



INSTITUTE OF MANAGEMENT STUDIES

Devi Ahilya Vishwavidyalaya, Indore



February 17, 2024

INDUSTRY VISIT REPORT

CUMMINS INDIA LIMITED

MASTERS OF BUSINESS ADMINISTRATION, FULL TIME
SECOND YEAR - 4TH SEMESTER

INTRODUCTION

Industrial visits are a valuable part of an MBA program for a number of reasons:

Bridge the gap between theory and practice: Business schools teach a lot of theoretical concepts, but industrial visits allow students to see how these concepts are applied in the real world. This can help students to better understand the material and how it can be used to solve real-world business problems.

Exposure to current industry trends: Businesses are constantly evolving, and industrial visits can help students to stay up-to-date on the latest trends and technologies. This can give them a competitive edge when they enter the job market.

Develop practical skills: Industrial visits can provide students with opportunities to develop practical skills, such as problem-solving, communication, and teamwork. These skills are essential for success in any business career.

Networking opportunities: Industrial visits can also be a great way for students to network with professionals in their field of interest. This can help them to learn about different career paths and make valuable connections.

Overall, industrial visits are an important part of a well-rounded MBA education. They provide students with valuable insights into the business world and help them to develop the skills they need to be successful.

ABOUT COMPANY

Cummins Turbo Technologies Ltd. | CUMMINS INC.

Formed in 1962, the largest entity of Cummins in India, Cummins India Limited is the country's leading manufacturer of diesel and natural gas engines. One of the seven legal entities of the Cummins Group in India, Cummins India Limited comprises three business units - Engine, Power Systems, and Distribution.

- The Engine Business manufactures engines (125 to 400 HP) for low, medium and heavy-duty on-highway commercial vehicle markets and off-highway commercial equipment industry spanning construction and compressor (49HP to 430HP).
- The Power Systems Business designs and manufactures robust engines with a horsepower spectrum ranging from 700 HP to 4500 HP. These engines are tailored for various sectors, including marine, railways, defense, and mining. The business focuses on delivering high-performance solutions that meet the specific demands of each industry, ensuring reliable and powerful engine options for diverse applications.



**PLANT ADDRESS: PLANT ADDRESS:-
PLOT NO. M5, SECTOR 3, SEZ PHASE II,
PITHAMPUR - 454 775, MADHYA PRADESH, INDIA**



DETAILS: 17TH FEBRUARY 2024

- **10:00 AM:** Students and teachers gathered at IMS parking to leave for the manufacturing plant of Cummins Technologies India Pvt Ltd which is situated in special economic zone phase 2, Pithampur.
- **11:00 AM:** We reached the plant location. There we met with **Mr. Sunil Saini** who is the Manufacturing and Production In charge of the plant. He took us to the company meeting hall where he gave us a brief about the company which was an hour-long briefing through visual presentation in which he gave us a brief about the organizational structure of the company, explained to us what that manufacturing unit does, and explained some of the concepts that they are using in the manufacturing unit.
- **12:00 AM:** He provided us with the safety equipment that is required to be worn before going to the workshop floor and informed us about all the precautionary measures that are required to be followed while we are on the workshop floor. Then we were taken to the workshop floor where actual manufacturing was taking place. There he explained to us about the product and the process of manufacturing which takes place in the facility. He explained to us the plant layout in which he showed us the stores in which raw material is placed systematically and how it flows from one machine to another machine in the plant till it gets converted into the finished product and stored back in the storage for delivery. Also sir showed us how they fulfil the demand with the help of cycle time and lead time analysis which he showed us on the board and showed us the critical path.
- **1:30 PM:** We were back to the board room where he asked for questions and students asked the questions to which he replied very generously after that he took us to the company's mess where they offered us lunch and after the lunch we took few pictures and left the facility to come back to Institute.
- **2:45 AM:** We all reached Institute of Management Studies, DAVV.



KEY LEARNINGS

Following are the key learnings from the industrial visit:-



Six Sigma

How they use Six Sigma for quality control and price control by sharing the experience of a project that he has worked on and also told us about the benefit of the concept.



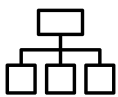
Demand forecast

They explained us how the company forecasts the demand and what measures they use to fulfill that demand.



Product development

About the product development phases they have to go through and what function they have to perform side by side in those stages to commercialize a product.



Importance of organizational structure

The importance of organizational structure can be realized when you visit the facility because of the way all the functions are being done smoothly without any hassle can be seen due to proper awareness of roles and responsibilities.



Plant layout

We got to understand the need for proper plant layout to avoid unnecessary movement and wastage of efforts to increase productivity.



Lead time and cycle time

The practical application of lead time and cycle time is being understood there. Which is really important for being relevant in the industry.



Usage of critical path analysis

Use of critical path analysis can be seen there avoid bottlenecks and if some bottleneck arises what needs to be focused on resolve those.

FEEDBACK

Our overall experience at Cummins was exceptionally positive; the people we encountered were remarkably welcoming, particularly **Mr. Sunil Saini**, who endeavored to provide us with as much detail as he was permitted. We had invaluable interactions with him and other members of the factory, and were attentively provided with all necessary safety equipment, ensuring our well-being throughout our visit.

We are deeply grateful and feel a sense of obligation towards **Mr. Sachet Anand Sir** and **Mr. Aroop Jain Sir** for spearheading this initiative, which granted us a firsthand understanding of the theoretical knowledge we acquire in college within a real-world context. Their commitment to enhancing our learning experience by exposing us to practical applications is truly commendable.

CONCLUSION

Our visit to Cummins was a profoundly enlightening experience, providing us with a tangible connection between theoretical knowledge and practical application. Stepping into the manufacturing environment, we were immersed in a world where concepts from our textbooks came to life before our eyes. From understanding the intricacies of production processes to grasping the significance of quality control measures, every aspect of our visit contributed to our learning journey.

Exploring Six Sigma methodologies offered us a firsthand insight into how real-world challenges are tackled with precision and efficiency. Witnessing the implementation of these strategies underscored their importance in optimizing processes and ensuring high-quality outputs. As we navigated through the manufacturing floor, the sight of production lines, packaging stations, and storage facilities provided a comprehensive understanding of the manufacturing lifecycle.

Encountering concepts such as lead time, cycle time, and product development in action solidified their relevance and applicability in practical scenarios. The guidance and expertise generously shared by the Cummins team further enriched our learning experience, leaving a lasting impression on us. We are immensely grateful for the opportunity to gain such invaluable insights, which we believe will not only enhance our academic journey but also serve as a strong foundation for our future professional endeavors.