

REPORT

Investigation

Infrastructure Project
Management Firm



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1 EXECUTIVE SUMMARY

1.1 Target: A leading infrastructure project management firm in India.

1.2 Objectives:

- General information and details about the target.
- Specific use of the logo.
- Evidence to support the findings.

1.3 Investigation findings:

- The target's group of companies consists of 4 companies.
- It has about **300 employees** in total.
- The ROC documents for 3 companies of the target were found (provided **in separate folders**).
- The target was incorporated on **January 30, 1996**. Its annual turnover for 2003 was less than **Rs. 10 crores**.
- The address provided to us is the residential address of one of its directors.
- The target was found at Gurgaon. It has a manufacturing unit and a training center at Babupur (both of them are currently closed) and a new office coming up very soon.
- The target is into designing and construction of power transmission and distribution projects (sub-stations) for various government and private sectors. It works on B2B (Business to Business) and B2G (Business to Government) transactions. They do not have any agent/distributor for their projects. They do not undertake any project which is less than **Rs. 5 crores**.
- To date, they have built **six 33KV sub-stations** and **one 11 KV sub-station**. Currently, they are building a **220 KV sub-station at Maneser, Gurgaon**. It is also a part of the National e-Government Plan and have set-up **2000 Common Service Centers** for rural India.
- The target used to manufacture all the equipments required of a sub-station, but had stopped manufacturing them about 12 years ago. Currently, they buy all equipments such as transformers, capacitors, switches, etc. from government approved vendors.
- The target does not manufacture any product by the concerned logo. They used this logo as the logo of their company. They used this logo on their website, the signboards, the brochure, the business card, the envelopes, the letterheads and the dairies. Required evidence is given in **Annexure 1, 3, 5 and 6**.
- A market survey for the concerned logo was not conducted as the target deals only in B2B and B2G transactions.

1.4 Suggested next steps:

- The target does not manufacture any product by the concerned logo, but is using it as the logo of the company. Thus, appropriate actions can be taken against it. Required evidence has been included.

2 INVESTIGATION METHODOLOGY

2.1 PHASE 1: INTERNET INVESTIGATION

An internet search for the target was conducted at www.google.com. Information about the company was found on its website (Link and screenshot are in **Annexure 1**). It is a part of a group of companies. The target was established in **1996**. It is into engineering, procurement and construction of various power transmission and distribution projects (sub-stations). It works on B2B (Business to Business) and B2G (Business to Government) transactions. The target carries out various projects for State Electricity Boards and other private sectors. To date, the target has installed two 33KV sub-stations at Karnal, Haryana and a 66 KV sub-station at Kathua, J&K. The target is also a part of the National e- Government Plan and have set-up 2000 Common Service Centers for rural India.

The Group consists of **4 companies, XXX Trading Co. Pvt. Ltd.** (Erection and Construction of Transmission Lines and Substation Structures), **XXX Power Systems Ltd.** (Power Projects, particularly Solar Energy Projects), **XXX Developers Ltd.**, and **XXX Media Ltd.**

We found 4 addresses of the target. Its head quarter is at Gurgaon.

The target is using the concerned logo as the logo of the company on its website.

2.2 PHASE 2: ROC DATABASE SEARCH

An ROC search was conducted for **XXX Trading Co. Pvt. Ltd.** on www.mca.gov.in and the company documents were found (provided in a **separate folder**). The company was incorporated on **January 30, 1996**. The annual turnover for 2003 was less than **Rs. 10 crores**. The latest eforms of the company are for 2010.

We got the ROC documents for **XXX Power Systems Pvt. Ltd.** (provided in a **separate folder**). The company was incorporated as **Ratan Transformers Pvt. Ltd.** on **March 14, 1997**. Later changed its name to **XXX Transformers Private Limited** on **September 14, 2006**; then to **XXX Power Systems Private Limited** on **October 23, 2009**. The annual turnover for 2005 was less than **Rs. 10 crores**. The latest eforms of the company are for 2010.

We also found the ROC documents of **XXX Media Limited** (provided in a **separate folder**). The company was incorporated on **January 28, 2010**. The eforms of the company are for 2011. The annual report of the company is not found.

