

Recommendation by K.S.Venkatram (AOEC) and  
Aakkash K V (MSRUAS), 2018-2021  
M 9342867666                      Email venkataoec@gmail.com



Know Your  
Automobiles



**SOCIAL  
ACCOUNTABILITY**

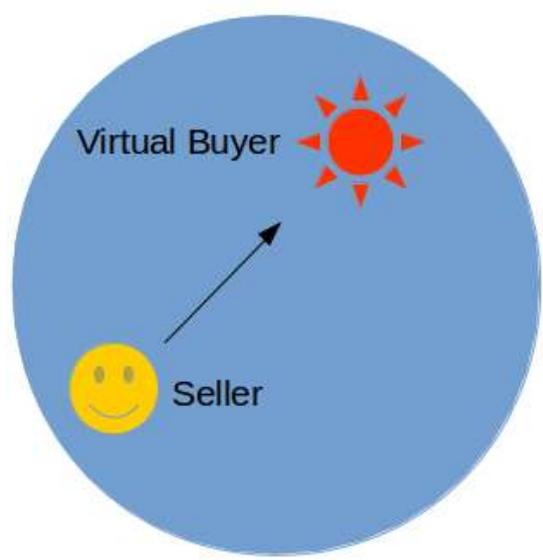
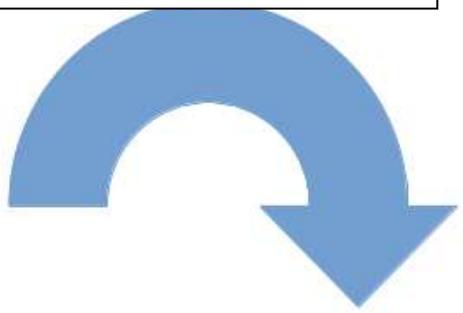
Forward Influencers



Fast Tracks  
For Procreation

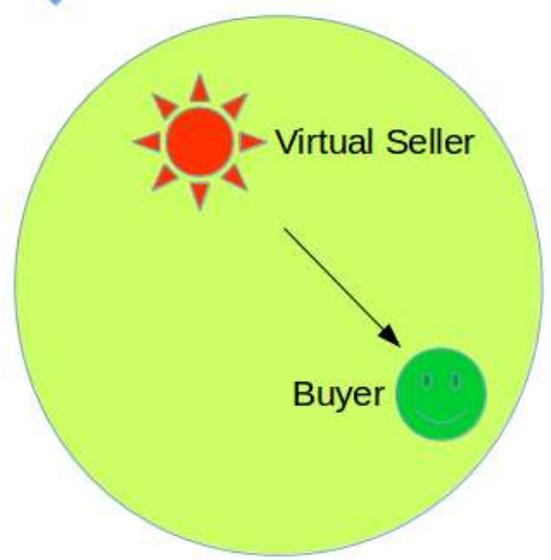


Fast Track Profilometer



Fast Track

Exchange A



Fast Track

Exchange B

Part of a Case Study for the year 2019-2020

We recommend that manufacturers should register the profiles of their automobile brands, models and nature of investment details with a Procreation Sphere of Control foundation. The KYA tabulations that follow describe the data that can be gathered.

---

**Table I – KYA (Know your automobile model) registration and profile**

---

**Fast Track Exchange Category:**

Lookup

**Expectation from Fast Track framework:**

☑Market brand ☑Sale ☑Buy ☑Affiliation ☑Purchase Conversion ☑Need-declarations

**Fast Track Serial No:**

Lookup

**Date:**

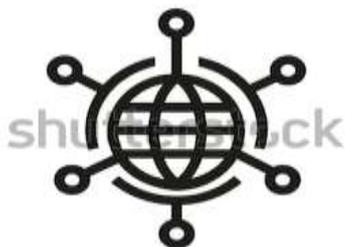
**Brand name of automobile model:**

Lookup

**Name of manufacturer:**

**Forward Influencers for manufacturing:**

☑Procreation audits ☑Procreation Patterns ☑ Procreation Impact ☑Purchase Conversion Learning



