



**INTERIOR  
TURNKEY  
SERVICES**

# CONTRACTS

**CAPABILITY STATEMENT**



A Complete solution under one roof

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ABOUT  
A1V0  
COMPANY OVERVIEW

# Company Profile



AIW was founded with an objective of furnishing out of the box, affordable office space services in Bengaluru and other major metros of the country. The company provides numerous office space related services to clients that help them in transforming their unique ideas into functional, reliable works of modern architecture.

AIW excels in providing numerous specialized services like facility upkeep, turnkey projects, project management consulting, core architectural design and executions and cost consultancy. Armed with some of the best and highly experienced professionals in the field, AIW has registered rapid growth since its inception.

Founded in 2013, AIW is a young specialist organization providing services in various areas and brings together broad-minded individuals from a wide range of disciplines and encourages them to look beyond the constraints of their own specialization. AIW has established a reputation of ensuring customer satisfaction through competent, timely, and cost effective solutions.

We maintain a Strong Competitive Edge through Efficiency and Flexibility. In addition we strive to stay ahead of our competition through Pride in our work and Concern for you, the Customer.

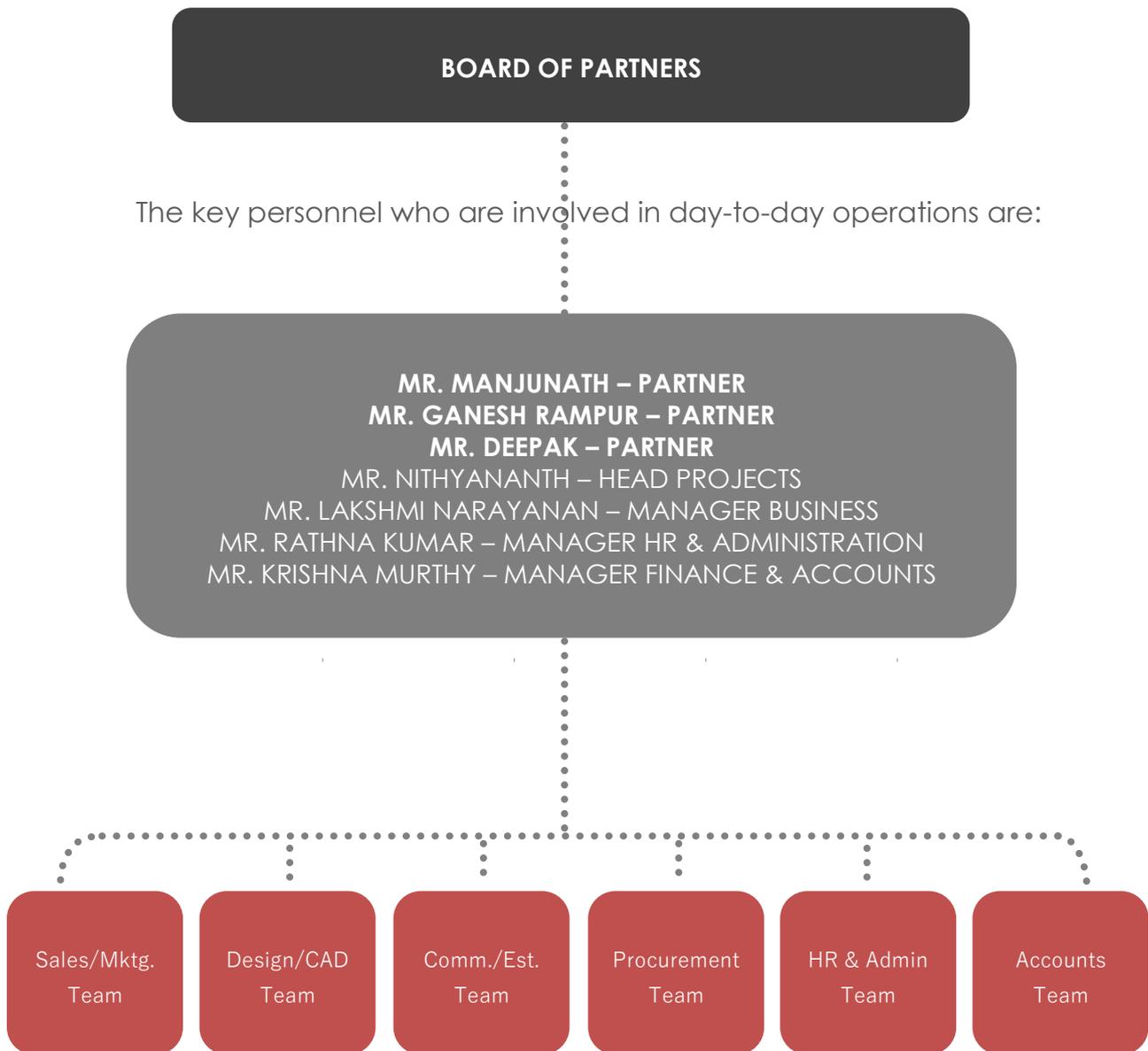
Our main goal is to satisfy customers by serving them with a high quality – cost saved service complying with the local and worldwide standards. While achieving this goal, being respectful and sensitive to environment and taking care of our workers health and their occupational safety.

