BizTek ACCELERATORS
STRATEGY · LEADERSHIP · GROWTH

SUPPORTING SERVICE

07 Technology & Vendor Sourcing

Independent help choosing the right technology, equipment and suppliers.

The right machine from the right supplier, at the right price — chosen on merit.

We help you define requirements, find and assess technology and equipment suppliers in India and abroad, run fair RFQs and compare offers like for like. This is fee-only advice: we take no commission from any vendor. Where BizTek BTM Solutions could also supply, you decide in writing whether it may bid, and an independent reviewer scores the offers.

WHO IT'S FOR

- New plants selecting process equipment and technology
- Companies adding capacity or upgrading lines
- Ventures looking for a technology partner or licensor
- Buyers who want a second opinion on vendor offers

WHAT YOU GET

- A clear User Requirement Specification (URS)
- A supplier long-list and assessed shortlist
- RFQ documents and a fair bidding process
- Like-for-like technical and commercial comparison
- Negotiation support and a recommendation
- Factory acceptance and inspection support

WHY BIZTEK

Fee-only
No commission or rebate from any vendor.

Firewalled
A BizTek BTM bid only with your written opt-in.

Global reach
Suppliers assessed in India and abroad.

Total cost view
Lifecycle cost, support and spares, not just price.

PACKAGES

Requirement & URS Define	Turns your process needs into a clear, vendor-neutral specification.
Supplier Search & Shortlist Find	Identifies and assesses capable suppliers in India and abroad.
RFQ & Evaluation Choose	Runs the RFQ, compares offers and recommends.
Technology Partner Search License or partner	Finds and screens technology licensors and collaboration partners.
Add-ons	Factory acceptance testing (FAT) · Pre-shipment inspection · Contract and warranty review

OUR PROCESS

1 Understand
NDA and a structured Client Understanding discussion

2 Specify
URS agreed with your team

3 Search
Long-list, screening and shortlist

4 Evaluate
RFQ, clarifications and like-for-like comparison

5 Recommend
Recommendation, negotiation and FAT

INDUSTRIES WE COVER

PCB manufacturing · PCB assembly & EMS · Electronic components · Semiconductor OSAT / ATMP · Li-ion cells & battery packs · Power electronics · Medical electronics · Solar PV · Defence & aerospace · Precision engineering · Testing & calibration labs · Food processing · Bio-energy · Data centres · and more

WORKS WELL WITH

02 Project Management to manage delivery and installation · **08 Technical Due Diligence** for a deeper technology assessment · **12 BizTek BTM Solutions** only with your written opt-in.

Start with a conversation.

Fees are scoped for each engagement after a short Client Understanding discussion. Tell us what you need and we will propose the right package.

THOUGHT LEADERSHIP Free #BuildItRight insights, webinars and Project Clinics

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