



**D L Narasimha**

Chairman and Managing Director  
Technogreen Aircon

### How has your company evolved since its inception, and what key transformations have been pivotal to your growth?

Technogreen Airconditioning Pvt. Ltd. (TGAPL) began with a clear vision—to redefine HVAC delivery through quality, reliability, and customer centricity. From our early days in Bangalore and Hyderabad with just over 100 employees and a turnover of INR 50 CR, we focused on delivering end-to-end solutions backed by our QCT 'S' model—Quality, Cost, Timeliness, and Safety. Over time, we expanded into Chennai, Coimbatore, Pune, and Mumbai, scaling to 250+ employees and revenues beyond INR 200 CR, sustaining over 30% CAGR. Strategic alliances with Seven Star Aircon Ancillaries and Acube Engineering strengthened our manufacturing and regional footprint. Embracing digital tools and investing in talent through CREDTECH, ISHRAE, and on-site training enhanced both agility and safety. With over 1,000 projects, 175+ global clients, and 10M+ sq. ft. delivered, our commitment



to sustainability, governance, and innovation continues to drive Technogreen forward.

### How has your company integrated technology to enhance efficiency, streamline operations, and improve customer engagement?

At Technogreen, technology is at the heart of our efficiency and customer engagement. We've implemented a robust ERP system across our Order-to-Cash and Purchase-to-Payment cycles, streamlining workflows and driving profitability. Our Service ERP enables preventive maintenance, escalation tracking, and proactive resolution—enhancing reliability and client satisfaction. SOP-led automation ensures standardization and faster delivery. In partnership with Seven Star Aircon Ancillaries, we are developing 'Made in India' HVAC innovations such as Digital Thermofuser Diffusers and Wi-Fi-enabled DDC Controllers for real-time energy management. During the pandemic, we swiftly adopted MERV filters, UV lights, and enhanced airflow for healthier environments. Sustainability is a core pillar—we promote energy-efficient systems, OPEX-based retrofits, and eco-friendly replacements. With 30% workforce growth, emerging leaders from Tier 2/3 cities, 50% repeat business, 90% AMC retention, and 80% YoY client growth, our tech-led model delivers scalable, future-ready solutions.

### What is your company's growth strategy for the next 3-5 years, and how does it align with the evolving MSME landscape?

Our 3-5 year strategy at Technogreen focuses on delivering sustainable, client-centric HVAC solutions tailored to the evolving needs of MSMEs. Anchored on five pillars—expansion, innovation, operational excellence, talent development, and sustainability—we're extending our footprint beyond six cities into Bhubaneswar and Tirupati, tapping Tier 2/3 markets. Our offerings span General Contractors, IDEACs, and our proprietary Design & Build model across sectors like Hospitality, Retail, Healthcare, and Manufacturing. We're enhancing delivery through ANTMYERP, predictive analytics, and HVAC-as-a-Service to enable affordable OPEX models. In partnership with Seven Star Aircon Ancillaries, we co-develop indigenous innovations like Digital Thermofuser Diffusers and Wi-Fi DDC controllers. Our SOP-led, tech-enabled execution ensures quality and timeliness. We're growing our workforce by 30% and grooming future leaders under our Educate-Enable-Empower framework. Technogreen blends innovation, accessibility, and inclusive growth to empower MSMEs with efficient, future-ready HVAC solutions. ■