CONSULTING FIRM PARTNERSHIP PROPOSAL

INDUSTRIAL INFRASTRUCTURE

ADVISORY & DELIVERY ASSURANCE

Engineering-led project preparation, technical diligence and implementation support across India.

From project thesis to execution certainty.

Hyderabad, India | MECHORON INFRA PVT LTD | +91 8121004820



A specialist extension to your consulting team

We convert India-specific industrial and energy workstreams into evidence-backed, technically grounded and execution-ready outputs.

GROUND INTELLIGENCE

Site reconnaissance, local stakeholder inputs, utility realities and supplier-market evidence—not desk research alone.

ENGINEERING LENS

Technical basis, constructability, package interfaces, utility balances, cost drivers and operating constraints.

COMMERCIAL REALITY

Vendor capability, lead times, local cost benchmarks, logistics constraints and localization options.

DELIVERY ASSURANCE

Project controls, independent reviews, risk closure and implementation support under defined governance.

A CLEAR DIVISION OF RESPONSIBILITY

Your firm retains the prime client relationship, strategic narrative and final recommendations.

Mechoron owns agreed work packages, evidence collection, technical analysis and defined delivery outputs.

Industrial projects need more than a strategy-to-slide hand-off

The opportunity is to reduce the gap between investment intent, project readiness, and delivery performance.

42% Regulation & permitting

Cited complex policies, regulations, and permitting as an implementation challenge

38% Private-sector participation

Cited lack of private-sector participation as a key challenge

38% Budget constraints

Cited budgetary constraints as an impediment to execution

WHERE WORK PACKAGES CAN DE-RISK DECISIONS

PROJECT INVESTABILITY

- Demand and offtake assumptions
- Site and utility readiness
- Cost basis and risk allocation
- Permitting pathway and dependencies

DELIVERY PERFORMANCE

- Design maturity and interfaces
- Vendor and contractor capability
- Schedule realism and procurement
- Cost, change and progress control

FUTURE ASSET VALUE

- Energy transition and storage
- Water, waste and resource efficiency
- Digital operations and reliability
- Resilience and lifecycle cost

Industrial infrastructure capability with a field-delivery mindset

Hyderabad-based platform that combines industrial project exposure with a focused advisory and delivery-support offering.

MECHORON INFRA PVT. LTD.

An industrial infrastructure and EPC-oriented company developing a specialist advisory vertical for consulting firms, investors, project owners and EPC organisations.

LEADERSHIP

Mohammed Akhter Nawaz

Co-Founder & Director | 15+ years across industrial projects, operations, business development and consulting.

Qureshi Mohammed Khaleel

Founder & Chairman | 10+ years across investment in critical projects, business development, and Client Relations and Investor Relations.



We work across the capital-project and asset lifecycle

Engagements can be scoped as discrete work packages or coordinated into a broader programme.

01 FRAME

- Market & demand
- Customer/offtake
- Asset strategy
- Options screening

Decision: pursue / pause

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02 PREPARE

- Site diligence
- Pre-FS / FS / DPR
- CAPEX & schedule
- Permitting pathway

Decision: invest / redesign

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03 DELIVER

- FEED/design review
- Tender & vendor review
- PMC / project controls
- Quality & HSE oversight

Decision: recover / proceed

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04 OPTIMISE

- Commissioning readiness
- O&M / MEP audit
- Energy & water efficiency
- Digital asset readiness

Decision: improve / expand

A single operating principle: every recommendation is tied to assumptions, evidence, an accountable owner, and a next decision.

Focused work packages for consulting and capital-project teams

Modular support—selected to fit the assignment, project stage, and prime consultant's delivery model.

01 Market & commercial intelligence

Demand, capacity, competitor, customer, and policy mapping

02 Site & infrastructure due diligence

Land, utilities, access, logistics and fatal-flaw screening

03 Techno-economic feasibility & DPR

Technology, capacity, CAPEX/OPEX, schedule, and risk basis

04 Solar + BESS advisory

Load analysis, sizing, dispatch, tariff and lifecycle economics

05 Owner's engineer / project assurance

Design review, constructability, package and quality assurance

06 PMC & project controls

Baseline, progress, cost, procurement, change, and recovery

07 Asset, MEP & HSE diagnostics

Reliability, utility systems, energy, water, and action plans

08 Vendor localization & due diligence

Supplier mapping, qualification, audit, and development plans

09 Permitting & utility interfaces

Applicability matrix, approval dependencies, and tracker

Turn fragmented market signals into an evidence-backed investment view

Designed for market entry, industrial-location strategy, capacity expansion, localization, and investor diligence.