With pride and for the safety of life and property, AIW provides product and services which are Highest Standards in the industry. Our people know every aspect of the construction field, which makes them experts at estimating cost and time needed. Needless to say, AIW has a stellar reputation for completing projects on time and on budget.

Today, AIW continues to show steady growth and proudly employs nearly 50 people. Give us the opportunity to win your business and we'll prove that AIW is your interior contractor of choice.

# Corporate Structure

## CORPORATE STRUCTURE DIAGRAM





# Knowledge

AIW has developed specialist areas of knowledge that are led by our portfolio leaders. Our portfolio leaders are well qualified individuals renowned for their capability and contribution to the sector.

We are responsible for the development and growth of our portfolio(s) and play an active role in the research and cross pollination of our skills and knowledge to employees, clients and the general community. We are supported by a team of 'thought leaders' who have a dedicated focus, passion and knowledge in their respective fields.

We work as a team to continuously challenge conformities and the industry norms to create something on brief, contextually relevant and with design excellence.

Our team are not defined geographically but selected on skill and knowledge. Knowledge areas/Market Segments in focus include (Fig.1): Office & Commercial Buildings, Retail Buildings & Shopping Complexes, Malls, Hotels & Hospitalities Div., Hospitals & Medical Facilities, Automotive & Manufacturing Industries, Factories & Warehouses.

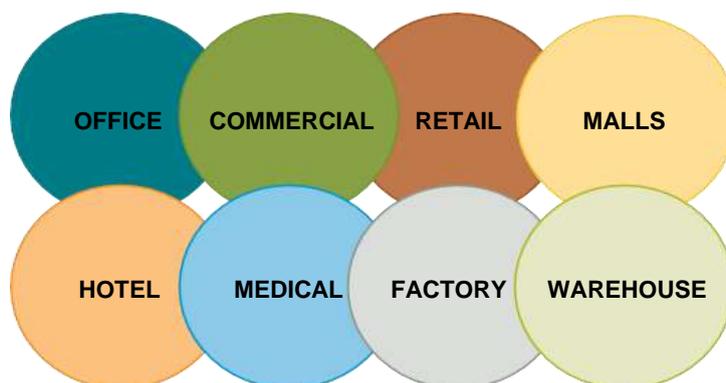


Fig 1. AIW Market Segments



## Key Activities

AIW has a proven track record for taking projects from concept to completion on time and within budget. Perhaps that is why most of our business comes from repeat customers and referrals. If we're the kind of contractor with whom you would like to do business, we welcome the opportunity to discuss your project.

### **INTERIOR CONTRACTS**

Bring us your architectural plans, or tell us your vision, and we'll create a space that you, your staff and your clients will truly enjoy. With a management philosophy built on dedication, integrity, exceptional service and quality workmanship, AIW is determined to be your preferred interior contractor of choice.

### **TURNKEY CONTRACTS**

We have commendable experience in a multitude of projects and exploit this experience to deliver stellar performances in all areas of a turnkey project. Our turnkey solutions include site & project appraisals, planning, listed building advice & applications, architectural, interiors and landscaping design services and contracting services for all forms of building works.

Trust AIW to build out or renovate your retail, commercial, industrial or educational spaces. Let us transform your commercial interior into an environment that showcases your business.