Globe in the past, Procreation sphere today

www.shutterstock.com • 786230422

---

**Manufacturing location (1):**

**State:**

**Districts:**

**Affiliate manufacturers/Tier 2 network:**

**Manufacturing location (2):**

**State:**

**Districts:**

**Affiliate manufacturers/Tier 2 network:**

**Manufacturing location (3):**

**State:**

**Districts:**

**Affiliate manufacturers/Tier 2 network:**

**Is this model purely for ease-of-commuting/for exclusive-commuting/alternate propulsion/EV/HEV/  
for research and data gathering/ for affiliated investment?**

**1. Fast Track Strategy / Category (Tick as applicable):**

Target Group  Actual Market  Tier2 Market  Potential Market  SPIN Selling

**Summary of years manufactured:**

**Summary of numbers manufactured:**

**2. Classification of markets:**

International Markets  Domestic Markets  Fast Track Strategy  Procreation

**3. Summary of stipulated timelines for manufacturing:**

**4. Growth or evolution of business via this model:**

**5. Whether managed by the Central government /State government(s) /Association(s) /Private stake holding?**

**6. Summary of Procreation weeks/days /hours (as relevant to the Fast Track strategy/category):**

**7. For each category of manufacturing**

Target Group  Actual Market  Tier2 Market

Potential Market

SPIN Selling

**For each location,**

**7.1 Number of people working at the unit:**

**7.2 Number of outsourced staff at the unit:**

**7.3 Are contractual agreements used for branding?**

**Is yes, explain the nature of the agreements**

**7.4 Do government officials/designates/affiliated officials make visits?**

**Is yes, role of the government/any affiliated organizations?**

**7.5 Is periodic gap analysis done or consultation offered for branding?**

**7.5.a Has any consultation or recommendation been followed?**

**7.5.b Nature of consultation or recommendation:**

**7.5.c What are the known issues affecting this model?**

**7.5.d What are the threats affecting this model?**

**7.5.e What priority is being shown by manufacturer and affiliates to mitigate issues/threats?**

**7.5.f What is the recommended adherence level in the Conscious Branding for climate change mitigation?**

**7.5.g What were the known or advised Conscious Branding measures / practices adhered to (in the past)?**

**7.5.h What are the known or advised Conscious Branding measures / practices being adhered to (today)?**

**7.5.i What are the known or advised Conscious Branding measures / practices that will be adhered to (planned)?**

**7.5.k Has the Climate Change Mitigation Readiness (FTM\*) votary been incorporated?**

**7.5.l Has the same been explained in the (as applicable) Conscious Branding link?**

**7.5.m What mandatory checks from the votary have not been adhered to?**

**Reasons for why they were not adhered to:**

**7.5.n What did not help, though this was mentioned in the votary?**

**7.5.o What could not be implemented or practiced, though this was mentioned in the votary?**

**7.5.p Have the issues/feedback details for the votary, been assessed and follow-ups been explained?**

**7.5.q Other comments:**

**Refer sub-tables II and III for more in-depth details (as per need of the Fast Track Profilometer)**

**Table II – KYA and Procreation calendar**

Procreation pattern	Numbers manufactured	Numbers sold	Numbers tangibly utilized
Q1			
Q2			
Q3			
Q4			
Based on a (well-defined <b>AccessNConnect</b> influencers enabled) Procreation calendar			

The Procreation calendar is a calendar prepared by a new Advisory panel or foundation. It identifies the variety of brands, models and number of automobiles that need to be manufactured when there is a need to aggressively market, sell for revenue building, or control to mitigate climate change threats for the targeted markets.

The Procreation calendar will help a manufacturer productively sustain through conditions of unpredicted demand, emerging crisis, climate change and severe weather.

**For this model, the classifications and their component systems are listed below**

Classification 1	Classification 2	Classification 3	Classification 4
Clutch <input type="checkbox"/>	Fuel Injection System <input type="checkbox"/>	Battery Ignition System <input type="checkbox"/>	Wheels and Tyres <input type="checkbox"/>
Gear Box <input type="checkbox"/>	Lubricating System <input type="checkbox"/>	Electronic Ignition System <input type="checkbox"/>	Brake System <input type="checkbox"/>
Rear Axle <input type="checkbox"/>	Cooling System <input type="checkbox"/>	Dynamo, if applicable <input type="checkbox"/>	Safety & Security System <input type="checkbox"/>
Front Axle and Steering	Grounding and Shielding	Alternator, if applicable	Air-condition System
Suspension System	Addon(s)	Electric Motor, if applicable	Other expert or technological Systems, if applicable
Tractive System		Spark Plugs, if applicable	Regenerative braking

