



Amar Shikshan Prasarak Sanstha, Mangrulpir Dist. Washim

Shri Vasantnao Naik Arts & Amarsing Naik Commerce College, Mangrulpir - 444403 Dist. Washim

(Affiliated to Sant Gadge Baba Amravati University, Amravati)

Phone No. 07253-260432

E-mail Id: - vnancollegemangrulpir@gmail.com

Website: - vnancollege.ac.in

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☯ Industrial Visit Report ☯

Industrial Visit to ECE India Energies Pvt. Ltd, Amravati

Date of Visit: 19th March 2025

Location: ECE India Energies Pvt. Ltd., Amravati

Organized by: Department of Commerce

Accompanied by: 1. Dr. Laxmikant Shivdas Hurne
2. Prof. Vishwanath Pandurang Hissal

1. Objective of the Visit:

The primary objective of the industrial visit was to provide college students with practical insights into the various business functions within an industrial setting, particularly in a renewable energy company like ECE India Energies. The focus areas of the visit included:

- Accounts: Understanding financial practices and budgeting in a manufacturing environment.
- Human Resources (HR): Learning about HR processes, employee welfare, and talent management.
- Sales: Gaining insights into the sales strategies and marketing of solar products.
- Production: Observing the manufacturing process and understanding the production management techniques.
- Operations: Learning about the operational workflow that ensures efficient production and delivery of solar energy solutions.

2. Overview of ECE India Energies

ECE India Energies is a prominent and only one manufacturer in central India in the renewable energy sector, specializing in the design, production, and distribution of solar panels and power systems. The company's headquarters and manufacturing plant in Amravati are equipped with modern technology and a strong focus on sustainable energy solutions. ECE India operates across multiple business functions, ensuring a smooth integration of finance, human resources, sales, production, and operations to deliver high-quality solar products to the market.

3. Details of the Visit:

The visit started at 11.00 AM, with an introductory session conducted by the management team of ECE India. The session provided an overview of the company's operations and the importance of renewable energy solutions in today's business environment. The students were then divided into groups based on the focus areas of their studies.

A) Accounts Department:

Students interested in the accounts function were shown the financial processes and systems used by ECE India. The key insights gained included:

- **Budgeting:** How the company plans and allocates budgets for different departments (such as production, HR, and sales).
- **Cost Management:** Understanding the methods used to manage and track production costs, raw material expenses, and overheads.
- **Financial Reporting:** How ECE India prepares balance sheets, profit and loss statements, and cash flow reports to maintain transparency and adhere to regulatory standards.
- **Inventory Management:** The role of the accounts department in managing inventory costs for raw materials and finished products.

B) Human Resources (HR) Department:

Students focused on HR learned about the essential functions in managing employees, particularly in a manufacturing environment. They were introduced to:

- **Recruitment and Talent Management:** The process of hiring skilled workers for various roles, from production staff to administrative and managerial positions.
- **Employee Welfare:** The policies and practices in place to ensure the well-being of employees, including healthcare, safety measures, and workplace environment.
- **Training and Development:** How the company invests in the training and continuous development of its workforce to improve productivity and innovation.
- **Performance Management:** Techniques for assessing employee performance, setting goals, and providing feedback to ensure high standards.

C) Sales Department:

The sales team at ECE India gave students an understanding of how the company markets and sells its solar products. Key takeaways included:

- **Sales Strategies:** ECE India's approach to selling solar solutions to both residential and commercial clients, including the use of online and offline marketing channels.
- **Customer Relationship Management (CRM):** How the company uses CRM tools to maintain strong relationships with existing customers and reach new ones.
- **Market Analysis:** The importance of studying market trends, customer needs, and competitors to develop targeted sales strategies.
- **Pricing Strategy:** Understanding the pricing models for solar products, including cost-based pricing, competitive pricing, and offering discounts or incentives.

D) Production Department:

In the production area, students observed how solar panels and systems are manufactured. The focus was on:

- **Production Workflow:** The step-by-step process from raw material procurement to assembly and packaging of solar panels.
- **Quality Control:** How the production team ensures the high quality of each solar panel, from rigorous testing to final inspection before shipping.
- **Automation and Efficiency:** How modern technologies and automated systems are used to streamline production and reduce errors or delays.
- **Lean Manufacturing:** Techniques used by ECE India to minimize waste and improve the efficiency of the production process.