**“ WE BELIEVE IN QUALITY | RELATIONSHIP | SERVICE ”**

# Services

## CAD SUPPORT

We begin CAD drawing projects from various stages of completion and provide with design, detailing and final drafting of documents. AIW understands outsourcing of engineering services; we are capable of understanding project / client requirements precisely. Having Working with a client oriented approach and striving for flexibility and transparency, we have broadly delineated our outsourcing endeavors on the certain parameters such as.....

Scope of Work

Engagement Level

Project Type

Project Planning Methodology

Analysis of the Project

Project Execution

Final Delivery



Other services:

- Planning (Refurbishment / New)
- Brief development
- Office Space planning
- Consultant co-ordination
- Contract documentation
- Tender analysis
- Safety and Design Engineering
- Project Management
- Facility Management
- Feasibility Studies
- New fit-out
- Refurbishments/Retrofits
- Renovations

OUR  
TEAM 2.0  
CORE COMPETENCY



## Team

AIW is a multi-disciplinary practice highly regarded for its creativity and ability to deliver projects of excellence. For over 2 decades, our team has worked on projects of various size and complexity throughout south India. Its reputation as a leader in innovation is underpinned by a team of talented professionals employed in our offices.

Our professionals are passionate experts in the fields of Interiors, Turnkey solutions and we strive to achieve a high level of excellence, innovation and customer satisfaction on every project we undertake.

At AIW, we believe in working with our clients to acquire an understanding of their aspirations and the culture they wish to create, through this understanding, an interior framework is developed to capture this vision and respond to the ongoing changes that underpin a constantly evolving market place.

The diversity in skill and knowledge possessed by our team is unique. For nearly two decades, our team have successfully delivered interior environments for numerous sectors including workplace, health retail, education, research, residential and public buildings. As a result of this diversity, our team is able to adapt to any client brief. They are experts at resolving complex, design issues and bring an extensive understanding of interiors that is not limited to one sector alone.

At AIW, our team is able to depict upon their creative flair and extensive knowledge of interior space, materials and furnishings to create environments that will engage, inspire and cater for the sustainment of an organization's vision in a competitive market place.

# Capability

## CONSTRUCTION & SUPPLY CAPABILITIES

- Manned by Qualified Project Managers with wide experience in Project execution.
- Dedicated & Sizeable group of experienced engineers to oversee project execution.
- Single Point contact for Project Management.
- Timely Completion of the Project and Guaranteed site performance.
- Uses the latest Project management & Cost management softwares.
- Project Management team work closely with each other and ensures quality time- compliant and trouble free project activity through prompt delivery of duly examined project related materials/equipment.
- Extends commissioning supervision services at site as per customer requirements.
- Provides Safe & healthy working condition at project sites. Ensures all sub-contractors comply with Quality Procedures and HSE Procedures.

## CAPABILITIES TO PROJECT SCHEDULE AND DELIVERY REQUIREMENTS

- AIW uses the latest Project management & Cost management software (MS Project / Prima Vera) depending upon the customer requirements.
- AIW employs dedicated Quality Assurance / Quality Control department monitoring and delivering systems as per approved quality assurance plan.
- AIW manages the entire supply chain of materials from sourcing to delivery at Project locations from both local and overseas markets
- AIW takes care of material storage, Inventory management, delivery to project sites and port clearance etc.
- AIW carries out In-house appraisal of vendors and approved vendors of customers are utilized for the specific project.
- AIW manages the processes of procurement and inventory management through custom made software.
- AIW offers expert procurement services for critical project related equipments.
- AIW Engineering, Procurement and Project Management team work closely with each other and our services ensures quality time-compliant and trouble free project activity through prompt delivery of duly examined project related materials/equipment.
- AIW provides Commissioning supervision services at site as per customer requirements.
- AIW provides safe & healthy working condition at Project sites.
- AIW ensures all suppliers / sub-contractors comply with Quality Procedures and HSE Procedures.