**Table III – KYA and Effectiveness of systems incorporated**

<b>System category</b>	<b>Effectiveness or veritable performance of the system</b>	<b>Inventory control for the parts and components of the system</b>
<b>Classification 1 &gt; Clutch</b>		
<b>Classification 1 &gt; Gear Box</b>		
<b>Classification 1 &gt; Rear Axle</b>		
<b>Classification 1&gt; Front Axle and Steering</b>		
<b>Classification 1&gt; Suspension System</b>		
<b>Classification 1&gt; Tractive System</b>		
<b>Classification 2&gt; Fuel Injection System</b>		
<b>Classification 2&gt; Lubricating System</b>		
<b>Classification 2&gt; Cooling System</b>		
<b>Classification 2&gt; Grounding and Shielding</b>		
<b>Classification 2&gt; Add-on(s)</b>		
<b>Classification 3&gt; Battery Ignition System</b>		
<b>Classification 3&gt; Electronic Ignition System</b>		
<b>Classification 3&gt; Dynamo, if applicable</b>		
<b>Classification 3&gt; Alternator, if applicable</b>		
<b>Classification 3&gt; Electric Motor, if applicable</b>		
<b>Classification 3&gt; Spark Plugs, if applicable</b>		
<b>Classification 4&gt;Wheels and Tyres</b>		
<b>Classification 4&gt; Brake System</b>		
<b>Classification 4&gt; Safety &amp; Security System</b>		

<b>Classification 4&gt;</b> Air-condition System		
<b>Classification 4&gt;</b> Other expert or technological systems, if applicable		
<b>Classification 4&gt;</b> Regenerative braking		
...	...	...

## IV. The Fast Track Market for the model

### 1. Justification

The new Fast Track framework can isolate the manufacturers from many interim loopholes, to thereon register and procreate their brands of automobiles or models in an exchange of local, country wide or global markets, where gap analysis ensures that the manufacturer does not need to only depend upon different marketing strategies or selling levels, but can depend upon an expert panel to protect them from economic crisis, market downturns, differences in governance and associated system failures due to the various **Categories of manufacturing** identified earlier.

### 2. Projected target markets and segments

International Markets

Domestic Markets

Fast Track Strategy

Procreation

#### For each of the above markets, define target segments

Segment 1: Sales via Dealer networking

Segment 2: Sales via Showrooms (Site or value-chain)

Segment 3: Sales via Purchase Learning/Purchase Elevation

Segment 4: Sales via need-declarations

### 3. Key considerations

#### 3.1 The first step is to declare need for a Fast Track Profilometer

Fast track profiling for manufactured automobile brands or co-production is becoming important as there are possibilities that the product will be affected by climate change mitigation issues, or a sudden drop in demand or prices or even unpredictable cash crunch situations.

This Fast track profiling, supply and selling could be aided by an Advisory panel, or Procreation Surveillance Centre, where the Fast track solution will mitigate risks affecting brands of automobiles, components and products found to be prone to fiscal policy changes, price drop or demand drop.

#### \*Looking back at what can be offered when there is a purchase conversion/elevation issue

Proposal: **Tier2 Influencers** should address this scenario and help decision making for purchase conversion or elevation

#### 3.2 Looking back at what can be offered when there is a demand/supply model related failure

Proposal: **AccessNConnect Influencers** should address this scenario and help clear the demand/supply model and schedule for manufacturing.

### 3.3 Looking introspectively at unsold or surplus stock

**Proposal: AccessNConnect Influencers** is not the only solution in these cases, as the product may become a liability that may be less useful after a period of time

### 3.4 As all counter action during cash crunch, price drop or demand drop is based on economic interests or corporate belief systems, we need to understand possible scenarios

- a. Not having money, resources or facilities to further manufacture, will in turn cause an imbalance in the supply chains & associated ecosystems, and this in turn will transform into other problems, risks and threats.
- b. Unregulated Second-interest sales of unsold stock may lead to loss of profits, loss of ecosystem balance, and loss of effort raising concern about the resources utilized till date to manufacture the automobile.
- c. Wastage of an automobile may lead to unconfined deterioration of systems, parts or components exposed to climate change or hazardous environments, where there may be no potential for sale on adverse exposure.