CORE QUESTIONS

- Where is addressable demand—and how fast is it changing?
- Who are the customers, competitors and project developers?
- What are the price, tariff, logistics and input-cost drivers?
- Which policy, infrastructure or supply constraints change the case?

ANALYSIS MODULES

MARKET STRUCTURE

- Demand and capacity mapping
- Asset pipeline
- Competitor benchmarking
- Customer / offtake landscape

ECONOMICS & POLICY

- Price / tariff drivers
- Operating cost benchmarks
- Incentives and policy scan
- Localization opportunities

GROUND VALIDATION

- Structured interviews
- Site reconnaissance
- Supplier checks
- Evidence triangulation

DELIVERABLES

- Decision brief
- Traceable source register
- Editable data workbook
- Regional / cluster map
- Scenario assumptions

Screen sites against the infrastructure conditions that determine viability

Move beyond land availability to test whether the site can actually support the proposed asset.

LAND & PLANNING

Parcel extent, land-use status, access, adjacency, and expansion envelope

POWER & GRID

Demand, sanction, voltage, substation distance, connectivity, and redundancy

WATER & EFFLUENT

Source, seasonal availability, treatment, discharge route, and reuse options

LOGISTICS

Road/rail/port access, heavy-lift route, inbound inputs, and outbound markets

ENVIRONMENT & RISK

Flood exposure, terrain, ecology, nearby receptors, and permitting constraints

PEOPLE & ECOSYSTEM

Labour pool, industrial cluster, services, contractor, and supplier depth

OUTPUT: scored site comparison • fatal-flaw register • field validation note • utility / access map • next-step diligence plan

Build a decision-grade project case with a transparent technical and cost basis

Pre-feasibility, feasibility, and DPR work packages are aligned to the maturity of available project data.

01	**DEFINE**	Capacity, technology options, process basis, utilities and design criteria
02	**ENGINEER**	Concept layout, plot plan, major equipment, interface, and constructability review
03	**ESTIMATE**	CAPEX / OPEX basis, quantities, vendor budget inputs, contingency and cost sensitivities
04	**PLAN**	Execution strategy, procurement sequence, resource plan, schedule and commissioning logic
05	**TEST**	Risk register, scenario analysis, NPV / IRR / payback sensitivity using approved assumptions