# Capability

## **CAPABILITY TO COMPLY WITH PROJECT SPECIFICATIONS**

Following are the key factors which ensure AIW comply with project specifications

- Among its many achievements, AIW can proudly boast of the successful installation & commissioning of the many projects in India.
- Versatility can be gauged from the depth & breadth of its activities for various projects commissioned.
- State of the art company facilities & communication network gives the necessary fillip for efficient and quality support functioning
- Inter office communication and Document transfer is made simple and faster through leased line connecting corporate office with principals.
- Advancement and growth in management system is continuously imparted through specialized training programmes sponsored by the company from time to time both in-house and through external agencies.
- Company provides excellent working environment to achieve high productivity with more emphasis on safety & quality.
- Company ensures good housekeeping, modern living & transportation at job sites for efficient and safe working conditions.
- Effective bilateral communication in the organization provides the people with a understanding to achieve overall project schedule with highest quality as a common goal.
- The Staff experience varies from 5 to 30 years of rich & wide experience in various categories for successful and effective operation.

## **CAPABILITY TO SUPPORT & RESOURCE PROJECTS**

AIW has offices in Tamilnadu and Haryana we currently employ over 50 professional staff, our current staffing levels provide our clients with the surety that we have the capacity to deliver projects within the timeline and quality expectations.

Our large resource base means we can effectively co-ordinate and deliver quality projects on time and within budget. Proven capability is demonstrated in the repeat businesses we continue to receive for our work, ethical approach and ability to collaborate effectively.

We acknowledge and are committed to the proposed time frame and have therefore assembled a strong team with full knowledge of the client and project requirements and ready to commence immediately. We will ensure that the project is well resourced at all times and are able to bring in additional manpower and complementary skills during peak periods.

PROJECT  
EXPERIENCE 3.0  
RELEVANT EXPERIENCE

# Dell - 4



**CLIENT:**

Dell Intl. Services

Dell is the fastest growing, large integrated IT company in the world with revenue growth across our businesses and PC and server share gains outpacing the market.

**LOCATION:**

Domlur, Bangalore

Dell International Services AKA Dell-4 located at Domlur - Intermediate Ring Road, Bangalore. It is an IT organization – the Project for Renovation of Reception about approximately 10000 sqft of floor area.

**SERVICES:**

Turnkey

An outsized Reception of worldwide eminence have been successfully integrated with vital & amazing meeting room, break out areas, quiet rooms and utility areas built around the spot.

**TIMEFRAME:** 45 Days

**SIZE:** 10000 sft

**COST:** INR 2.7 Cr

A passionate color with echo themes has been created and aside of wall given a sense of nature and eccentricity through the use of various dazzling colors and wall graphics are signified the marvelous. This visual representation of the reception and the core concept of the design and of is indicative the Dell-4 values as one of an International organization.

# Royal Enfield



## CLIENT:

Royal Enfield

## LOCATION:

Bangalore, Chennai,  
Coimbatore

## SERVICES:

Turnkey

Royal Enfield a vibrant and responsive company. To its customers in India and elsewhere in the world, Royal Enfield means more than just motorcycles.

Royal Enfield is not so undersized, It's an esteemed society branding an astonishing Motor Cycle of British. AIW were engaged to propose and develop an office space, Showroom, service centre, Institutes that addressed their requirements to create an open working environment without compromising the need for privacy amongst staff and clients.

In response to the launch of Royal Enfield's latest, AIW sought to make a truly unique space that clearly showcased their organization/showroom as 'Bold', 'Robust' and 'ambitious'. The simplicity and open layout of the space was designed to encourage communication between both staff and customers with the office seamlessly transforming into a function space.

# Concentrix

**CLIENT:**  
Concentrix

**LOCATION:**  
MEBP, Bangalore

**SERVICES:**  
Interior Works

**TIMEFRAME:**  
45 Days

**SIZE:** 32000 sft

**COST:** INR 84 L



Concentrix are a global provider of business services, focusing on business imperatives and improving customers' business outcomes. Bringing both strategy and execution, they take a holistic approach to customer engagement and deploy capabilities and assets to enable improved revenue generation, customer experience and service optimization.

Situated on the Manyata Embassy Business Park, Bangalore. Concentrix AKA C-4 has been done to enhance the experience of IT staffs, making new age striking graphics to the full extent of the boardroom glazing were inspired by Concentrix's new branding and responded to the clients desire to create a sense of privacy without compromising the transparency of the space. Along with the integrated planters into the breakout area and entrance, the glazing film was softening the space against the contrasting industrial environment.

