read. It was an awesome experience. To cut long story short, he finally partnered with Dr. Compos and they won the Inter Pharmaceutical championship that year.

Partner Chandgude spent very fulfilling next 22 years with that company and left it honourably at the age of 58, in 1993. Though retired from company, he was not tired yet. He was nurturing an ambition to start something on his own. He struggled for next couple of years to understand many tricks of trade and finally managed to rope in two of his former colleagues and formed a partnership concern "**Technolutions**".

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It was registered as a consultancy firm to provide complete solutions with all the engineering details in designing and building up of pharmaceutical plants. Everything seemed perfectly in place, only that there were no takers for their services.

The prospective customers had no questions whatsoever about competence of their firm but how they could overlook the fact that the firm had no successfully completed projects to show! A classic “*egg and the chicken*” story. At a juncture like that one needs a lucky break. Only hard work, perseverance and competence are not enough. Finally, a managing director of a multinational firm of one of his partners where he was working earlier, agreed to recommend them to an entrepreneur who wanted to set up a state of art factory for export of injectables to Russia. It was a challenging task and with blessings of many well-wishers and God, they did complete the job successfully. They are proud to say that the first client company has retained them till this date as consultants for all its expansion programmes and has grown in to a 1000 crore company. At “**Technolutions**” they knew that theirs was a specialization that had a limited market in India and therefore it was natural for them to look for opportunities abroad. When they saw them coming, they converted themselves into a private limited company. That was nearly a decade ago, and in such a short span of time they have successfully completed many jobs in Thailand, Bangladesh, Turkey and Malaysia. The list will expand shortly when they begin their projects in Vietnam and China, which are in the pipeline.

Partner Chandgude says he got into the business mode rather very late in life; at the age of 60. Now, at 79 years, he is still liking it as much and continuing to contribute to its everyday proceedings and long-term planning. Thanks to Almighty for blessing good health and good habits, to navy for the training she gave and to the artificer fraternity for the most valuable life lessons.



Technolutions Projects Private Limited (TPPL)

The Pharmaceutical and Biotech Consultancy Organization was, established in the year 2001 for catering to the diverse needs of the Pharmaceutical and biotechnology industry worldwide. TPPL comprises of a team of five full time Directors

who are all highly experienced technocrats with a combined experience of more than 100 years in the Pharmaceutical and Biotech manufacturing, Quality Assurance, Maintenance, Project Design and Execution and Quality Audits. The Directors are supported by experienced functional heads of engineering and pharmaceutical services. TPPL has so far designed more than 50 facilities for its clients in India as well as in Europe, South East Asia and India. These comprise of facilities for Pharmaceutical and Biotech API's as well as formulations.