2.3 PHASE 3: FIELD INVESTIGATION

We started the investigation by calling up the target's head office on the phone number found on the internet. The call was attended by the receptionist of the company, who introduced the

company as a sub-station designer and constructor. For more information about the company, she transferred our call to the project coordinator. From the project coordinator, we came to know that the company is into the business of designing and constructing power transmission and distribution projects (sub-stations) for various government and private sectors. He said that they designed sub-stations and provides all the equipments required for it. They even help their clients with the licensing for sub-station from the DS (District Secretariat) office. So far, they have built **six 33KV sub-stations, one 11 KV sub-station at Karnal, Gurgaon and Yamuna Nagar, Delhi**. Currently, they are building a **220 KV sub-station at Maneser, Gurgaon**. When told him that we want them to design a 33 KV sub-station for us, he said that he will arrange for a call back from their project manager for us.

We got a call from the project manager the very same day. He gave us the same information about the company as provided by the project coordinator. He said that the company is about **15 years old** and have **about 300 employees** in all. He said that **Mr. XXXX** is the owner of the company. He advised us to send an email to him about our requirement.

An email was then sent to the target, advising that they have to design a 33KV substation for our project in Gurgaon. We also wrote that our project is a residential condominium with 140 apartments and total connected load in excess of 2 MW. We also wrote that apart from the main utility power supply, we need a 3 X 380 KVA DG sets as back up (email in **Annexure 2**).

The investigator went to the head office of the target at **Gurgaon**. The signboard of the company has the concerned logo on it. Here, he met the project manager, who gave him a business card. The business card has the concerned logo printed on it. He gave the investigator the same information about the company as given to us over the phone. He said that this office is their head office and has the manufacturing unit at Babupur. He said that they have a new office coming up at Karnal and it is still under construction. When asked if they have another office at the address provided to us, the project manager said that they do not have an office at this address. He said that it is the residential address of one of their directors.

When asked if their manufacture all the equipments required for building a sub-station, he said that they just design the sub-station and does not manufacture any of the equipments. He said that they buy all equipment such as transformers, capacitors, switches, etc. from government approved vendors. He said that they used to manufacture their equipments earlier, but have stopped it for the past 12 years. Currently, they are only into designing and construction of sub-stations. When asked if they had manufactured any product by the logo, he clearly said that they do not, it is used as the logo of the company. He said that they are only into sub-station designing and construction and they do not undertake any project less than **Rs. 5 crores**. He also gave the investigator 2 brochures of the company. Both the brochures have the concerned logo printed on them. The investigator also got an envelope from this office to put the brochures. The envelope also has the concerned logo printed on it. When asked if they have any agents for their projects, he said that they work on B2B (Business to Business) transactions. He also saw that the target's dairy has the concerned logo printed on it and took a photo of the same. On his way out of the office, the investigator saw a letterhead of the company pasted on their notice board. This letterhead also has the concerned logo printed on it. The photos of the company,

the project manager, his business card, the brochures, the dairy and the letterhead are in **Annexure 3**.

Then, the investigator went to the address provided to us (Photo in **Annexure 4**). It is a bungalow and was locked. From the people in the vicinity, the investigator came to know that this is the residence of the director of the company.