E) Operations Department:

The operations team provided insights into how day-to-day activities are managed to ensure the smooth functioning of the entire manufacturing process. Key points discussed included:

- **Supply Chain Management:** How raw materials are sourced, stored, and transported to ensure timely delivery of products.
- **Inventory Management:** The operational strategies used to manage inventory and ensure that there is no overstock or shortage of essential components.
- **Logistics and Distribution:** The logistics systems that ECE India uses to distribute its products to various regions and customers.
- **Continuous Improvement:** How the company evaluates and improves operational processes to optimize performance and reduce costs.

4. Key Insights and Learnings:

The visit offered valuable insights into the following areas:

- **Integration of Business Functions:** The importance of coordination between accounts, HR, sales, production, and operations to ensure the company's success.
- **Sustainability and Efficiency:** How renewable energy companies like ECE India balance sustainable practices with operational efficiency.
- **Innovation and Technology:** The role of technology in improving product quality, production efficiency, and customer engagement in the solar industry.
- **Career Opportunities:** Students were introduced to various career paths within each department, from financial analysts to HR managers and production engineers, and how they can contribute to the growth of the renewable energy sector.

5. Student Interaction with Industry Experts:

The visit was followed by an interactive session where students had the opportunity to ask questions and discuss various aspects of the industry with experts from each department. Students gained a deeper understanding of how each function contributes to the overall success of a company and the renewable energy sector in general.

6. Feedback and Conclusion:

The industrial visit was deemed highly beneficial by the students. They appreciated the hands-on experience of understanding real-world business practices in the context of a renewable energy company. The exposure to different departments provided them with a comprehensive understanding of how accounts, HR, sales, production, and operations work together in an industrial setting. The visit helped bridge the gap between theoretical knowledge and practical application, giving student's insights into the challenges and opportunities faced by businesses in the renewable energy sector. The experience will prove invaluable as they move forward in their academic and professional careers.

Date: 19.03.2025

Mangrulpir



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🌀 Industrial Visit Photographs 🌀

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Dt. 19.03.2025, Wednesday



Amravati, Maharashtra, India
P-21, Midc Area, Amravati, Maharashtra 444607, India
Lat 20.887908° Long 77.764603°
19/03/2025 02:43 PM GMT +05:30



Amravati, Maharashtra, India
P-20, Midc Area, Amravati, Maharashtra 444607, India
Lat 20.887802° Long 77.764769°
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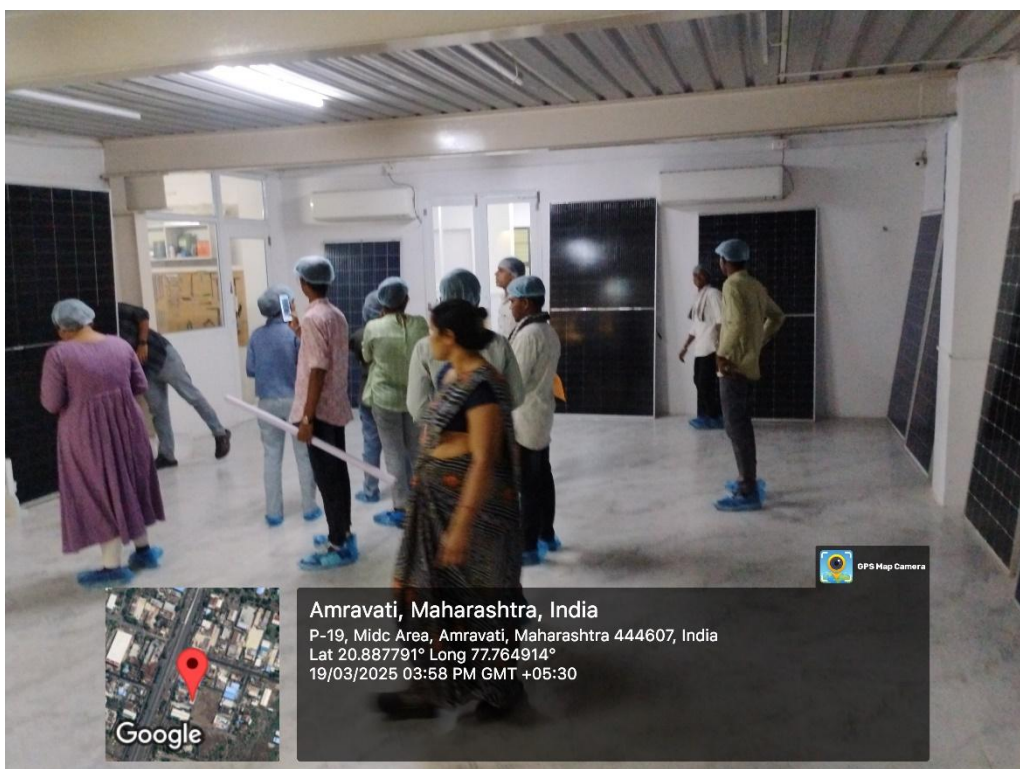
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श्री वसंतराव नाईक महाविद्यालयाच्या विद्यार्थ्यांची अमरावतीच्या 'ई सी ई' सोलर कारखान्यास अभ्यास भेट