Hence, the Fast Track Advisory panel or Procreation Surveillance Centre that this manufacturer is registered with - will need to protect the "manufacturer, brand, product, resources utilized and the environment" via its demand/supply solution.

We now proceed to review crucial highlights on what could be part of such a demand/supply solution.

## 4. Designing the fast track demand/supply solution

### Step 1: Creating a Fast track market with a Procreation sphere (globe)

Added to the market analysis of identifying and developing dealer networks and showrooms

#### \* Identify **Purchase Conversion/Purchase Elevation-customers**

1. Identify **gap-bridging-purchasers** from sensitive locations that may be prone to
  - a. Natural disasters like earthquakes, floods, cyclones, hurricanes, famine, drought, heat wave, cold wave etc.
  - b. Man-made disasters like fires, degradation of the environment, infrastructure failures etc
  - c. Migrants or refugee entry, where the local functionaries will not be able to predict any demand for commuting earlier
2. Identify **pull-effect-purchasers** from across the globe locations affected by reduction in public investments in the automobile manufacturing sector, where this could cause a pull effect.
3. Identify **import-purchasers** from across the globe locations that announce reduction in the import duties levied on automobiles or automobile brands, where this could cause a positive-demand effect.
4. Identify **interested non-profit organizations or NGOs** (Non-governmental organizations) from across the globe locations where community benefits in having automobiles are quite significant.

## **Step 2.A: Assistance and Guidance to help interrelationship for the fast track market**

1. Manufacturers registered with the fast track market should be recognized entities that are provided help in the form of **fast track cash or credit** to manufacture their products for the new Procreation sphere.

To do this, the manufacturers must be given a Procreation seed capital that can be used during a particular period, where the manufacturer must thereon submit an account of numbers produced, numbers tangibly utilized, depreciated production, earnings, losses, expenses, liabilities incurred at the end of the period so tallying can be done.

2. These recognized manufacturers must also be provided assistance and guidance to ensure they can avail of budgeted resources, facilities and infrastructure, where the same can be provided on a Procreation seed policy basis that ensures the manufacturer can slowly repay money for costs incurred.

3. These recognized manufacturers must also be assisted in preparing target market influencers for their products, where they can identify thresholds of variance to ensure sales ensure subsistence or sustainable manufacturing.

These target market influencers will need to be consolidated by the governing bodies of the fast track market, to print **subsistence-transaction-related-credit** coupon books of different denominations for various systems that are available to the purchaser to facilitate selling of simpler models that are thereon equipped on the basis of the need.

The (new) Procreation seed capital system will ensure most manufacturers are equipped on par with other manufacturers. It will also help the Government (if an investor) or the new Advisory panel disentangle “scaled to size or entrepreneur level” manufacturers from inflation, subsistence crisis, cost crisis, demonetization issues and other fiscal policy issues that can affect the manufacturer, the supply chain, the end-consumer and also finally the environment.

The **subsistence-transaction-related-credit** coupon system similar to the many others will ensure that purchasers will not be unpredictably affected by steep rises in prices, cash availability due to decisions related to demonetization, or other changes that may not favor a subsistence-transaction system, where subsistence-transactions can add reduce the difficulties in purchasing or needing automobiles, systems, parts or components.

The mode of payment for these coupon books can either be **Advisory** “loan based, cash, debit or credit card, or other e-Cash services”.

Dealers, sellers or other supply chain entities receiving the coupons could get the same converted into cash, credit or other supply chain related subsistence-transaction provisions, where costs of adding different systems can be opted for either for sale or purchase.

## **Step 2.B: Accelerators to help sell brands and products in the fast track market**

1. There should be a less basis for competitive brand differentiation (based on manufacturing and technological intelligence & other future-interest or tech-savvy abilities) but more focus on the hazards or harm the concerned products can cause on remaining unsold or sold as unplanned for scrap.

2. Show of appreciation of any climate change mitigation specific manufacturing, systems or procedures that have been followed by the manufacturer (as responsiveness for the globally vital factor i.e. the environmentally conscious production and involvement for subsistence).