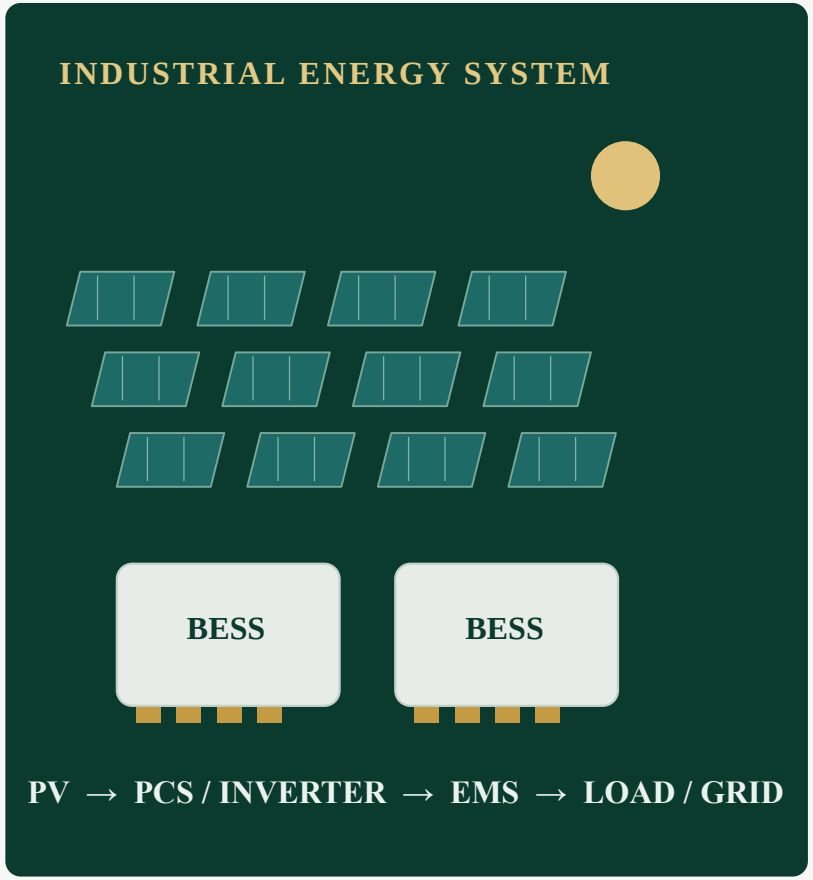
TYPICAL OUTPUT PACK

- Basis of design
- Technology / capacity options
- Concept layout inputs
- CAPEX / OPEX workbook
- Schedule and resource basis
- Risk and mitigation register
- Investment decision brief

Assumptions remain traceable and sensitivity-tested.

Evaluate the operating case—not just the installed capacity

Industrial C&I, captive / group captive, rooftop, ground-mount and storage-linked applications.



ENERGY USE CASES

- Peak shaving
- Load shifting
- Backup / resilience
- Renewable firming
- Tariff optimization
- Demand management

TECHNICAL DESIGN CHECKS

- Load profile
- PV yield assumptions
- BESS duration / power
- degradation
- augmentation
- thermal management
- fire safety
- grid interface

COMMERCIAL MODEL

- CAPEX / OPEX
- Tariff and demand charges
- Round-trip efficiency
- Warranties
- Replacement / augmentation
- Lifecycle cost

DECISION OUTPUTS

- Sizing options
- dispatch scenarios
- savings / payback model
- interconnection scope
- RFP / technical specification inputs

Protect the owner's requirements across design, procurement and construction

Independent technical review and work-package assurance—without displacing the prime consultant or appointed statutory designer.

DESIGN MATURITY
- Design-basis review
- interdisciplinary interface checks
- constructability
- operability / maintainability

TENDER READINESS
- BOQ / specification review
- package strategy
- technical bid evaluation
- clarification log

SUPPLIER & SITE
- Vendor drawing review
- ITP / QAP review
- inspection coordination
- NCR / punch-point closure

COMMISSIONING
- System completion tracking
- turnover dossier
- pre-commissioning readiness
- handover evidence



Give project owners decision-grade visibility before slippage becomes recovery cost

Owner-side PMO / PMC support across schedule, cost, procurement, change, and site performance.

1 BASELINE

- WBS
- Level 3 / 4 schedule
- cost baseline
- progress measurement rules

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2 MONITOR

- Physical progress
- critical path
- 2-week look-ahead
- procurement status

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3 CONTROL

- Change / variation
- claims and EOT evidence
- cash-flow / billing review

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4 RECOVER

- Constraints log
- delay analysis
- recovery actions
- accountable owners

STANDARD REPORTING CADENCE

- **Weekly dashboard**
- **Critical-path exceptions**
- **Procurement / long-lead tracker**
- **Cost-to-complete & change log**
- **Risk / decision register**

Identify the losses hidden in reliability, utilities, and maintenance systems

Diagnostic work for operating plants, brownfield expansions and transition programmes.



PLANT PERFORMANCE	Throughput, availability, yield, downtime, energy and water intensity
MEP & UTILITIES	Electrical distribution, HVAC, compressed air, pumps, water and utility systems
MAINTENANCE & RELIABILITY	Criticality, maintenance backlog, spares, work-order quality and CMMS usage
HSE & FIRE PROTECTION	Safety management, emergency readiness, fire-water / detection / suppression interfaces and action closure

OUTPUT: prioritised action register • cost / benefit hypotheses • owners • 30 / 60 / 90-day improvement roadmap

Make the local supply base visible, qualified and scalable

For global OEMs, EPC contractors, and industrial investors developing or expanding an Indian supply chain.