मंगरूळपीर – श्री वसंतराव नाईक महाविद्यालयाच्या वाणिज्य विभागातील विद्यार्थ्यांनी अमरावतीतील 'ई सी ई' सोलर उत्पादन कारखान्याला वाणिज्य विषयक अभ्यास भेट दिली. या भेटीचे आयोजन महाविद्यालयाच्या वाणिज्य विभागाने केले होते, जेणेकरून विद्यार्थ्यांना सौरऊर्जा क्षेत्रातील व्यावसायिक आणि आर्थिक दृष्टीकोनातून कार्यप्रणालीबद्दल सखोल माहिती मिळू शकेल.

विद्यार्थ्यांना कारखान्यातील उत्पादन प्रक्रिया आणि सौरऊर्जा क्षेत्रातील वाणिज्यिक दृष्टीकोनाची माहिती देण्यासाठी विशेष सत्र आयोजित करण्यात आले. 'ई सी ई' सोलर उत्पादन कारखान्याच्या अधिकाऱ्यांनी विद्यार्थ्यांना सोलर पॅनेल्सचे उत्पादन, वितरण आणि आर्थिक दृष्टीकोनातून त्याचा व्यवसाय कसा चालतो याबद्दल सखोल माहिती दिली.

सौरऊर्जा क्षेत्रातील वाणिज्य, विपणन, खर्च, नफा आणि बाजारातील मागणी यावर चर्चा केली गेली. विद्यार्थ्यांना सोलर पॅनेल्सची निर्मिती, उत्पादनाची किंमत, वितरणाचे मॉडेल, ग्राहकांचे लक्ष्य, तसेच उत्पादन क्षेत्रातील चालू ट्रेन्ड्स याबद्दल मार्गदर्शन करण्यात आले.

यावेळी विद्यार्थ्यांना सौरऊर्जा उद्योगाच्या वाढत्या मागणीचे, पर्यावरणपूरक उपाययोजना आणि भविष्यातील आर्थिक संधीबद्दल सुद्धा माहिती दिली. 'ई सी ई' सोलर उत्पादन कारखान्याचे व्यवस्थापक आणि वाणिज्य विशेषज्ञ उपस्थित होते आणि त्यांनी विद्यार्थ्यांना सौरऊर्जा उद्योगाच्या वाणिज्यिक घटकांवर सखोल विश्लेषण केले.

या अभ्यास भेटीमुळे विद्यार्थ्यांना त्यांच्याच्या वाणिज्यिक शिक्षणाशी संबंधित असलेल्या ताज्या संकल्पनांचे प्रत्यक्ष अनुभव मिळाले, ज्यामुळे त्यांना व्यवसाय आणि उद्योगाचे अधिक सखोल ज्ञान प्राप्त झाले. 'ई सी ई' सोलर उत्पादन कारखान्याच्या या अभ्यास भेटीमुळे विद्यार्थ्यांना भविष्यातील व्यवसायिक आव्हाने आणि संधींना सामोरे जाण्याची प्रेरणा मिळाली.

सदरील औद्योगिक भेटीच्या आयोजनाकरिता संस्थेचे अध्यक्ष मा.आ.अ.राठोड साहेब, कार्यकारी अधिकारी डॉ.एल.के.करांगळे आणि प्राचार्य डॉ. एस.एम.वडगुले यांचे मार्गदर्शन लाभले.

देशोन्नती

नाईक महाविद्यालयाच्या विद्यार्थ्यांची ईसीई सोलर कारखान्यास भेट

देशोन्नती वृत्तसंकलन

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Washim Edition
Mar 24, 2025 Page No. 7
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