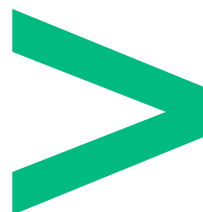


**COTECNA
ACQUISITION
SPOTLIGHT**
GEO-CHEM
METALS & MINERALS
SERVICES

GEO CHEM
INDIA

Part of the Cotecna Group



Geo-Chem India, part of the Cotecna Group, offers testing and inspection services for a wide range of Metals and Minerals.



Part of the Cotecna Group

Geo-Chem India has extensive expertise in the testing and inspection of **Metals, Minerals & Ores**. Geo-Chem's service scope for metals & minerals includes chemical testing, mechanical testing and various types of inspection. Geo-Chem is able to test different types of ferrous and non-ferrous products, coal, coke, oils and oil products.

Geochem has experienced a significant boost in its network and presence, thanks to the global reach and reputation of Cotecna. This partnership has led to an increase in accreditations and certifications in inspection and testing fields, expanding our capabilities and offerings. With strengthened manpower, we now possess a comprehensive range of services, enabling us to seamlessly cater to client's needs both in India and across the globe.





Client Challenges

Prior to our collaboration, some of our **clients faced challenges** such as **delays in field mobilization & sample analysis results** due to inadequate manpower and infrastructure. These delays led to revenue losses for the company. However, post-collaboration, we have steadily addressed and mitigated these issues, resulting in improved efficiency and reduced revenue loss.

Geo-Chem Selection: Why GeoChem?

Geo-Chem boasts over 50 years of extensive experience and a broad network in inspection and analysis services, accredited by **NABCB** and **NABL**. We specialize in sampling and testing various products intended for both domestic and export purposes.

Solution Development

We're **enhancing our solution by ramping up qualified manpower** for projects and **upgrading accreditation** for our labs in Bhubaneswar and Chennai and pursuing a nationwide NABCB accreditation. This will ensure timely reports and mobilization, boosting customer satisfaction. What makes Geochem unique is that we're the go-to lab in India for coal sampling and analysis, serving 80% of state power plants for over 15 years. Plus, we hold key accreditations for inspecting coal, minerals, and metals.



Solution Implementation

We are actively working with our clients to ensure that their needs are met along with attaining additional accreditations.

Challenges or obstacles

While implementing NABL and NABCB accreditation processes, we encountered some initial challenges. However, we've successfully overcome these hurdles, resulting in the recent attainment of NABL accreditation for our Bhubaneswar facility. Currently, our NABCB application is well underway, and we're optimistic about its approval soon. These experiences have strengthened our resolve and positioned us for even greater success in delivering quality services to our clients.

Measurable Impact

The successful implementation of NABL accreditation at Bhubaneswar and pursuit of the NABCB accreditation has opened doors to various opportunities for us. We've received tender invitations from esteemed organizations. Additionally, some of our reputed clients have **awarded us scores above 85% for compliance with safety regulations under ISO 45001**. These achievements have not only enhanced our reputation but also qualified us for numerous tenders, showcasing our commitment to excellence in safety and quality.



