ACMA:

6TH Floor,

The Capital Court, Olof Palme Marg,

Munirka, New Delhi – 110067

Email ID : [lokesh.raina@acma.in](mailto:lokesh.raina@acma.in)

Dear Sir,

Questionnaire for ACMA members

1. Would you require help with creating Route to Market strategy for ensuring better market share?
2. Do you need help to expand your business globally?
3. Are you prepared for the newer norms around automobiles that will be implemented for EV and others?
4. Do require After market strategy?
5. Do require help in OE and wallet share improvement?
6. Do you require help in becoming an aggregator from a small parts manufacturer?
7. How much impact will the newer norms have towards the business line you have?
8. Have you planned for diversifying your product line? Electric/electronic or others?
9. Do you have any plans of export strategy?
10. Are you a first-generation entrepreneur? If yes, have you planned around succession or do you have your first line leadership ready to continue with the business and grow the same?
11. Do you require any kind of help in talent and building leadership abilities in your employees?
12. Don you need any help around Performance Management System for your

employees?

1. What has been your revenue for the year closing at FY18-19?
2. What are you looking at closing at FY19-20 in terms of revenue?
3. How many employees do you have?
4. Are you planning to hire this year and how many?
5. Do you have any form of technology and digitalization in place?

The following person from our company will co-ordinate our company’s:

:

Name: Mr./Ms. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Designation:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Tel. Nos.: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Fax No.: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Mobile No.:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E-mail: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Website: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_