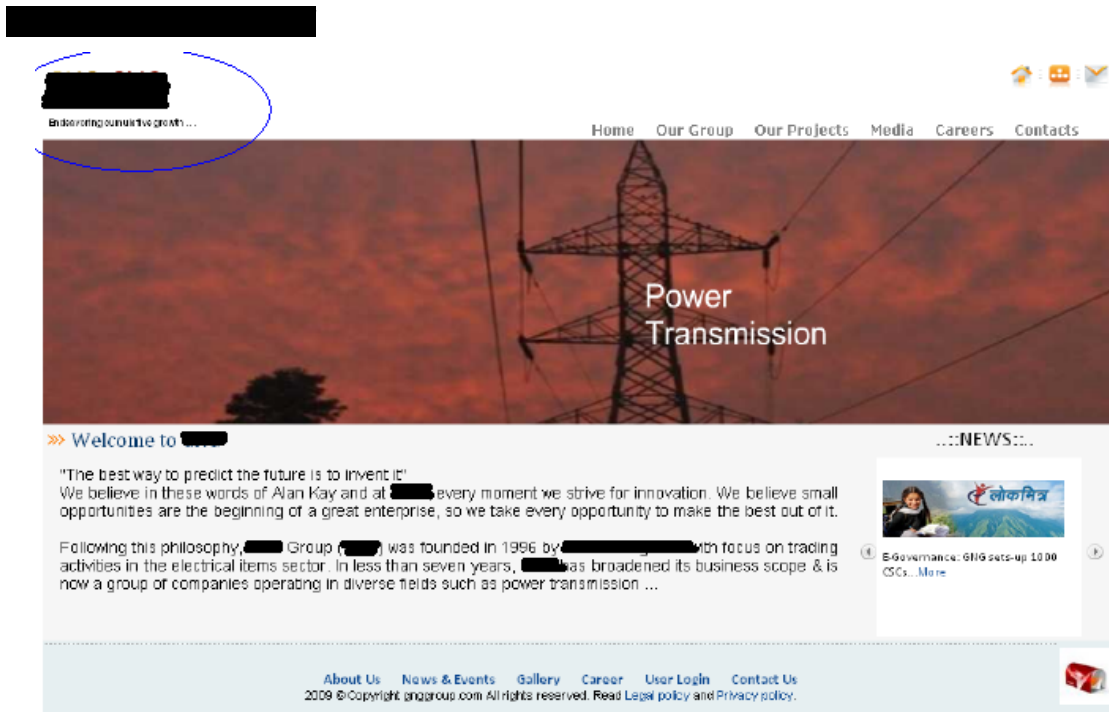
Then, the investigator went to the target's manufacturing unit. The factory is closed. The signboard of the factory also has the concerned logo. From the people in the vicinity, the investigator came to know that the security guard of the factory is on leaves. They said that some workers came to this factory in the morning and had moved some equipment from here. They said that this unit had been closed for a long time now. The investigator also peeped inside the factory and saw some old transformers lying inside it. The factory is completely empty. He could not see any person inside the factory. The investigator also called on the phone number found on the signboard, but the phone number is out of service. The photo of the factory is in **Annexure 5**.

The investigator also came to know that the target also has a training centre nearby. He also went to this center but it was also closed. Its signboard also has the concerned logo. The photo is in **Annexure 6**.

A market survey for the concerned logo was not conducted as the target deals only in B2B and B2G transactions.

3 EVIDENCE

3.1 ANNEXURE 1



3.2 ANNEXURE 2

The screenshot shows an email client interface. The email is titled "Substation design" and is from "shilpa Singh" to "tarun", dated May 6 (3 days ago). The email content is as follows:

Dear Mr. Tarun,

I am looking for a company who can design a 33 KV sub station for our project at Sector 62, Gurgaon. The project is residential condominium with 140 apartments and total connected load in excess of 2 MW. Apart from main utility power supply there will be 3 X 380 KVA DG sets as backup. I want your company to design an indoor sub station and provide all equipments required for it such as capacitors, voltage regulators, switches etc. As per the conversation, since your company can provide licensing for the same from the DS office, i believed that i dont have to go to a different vendor for the same. I believed you can provide us a reliable and cost effective design for the same.

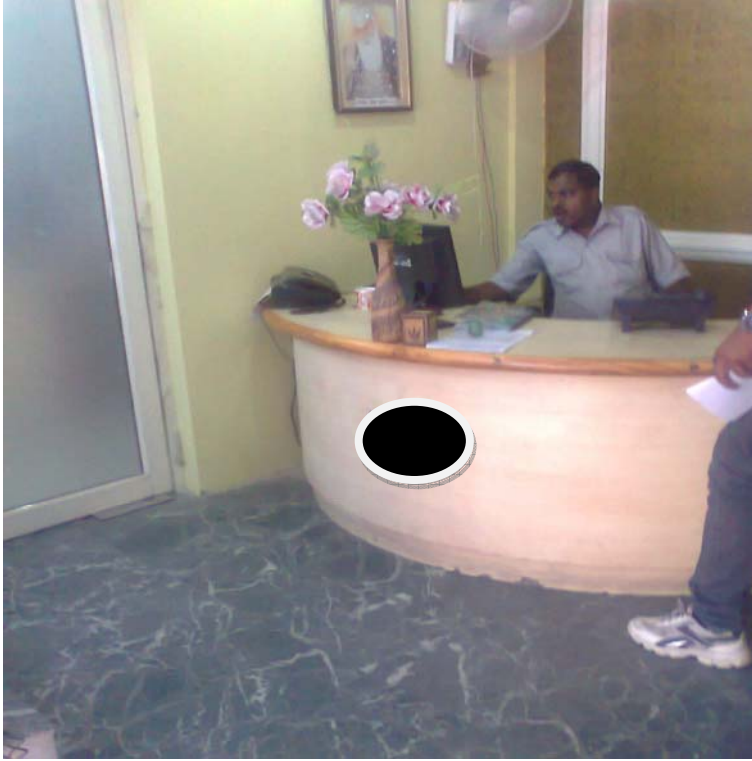
Please mail me the complete requirement for such a set up and your service charges. To be honest with you, our company is a construction company and have not much idea about the exact requirement. The project was previously undertaken by a vendor called Access Envirotech Engineers Pvt. Ltd, but they have not be able to come up with a design so far.