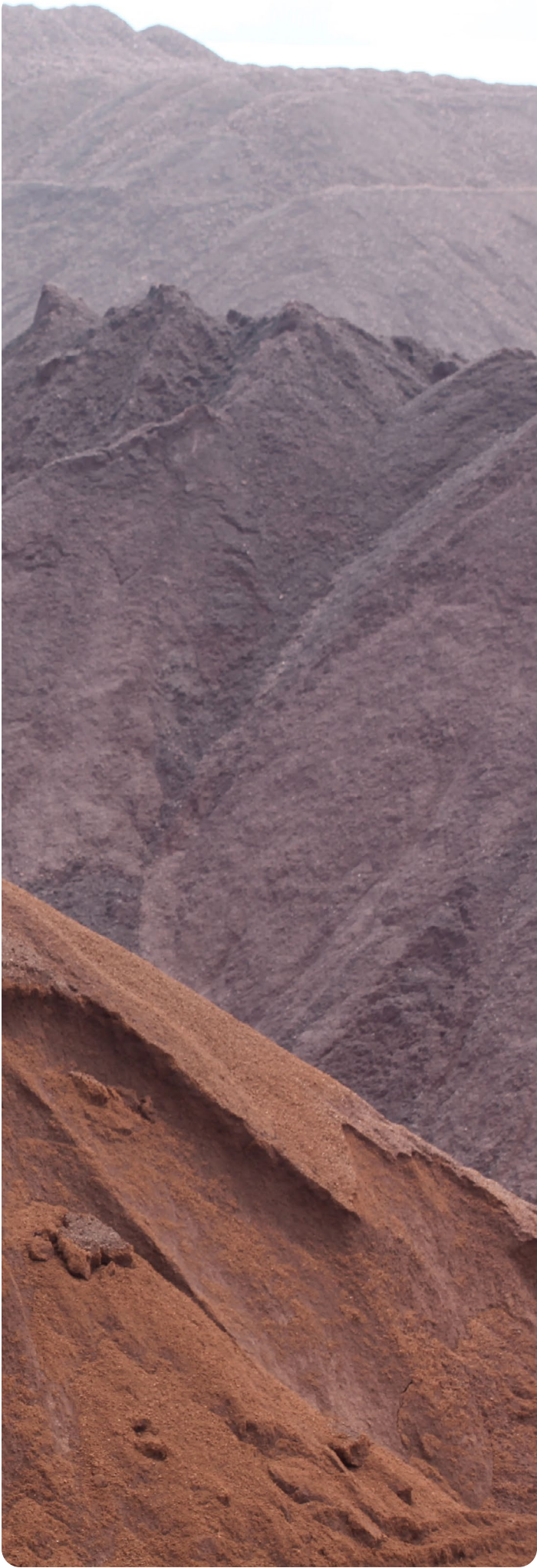
Business Objectives

Geo-Chem's commitment to delivering timely and quality-assured certificates has enabled our clients to achieve their production goals efficiently. With our inspection accreditation and adherence to safety standards, clients have experienced seamless operations in the field and have successfully cleared audits without any issues. Our proactive approach ensures that clients can focus on their objectives with confidence, knowing that Geo-Chem is supporting their endeavours every step of the way.

Collaboration Success Factors

Through the Geochem – Cotecna collaboration, we offer customers an extensive and swift service network, catering to both national and international clientele. This partnership elevates our performance in services, cost-effectiveness, manpower availability, and network coverage, positioning us competitively.

In our journey, we've learned the significance of tackling weaknesses while capitalizing on strengths to surpass competitors. Active solicitation of client feedback enhances our self-awareness, aiding in pattern recognition and mistake prevention. This proactive approach ensures goal alignment, even amid adversity.



Adaptability

Geochem seamlessly integrates new policies and procedures, aligning with client requests and implementing new accreditations like NABCB and ISO 45001. We also ensure staff awareness through comprehensive training sessions.

Moreover, we readily adjust to meet client needs during inspection activities, promptly arranging manpower and conducting analyses according to their specifications. This flexibility has earned the trust of clients like Adani and others in Geo-Chem's capabilities.

Key Takeaways

Our ability to evolve and adapt to meet client needs is one of our greatest strengths and competitive advantage.

Impact on client

Clients express high satisfaction as Geo-Chem actively collects and addresses their feedback, making them feel valued and understood. Timely resolution of issues strengthens this bond, fostering long-term business relationships.



Long Term Relationship

Our collaboration enhances our capacity for lasting client partnerships. With expanded services and network accreditations, we're set to maintain relationships with over 100 clients, with more to come.

Looking ahead, Geo-Chem plans to actively engage clients, emphasizing collaboration benefits. By monitoring feedback from our clients, we can refine our approach. Adjusting pricing ensures competitiveness in tenders, RFQs, and inquiries, nationally and internationally, advancing our goals.

To learn more about our metals & minerals services, please [contact us](#).