# IBM



**CLIENT:**  
IBM Corp.

**LOCATION:**  
MEBP, Bangalore

**SERVICES:**  
Interior Works

**TIMEFRAME:** 30 Days

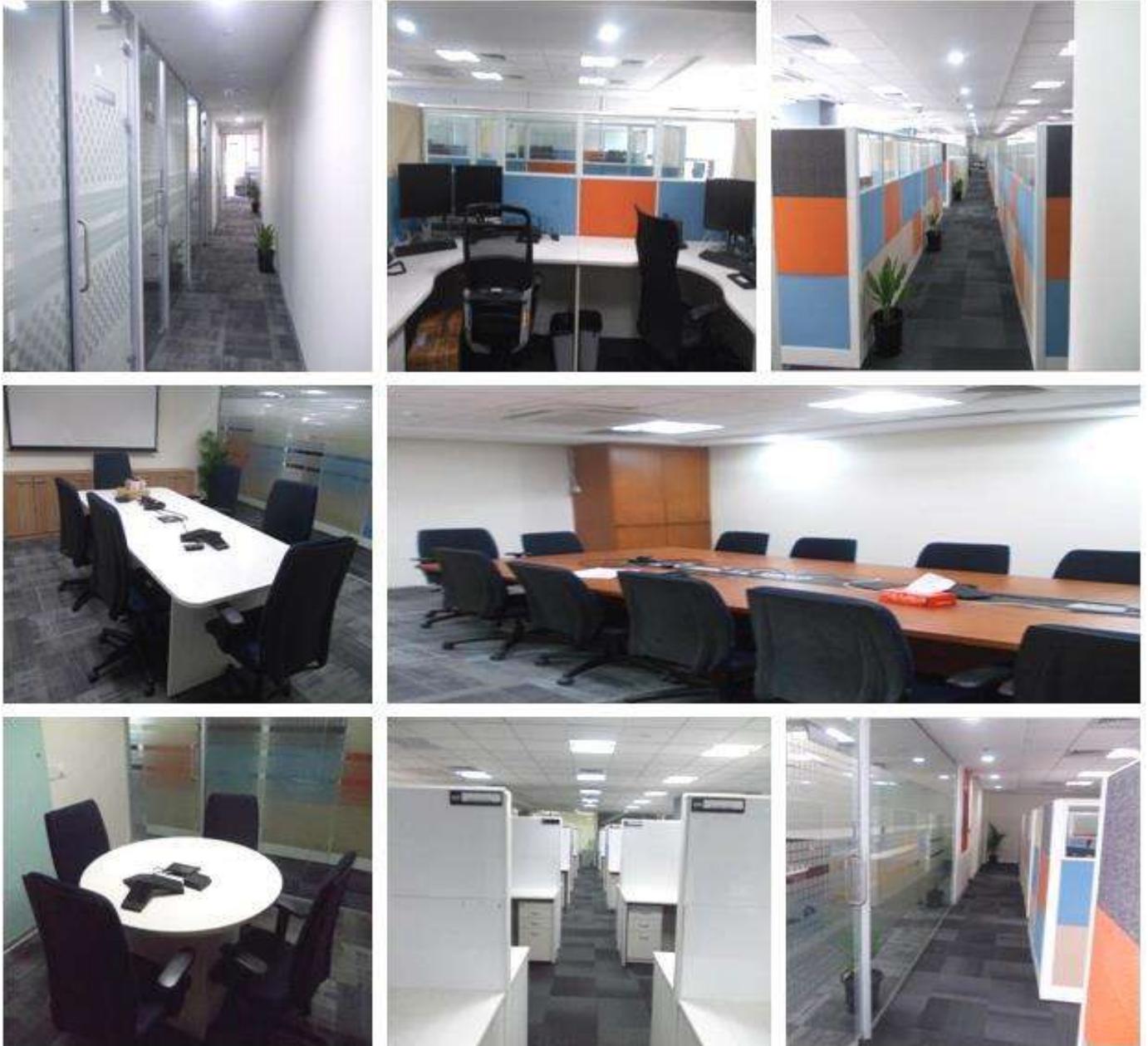
**SIZE:** 45000 sft

**COST:** INR 2.5 Cr

IBM provides IT infrastructure software including its WebSphere Application Server and MQ messaging middleware. The company's software lineup in the mobile and social space includes the IBM Verse business email offering and the IBM Notes collaboration product.

