



Devendra Bapat

Co-Founder & Director

Reliable Autotech Private Limited

Reliable Autotech Private Limited was founded by Rajendra Bagwe, Devendra Bapat and Amol Chitnis in 1995. The company specializes in sheet metal-based engineering and manufacturing with a state-of-the-art infrastructure & globally recognized processes.

We interviewed Devendra Bapat about Reliable's success story. It all started in 1982 when we 3 college friends graduated as Mechanical Engineers from VJTI, Mumbai and dared to become entrepreneurs. However, considering our humble middle-class background, securing a job was the highest priority. We decided to work until we had the experience and financial means to start something of our own.

In 1984, we decided to quit our jobs and move to Nashik – the only place where we could afford a plot of land. We started our entrepreneurial journey in 1986 with an initial capital of ₹ 9,000, a 1000 m² plot and just a handful of



RELIABLE

workers. Cut to 2023, we are an INR 450 crore company having 7 manufacturing plants, employing over 1000 people, exporting to 7 countries across 4 continents and serving more than 15 customers across diverse sectors.

Some of the key milestones achieved in the recent years -

- Govt. of India recognition (DSIR) for our R&D Centres at Nashik & Pune
- Among the few companies in India to have EN15085 & ISO 3834 and ISO 27001 certification
- Voluntarily published our First Annual Sustainability Report for FY 21-22

How does your organization leverage technologies and digital transformation to drive operational efficiency?

Since 2007, the implementation of SAP ERP has empowered us to efficiently strategize production, inventory, and supply chain operations. Alongside our ISO Certifications from TUV, we diligently adhere to TPM and 5S practices across all manufacturing units to minimize waste and boost efficiency. As part of our technology strategy, we consistently identify opportunities for digitization, digitalization, and digital transformation.

What are some of the key products / services offered by the company?

In the automotive segment, we supply structural components such as Cross Car Beams, Front End Carriers, Upper & Lower Shells for Chassis, Cross Members, Torsion Profiles, Suspension Spring Seats & Wheel Plate Brackets.

In the farm equipment segment, we supply components such as Engine Plates, Brake & Clutch assemblies, painted Axle Beams, Engine Mounting Brackets and Quick Coupler/ Hitch assembly, Fenders, Hood and front Grills.

In the commercial vehicle segment, we supply axle components such as Housing Rings and Bowl Covers and chassis components such as Outriggers and Shock Mount Supports.

In the Defence segment, we supply assemblies & sub-systems in specialized steel grades and specialize in integrated ammunition handling systems that involve mechanical, hydraulic, electrical & electronic components.

We also have an in-house die shop equipped with the latest design technology & highly skilled designers where we design & manufacture tools, dies and fixtures for our customers.