01	**MAP**	Longlist by package, process, geography, installed capacity and reference base
02	**SCREEN**	Technical prequalification, certifications, equipment, manpower and financial / delivery checks
03	**AUDIT**	Shop-floor review, QA/QC system, welding / NDT capability, traceability and EHS practices
04	**BENCHMARK**	Cost and lead-time comparisons, logistics, localisation content and risk exposure
05	**DEVELOP**	Gap-closure plan, qualification roadmap, trial order readiness and supplier scorecard

SECTOR PACKAGES

- Structural steel & plate fabrication
- Pressure equipment / piping
- Electrical panels & switchgear
- MEP / HVAC / fire systems
- Civil / industrial construction
- Solar / BESS balance-of-system
- Instrumentation & automation

Deliverables: vendor longlist/shortlist, audit reports, risk ratings, and supplier development plan.

14 | PERMITTING & UTILITY INTERFACES

Make the approval pathway visible, sequenced and actively managed

An applicability-led approach across land, environment, building, factory, fire, power and process-safety interfaces.

LAND & DEVELOPMENT

Land allotment/land use • local planning • building plan and layout

ENVIRONMENT

Environmental clearance where triggered • CTE / CTO or applicable consent pathway • waste authorisations

FACTORY & FIRE

Factory plan/licence • fire NOC • emergency systems • boiler / PESO interfaces where relevant

POWER & WATER

Power sanction/connectivity • CEIG / electrical inspectorate • water drawal and effluent discharge

MECHORON COORDINATION OUTPUT

Applicability matrix • authority / document map • dependency-linked permit register • application-readiness checklist • ageing / escalation tracker

Prepare assets for lower-carbon, more reliable and data-enabled operations

Practical transition work packages anchored in plant economics, engineering constraints and operating data.

01

ENERGY TRANSITION

Renewables, BESS, electrification, demand response, and energy-efficiency measures

02

WATER & CIRCULARITY

Water balance, reuse, wastewater recovery, waste heat and resource-efficiency options

03

DECARBONISATION

Emissions baseline inputs, abatement options, marginal abatement cost and capex sequencing

04

DIGITAL OPERATIONS

SCADA / historian / CMMS data readiness, KPI visibility and predictive-maintenance use cases

05

ASSET RESILIENCE

Critical asset mapping, utility redundancy, spares risk and operational continuity

06

CAPITAL ROADMAP

Prioritised initiatives, business cases, dependencies, delivery model, and measurable KPIs

Built around complex assets, critical utilities and engineered environments

Work packages can be tailored to a sector, technology, industrial cluster or individual project.

ENERGY & UTILITIES

- Thermal / Renewable Power
- Solar
- BESS
- Transmission / Distribution
- Green Hydrogen / Ammonia

METALS & MINERALS

- Steel
- Aluminium
- Mining Infrastructure
- Material Handling
- Smelting / Downstream facilities

PROCESS INDUSTRIES

- Oil & Gas
- Refining
- Petrochemicals
- Fertilisers
- Chemicals
- Water treatment

ADVANCED MANUFACTURING

- Electronics
- Semiconductors
- PV / Battery Manufacturing
- Pharma / Life sciences
- Data Centres

BUILT & SOCIAL INFRASTRUCTURE

- Industrial Parks
- Airports
- Commercial / Institutional Buildings
- High-Rise
- district utilities

WATER & ENVIRONMENT

- Industrial wastewater
- Desalination
- Reuse
- Solid Waste
- utility and environmental infrastructure

Flexible delivery models with clear accountability and governance

Mechoron is positioned as a specialist work-package partner—not a substitute for the prime consultant.

01 SPECIALIST SUBCONSULTANT

Defined scope, named team and deliverables under the consulting firm's prime contract.

02 JOINT PURSUIT / CO-DELIVERY

Collaborative proposal where engineering, site or execution workstreams strengthen the overall offer.

03 WHITE-LABEL DELIVERY

Permitted only where the prime firm's client, independence and subcontracting policies allow it.

04 DIRECT CLIENT WORK PACKAGE

Standalone work for industrial clients where no conflict exists with the consulting firm's mandate.

DELIVERY CONTROLS

NDA / IP • conflict checks • approved client contact • QA review • HSE compliance • evidence trail • named escalation owner

MECHORON
INFRA

A PRACTICAL FIRST STEP

Start with one defined pilot work package.

1. **PROJECT READINESS SPRINT**

   One project / region: site, utilities, permits, cost basis and decision-risk pack.

2. **PROJECT HEALTH CHECK**

   One active project or package: schedule, progress, procurement, quality and recovery actions.

3. **VENDOR LOCALIZATION SPRINT**

   One equipment / work package: supplier longlist, qualification checks and capability-gap plan.

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