About 45000 sft, includes different types of meeting rooms, laboratory spaces, utility rooms with general and specialist support labs, hot desks and workstations, seminar facilities/training rooms, video conferencing facilities, informal and formal meeting spaces, quiet spaces, interaction areas, staff amenities rooms and wall exposed quotes.

# Analog Devices



**CLIENT:**

Analog Devices India

**LOCATION:**

Ulsoor, Bangalore

**SERVICES:**

Turnkey

**TIMEFRAME:** 45 Days

**SIZE:** 30000 sft

**COST:** INR 75 Lakhs

At Analog Devices, they create unmatched technologies and solutions to solve our customers' problems in instrumentation, automation, communications, healthcare, automotive and numerous other industries.

Analog Devices in Ulsoor will house over 200 staffs and exemplifies a new collaborative and interactive model in the joint use of space and technology. Its laboratory space has been constructed to be generic in planning and function in order to support research interests, which accommodates 60 staffs. Labs are open with excellent radiance and aspect. High investment instruments and facilities have been centralized.

# Securonix



**CLIENT:**  
Securonix

Securonix provides security intelligence solutions, they provide innovative technologies to detect, monitor, investigate and manage security threats and risks.

**LOCATION:**  
Sarjapura Road, Bangalore

AIW's team accomplished extensive feasibility including interstate study and input from respected associates to make an innovative workstation.

**SERVICES:**  
Turnkey

This project involved the addition of new teaching and learning laboratory spaces next to workstation area. Also successfully integrated a counter and the incorporation of additional printer area into the existing space proved a challenge for the team.

**TIMEFRAME:** 30 Days

**SIZE:** 5000 sft

**COST:** INR 25 Lakhs

# Kinapse



**CLIENT:**  
Kinapse

**LOCATION:**  
DLF Cyber City, Gurgaon

**SERVICES:**  
Turnkey

**TIMEFRAME:** 60 Days

**SIZE:** 36500 sft

**COST:** INR 8.68 Cr

Kinapse provides expert advisory, capability building and operational services to the life sciences industries.

This Refurbishment into Gurgaon reflects Kinapse's commitment to growing their business footprints in India, Gurgaon, a vibrant city and business hub, is the perfect location as it gives Kinapse access to the highly skilled professional workforce located in this region.

The facility completes the newly developed Pharma marketing and research precinct on the 4<sup>th</sup> Floor of DLF Cybercity - Tech Park campus, housing both Medical information services and research operations with a 380 seat workstation. The central philosophy of the building focused on enabling staffs from different disciplines – Clinical operations, Market access, R&D operations, Clinical operations, Medical writing – to come together to allow a transdisciplinary approach to research fostering both formal and informal collaboration.

# Dell - 5



**CLIENT:**  
Dell R&D Centre

**LOCATION:**  
Bagmane Tech Park,  
Bangalore

**SERVICES:**  
Turnkey

**TIMEFRAME:** 30 Days

**SIZE:** 1500 sft

**COST:** INR 57 L

Dell R&D Centre AKA Dell-5 located at Bagmane Tech Park, CV Raman Nagar, Bangalore. The Project for Refurbishment of Video Conference Rooms about approximately 1500 sqft of floor area.

Dell-5 - Refurbishment of Video Conference Room is a small independent, memberbased Conference Rooms providing support for project discussions and business events surrounded by Dell Community. The transparency and open plan layout of the conference room was designed to encourage communication between both staff and clients; a conference room will house about 22 Staffs and exemplifies a collaborative and interactive in the joint use.

# Maruti Suzuki

**CLIENT:**

Maruti Suzuki

**LOCATION:**

Peenya, Bangalore

**SERVICES:**

Turnkey

**TIMEFRAME:**

60 Days

**SIZE:** 11000 sft

**COST:** INR 1 Cr



Maruti Suzuki India Limited, announced that it will scale up its skill development activities by setting up Training Academy across the metro cities as a part of its corporate social responsibility (CSR) project.

The centers, equipped with a model workshop, will provide practical training; Maruti will also appoint full-time trainers, provide tools and equipment and forge partnerships with local Maruti Suzuki service workshops to help the trainees upgrade their skills. However, the trainees will be free to seek employment in any workshop, including those not servicing Maruti Suzuki vehicles.

Furthermore, MSIL trainers will train the students/dealers in areas related to car new model arrivals, comparisons, services, repairs and maintenance

# Clientele



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