Thanks
Shilpa Singh
Manager
Today Homes
A-251, LGF, Defence Colony, Delhi - 110024
9873849351

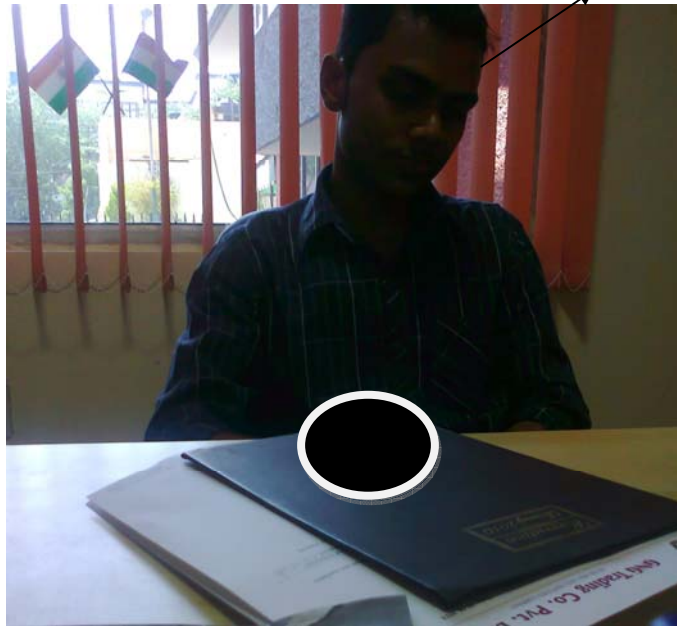
The interface also shows a sidebar with folders like "Inbox (12)", "Sent Mail", and "Drafts (4)". The email header includes "Back to Sent Mail", "Archive", "Report spam", "Delete", "Move to Inbox", "Labels", and "More actions".

