

ADVANCE TECH SERVICES PVT. LTD. COLLABORATES WITH IPC INDIA FOR IEMI 2023 AS GOLD SPONSOR

IPC India: When and how was Advance Tech Services founded? Who were the key individuals behind its establishment?

Abhay Gupta: Advance Tech was founded in 1996 by Ajay Kumar Gupta and Anil Kumar Gupta with high quality products, innovative and durable solutions in mind.

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Abhay Gupta: The main challenge faced by us was the acceptance of the brand against the well established and popular brands. Process knowledge and cost effective solutions played the key roles in overcoming those challenges. Soon Advance Tech was recognised by the industry because of the durability that the clients experienced with our products along with the strong after sales service support.

IPC India: How does Advance Tech Services ensure the quality and reliability of the tools, equipment, and consumables it supplies?

Abhay Gupta: All the products are tested before being introduced into the Indian Industry. Besides that, the quality evaluation of the manufacturer is also done by our team.

IPC India: How does Advance Tech Services stay updated with the latest advancements and technologies in the tools and equipment industry?

Abhay Gupta: Continuous feedback by our Team in the Industry, Customer Interaction, Product Selection, Overseas visits to manufacturers and the demand of the market helps us remain updated with the latest trends and technologies.

IPC India: How does Advance Tech Services ensure efficient logistics and timely delivery of its products to customers?

Abhay Gupta: Strong investment to maintain the inventory backed by the power of strong infrastructure and team education helps us deliver and support customers in a timely manner. We also have a very efficient and sincere dispatching team that helps us maintain quick deliveries.

IPC India: Is there any specific success story or case study that showcases Advance Tech Services' impact on its customers' operations?

Abhay Gupta: We don't have any case studies, however we can proudly say that the clients who were in business with us back in 1996 still are associated with us due to our strong capabilities and the ability to make commitments and ofcourse stand by them. Time and again we have been able to make an impact on the minds of our clients with our knowledge and experience.



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