3. Adherence to any new Austere Green Risk probability (for the different Procreation influencers) that may have been identified earlier during any registration procedure of the profile.

### **Step 3: Reaching for the market (by interested manufacturers)**

a. **Drawing investment:** Providing information about the profile of the brand, product and any vendor guidance sought could help estimate the Procreation seed capital, and also understand the cost factor and market & technology relevance in manufacturing the product.

This information could be added to the details related to the product to ensure fair purchase and any subsequent **subsistence-transaction-related-credits** that must be within limits.

b. **Branding:** Adding information about the Quality of commuting experience and Personal & environmental Health influencers of the product could also help the manufacturer reach out to conscious buyers and forward lifetime based purchasers.

c. **Displaying Fast track credits:** Adding a credibility basis to the manufacturer and the brand or product in this market could help make the demand/supply and production system more transparent.

### **Step 3.A: Fast track credits could be defined based on**

Credit 1: Projected global demand for the product

Credit 2: Projected country wide demand for the product

Credit 3: Projected state wide demand for the product

Credit 4: Projected region wide demand for the product

Credit 5: Projected location wide demand for the product

Credit 6: Any emerging industry based demand for the product

Credit 7: Any proactive and responsiveness based demand for the product

Credit 8: **Procreation calendar based demand for the produce**

Credit 9: **CCMA based adherence by the manufacturer**

Credit 10: **Subsistence-transaction-related-credits** based demand for the product

where Credit 1 could be the highest demand for product ranking and Credit 8,9,10 could be the subsistence transaction ranking that could improve forward lifetime thinking, where manufacturers and products with the right credit ranking will be preferred in the “priority-for-Austere-Green-product-purchase” pipeline.

### **Step 3.B: Facilitating change**

If there are purchases that intend to overlook any fast track credit associated with the manufacturer and product, this decision will need to be justified- for-pretext to prevent any collateral damage to the Austere-Green roadmap or unwarranted loss to the Calendar for manufacturing of brands, models or products by other manufacturers.

#### 4. Tangible issues in creating such a market

4.1. Non-existence of accountable procreation assistance and guidance for complete design-to-market lifecycles during scenarios like priority of need, demand or supply fluctuations, climate change, cash crunch periods, and other market related dynamics.

4.2. Non-existence of accountable methodology for priority promotion of the product/ sensitization of adherence in product, systems, components and parts till purchase.

4.3. Non-existence of accountable methodology for transporting product from different sale locations to the Procreation sphere's locations.

4.4. Non-existence of accountable methodology to reduce learning curve among manufacturers who just design, manage specifications or manufacture without augmented knowledge acquisition for the Procreation sphere.

4.5. Non-existence of a "Conscious Branding" technology based solution that ensures skilful interfacing between manufacturer and buyer when production versus purchase-or-investment-for-supply is not consciously well-timed or well-defined.

4.6. Non-existence of any Conscious Branding Model that can be associated with a manufacturer to help ensure that the fast track clearance can alleviate demand/supply problems.

4.7. Non-existence of any subsistence based policy that can fund purchasers, disburse cash or credit schemes, provide resources and coordinate services to help manufacturers prioritize for the market.

#### 5. As the money invested should help ROI or revenue generation for payback to investors

The openness of the manufacturers and purchasers for agreeing to register, record or review details and also pay a **fast track service fee** and as per priority support a **revenue interrelationship corpus fund** is important for the deployment of fast track solution and its enabling of demand/supply effectiveness.

The fast track solution will prevent new cross-realms from affecting the automobile manufacturing industry keeping in mind that climate change, global warming, cost crisis, cash crunch, need uncertainty, social accountability for Procreation and critical grievance redressal will soon shape all our lives.

For the evaluator it needs to be said that this section on addressing demand drop or price drop is a projection on what can be done. It has not evolved after any consensus being drawn for **manufacturing provisions** by any policy making authority and today needs to be treated as an opinion or case study.



## **6 Prototype of the user interface of the Fast Track Profilometer application**

To be completed

---

For any queries or clarifications please call the consultant on +91 9342867666 or email [venkataoec@gmail.com](mailto:venkataoec@gmail.com)

---