3.3 ANNEXURE 3

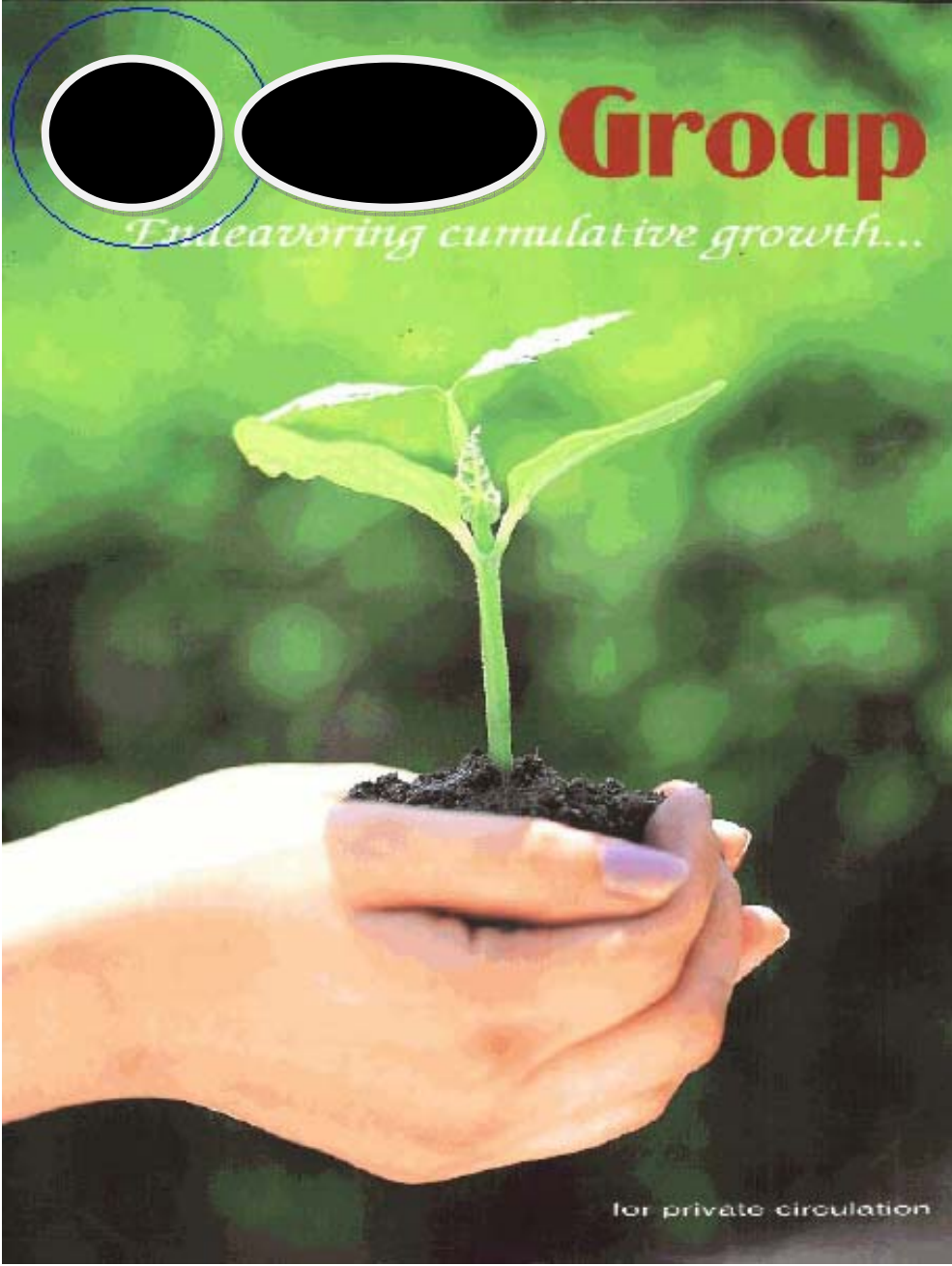


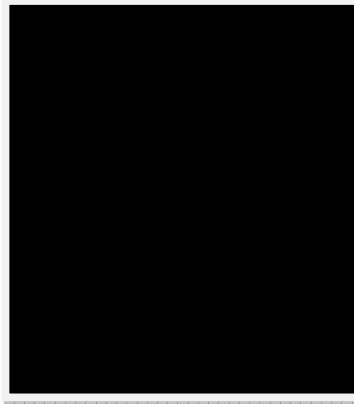
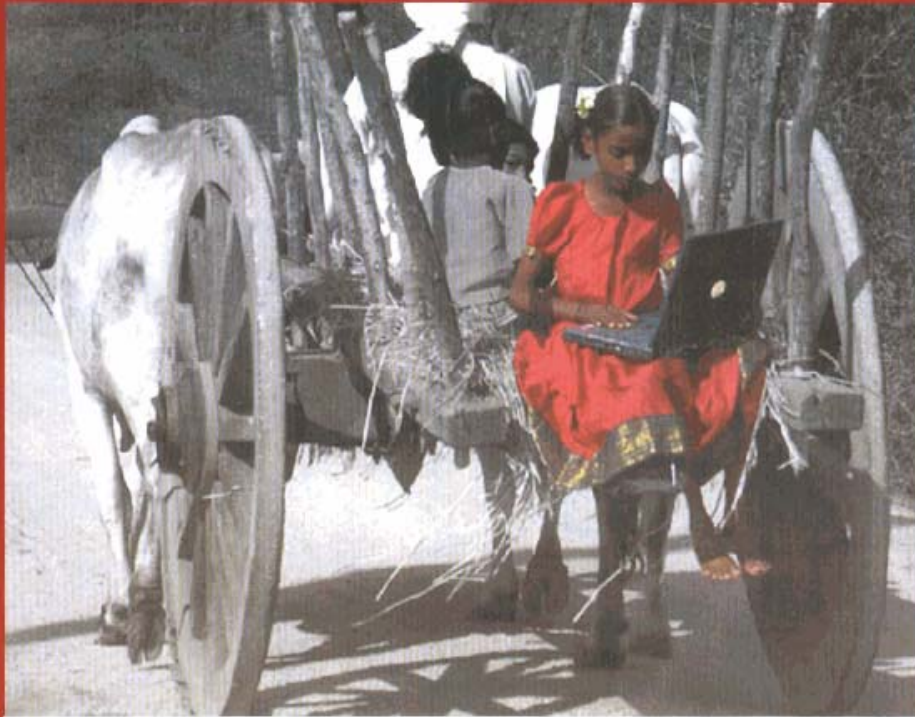


