



**Mr. Chandrashekar H.G. - Founder & MD**

# SASMOS HET TECHNOLOGIES LIMITED

## Innovations & Clear vision

**B**angalore based SASMOS HET Technologies Limited, manufacturer of wiring harness, electro-mechanical assemblies and unit integration products delivered to global OEMs SASMOS founder and managing director Mr. HG Chandra Shekar interact with The Executives India Magazine and shared his insights starting with Make in India is an inspiring concept. “Because a very strong thought is being communicated to look within the country. We are excited at the new opportunities offset has given us,” he says.

It needs a lot of hard work to live to a Boeing mandate. We decoded their expectations. We motivated ourselves. And, we knew if we did it once, we could do it again and again,” says Chandra shekar. While the rules of game didn’t permit him to share any technical details of the electrical panels nor the numbers, all he could say was it plays a mission-critical role.....

strategy of being located globally in relatively low-cost footprints, something he believes is extremely important in meeting customer expectations. Chandra shaker describes customer focus as “paramount”, noting it as a crucial facet to how it approaches business culture and relationships. “We strongly believe that our customers” their success is our success. It’s more like a partnership rather than a vendor– customer kind of relationship. We expect the same thing with our suppliers because, like our customers, they are more like an extension of us,” he explains.



I strongly believe that culture is the foundation for any business. At SASMOS , the customer centric culture based on trust, transparency and teamwork as values forms the foundation. And with the guiding principles like Passion for innovation, Operational excellence, Global strength and the sense of responsibility towards our customers, business partners, employees

we wanted the flow of communication and needs including compliance expectation to be 100% aligned with our partners. Our partners at times remain the face to our customers doing the first mile and last mile legs or supporting an integral part of the supply chain.

Hence our partners play an extremely significant role & we collaborate with them in multi-dimensions. Collaboration starts with win-win positions for both organization, technology advancements, that will allow our partners to work with us collaboratively. We treat them as one among us than our “Supplier” which again gives them an inclusive approach towards business needs. Not only is everything in-house, but we also have a very good supply chain and teams of trusted partners who really support us in all aspects of the manufacturing process. Their support gives us a huge advantage when it comes to keeping costs low. Chandra shekar points out that proximity is vital not only in terms





“Sometimes, it gets shaky and there are lots of ups and downs, but that is very normal, and if you get distracted by this then you forget to have a long-term view. It’s the same in the aerospace industry. So, I think the best advice is to fasten your seatbelts and look ahead. You need to think long-term; don’t lose your direction.”

business practices, professional approach with mutual respect, customer orientation, striving for excellence, innovation and passion which are our guiding principles to drive our business.

We committed to innovation and growth in products and services offered by us

As previously stated Our mission, vision and values are already there on our domain. We are driven by our vision and values that recognizes the contribution of every individual employee. Thanks to a strong value system we are charged up as a vibrant team to accomplish any tasks/projects in a time-bound manner. Our core values includes respect people, honor systems and process, be fair and ethical, be customer centric, strive for excellence and instill passion.

SASMOS is a highly reputed organization in the country, absolute technology driven company and most importantly Long term plans & vision. company's incredible growth and expansion, trust and transparency that we follow throughout the years.

of geography, but also in building customer trust. “We are very close to our customers. We want to engage with them in the long-term and create a win-win partnership for both sides. Our customers trust us to perform outsourced processes for them. The aerospace industry has very strict requirements in regard to quality, because obviously we want people to be safe when they fly,” he explains.

“So, there’s a need to be a safe system and ensure the quality of all our steps in the supply chain. Our customers know that SASMOS is the leading company in doing that, as we’ve been providing this assurance since long years in working for all the Government and Tier-1 companies in the industry. Our customers very much value this expertise that we have gained over the years.”

In addition to developing more infrastructure in growth regions, SASMOS is investing heavily in its people and systems. “People skills are very important, so we invest a lot in training our teams. It’s very important for us to have the right people at the right place, serving our customers,” says Chandra shekar, adding that technology is also important.

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“It’s about making sure that we have the right IT systems and infrastructure to be closely connected to our customers.”

SASMOS also maintains close ties with its suppliers in the region. “We

already have a well-established supply base globally, but it’s going to grow as the aerospace and aviation industry grows,” Chandra shekar explains.

We have processes to continuously dialogue with our employees, understand the challenges and derive solutions to co-create the future. With true empowerment we create ‘Leadership at all levels’ and drive the culture of entrepreneurship, with Customers being the focal point. It is important to develop a strong value system and work culture to ensure a healthy and professional work environment among employees and keep them motivated. We believe in our value system and work culture to inculcate good work culture and team work in our team. We focus on fair and ethical values.

One of the most important lessons Chandra shekar has learned from his time in the industry is the value of having a long-term vision