The project Manager

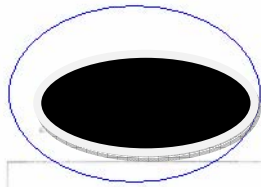






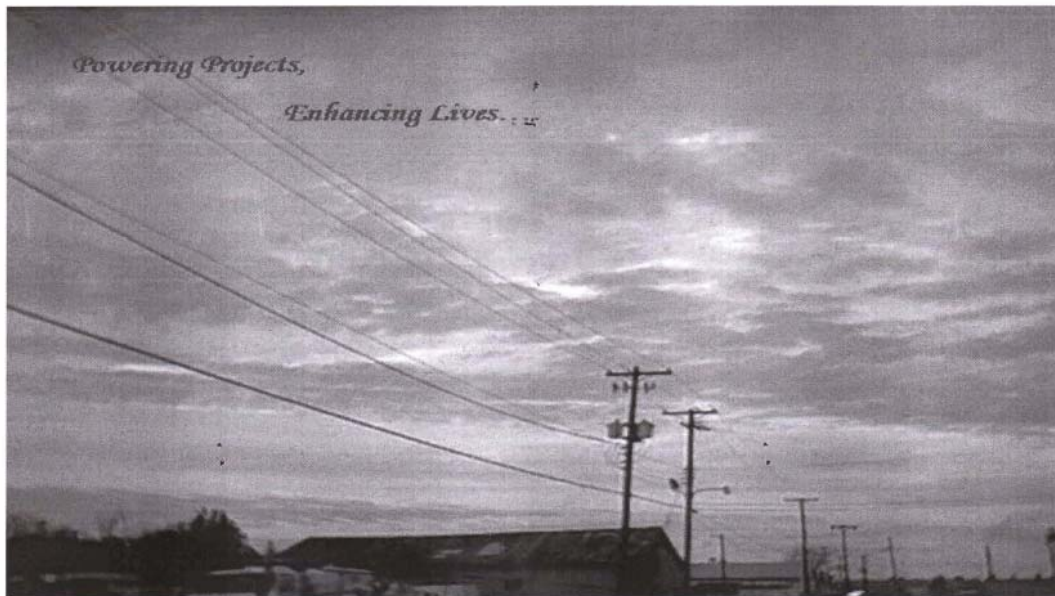


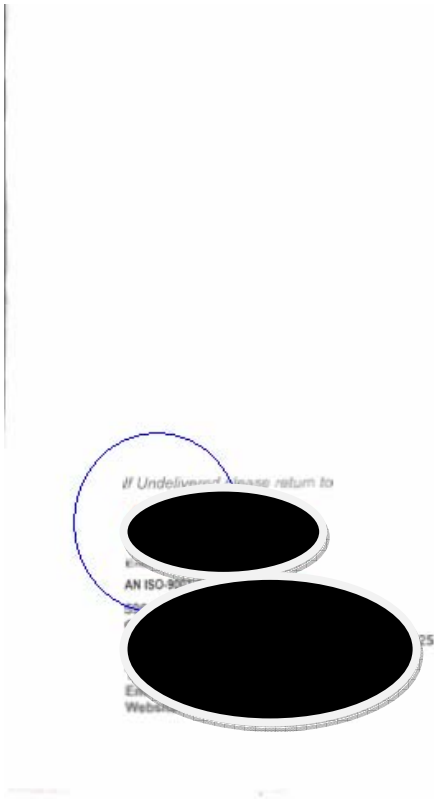
Website:



GROUP

(INTRODUCTION DOCUMENT)







Objectives:-

- 1) Increase the growth rate of 50% in the next year.
- 2) Increase the number of VLEs of 50% in the year 2010- 2011.
- 3) Increase the number of services of E- Governance by 50 %.
- 4) We will cater at least two projects in the years 2010- 2011.
- 5) Increase in the productivity of the work force by 10% over the last Year through better training and appraisals.

3.4 ANNEXURE 4



3.5 ANNEXURE 5



3.6 ANNEXURE 6

