



20 years of Anusha Technovision Pvt. Ltd.

We celebrated a momentous anniversary in 2022—the 20-year anniversary of Anusha Technovision Pvt. Ltd.—making it a special year for us.

This enduring testament to our steadfast commitment to our customers and the exemplary services we have consistently provided over the past two decades speaks volumes of our unwavering dedication.

We are deeply appreciative of the following for their invaluable contribution to bringing our endeavours to fruition in the last 20 years.

Our Team: We are deeply grateful for the perseverance and diligent labour of the entire ATPL team. Their steadfast commitment to continue providing top-notch services and an outstanding customer experience has been an indispensable factor in our success.

Our Clients: The exceptional faith that our clients in the residential, commercial, and hospitality industries have had in us has been of inestimable worth. What we are now is nothing more than a reflection of their unwavering trust in our potential and competencies.

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Our Friends and Family: We are incredibly appreciative of their support and for being a component of ATPL just as much as our team members are. Their unwavering confidence in us and support for the work ethic that is required for our achievements are the very motivations that spur us on every single day.

*We extend our heartfelt gratitude to each and every one of you for playing an integral role in elevating **Anusha Technovision** to a position of leader within the lighting controls, automation, and AV solutions industries.*

Our Learnings in the Last 20 Years

- Low margins do not work in the long run! There's a difference between gross margins and net margins.
- Putting everything on paper—EVERYTHING (helps avoid Conflict)
- Relationships matter—with clients and with OEMs.
- Employees are the real asset. Nurture them

We take pride in

- Being a Debt-Free Company
- Our Pan-India presence in all segments: residential, commercial, and hospitality
- Being a “No-Cash” Business
- We have had No Salary Delay Ever in last 20 years

A look back in time

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Milestone

It requires monumental fortitude to surmount the hurdles of managing a business. After two decades of being in the business, we take immense pride in what we have accomplished.

- **2002** Left Lutron and Incorporated ATPL
- **2003** N Mittal , Udaivilas udaipur Kishore Bajaj (Mumbai)
- **2004** Delhi Metro (Given presentation to R Sridharan) and ITC grand maratha
- **2005** Move to Mumbai
- **2006** Hired Initial Team: Surjeet, Naresh, Nitin (still with us after 15 years)
- **2007** 5 Year Celebration
- **2008** Opened the Bangalore Office
- **2009-2011** Many more jobs in Residence, Hospitality and commercial
- **2012** Our 10 year anniversary at Noor Mahal
- **2015** Anugrated our Experience centre
- **2016** India First my room job at Grand Hyatt lulu & Oberoi Delhi
- **2017** Celebrated 15 year Anniversary
- **2019** Biggest skylight job internationally – Delhi
- **2021** ATPL crosses \$ 2 Million in Lutron Sales for first time
- **2022** Celebrated 20th year Anniversary

Achievements

We can look back with immense pride at the incredible achievements we have accomplished over the past two decades.

- More than 500 residential, 200 hotel, and 100 commercial projects have been completed.
- PAN India presence with offices in Delhi, Mumbai, Bengaluru and Service provider in Kolkata, Ahmedabad, Pune, and Chandigarh.
- Pioneer distributors in India for Lutron Lighting Control Systems (USA) and Crestron Automation Systems (USA).
- Winner of the Lutron Top Performer All India Award for the past 8 years.
- One-stop smart home solutions for lighting controls, motorised shades, home theatre systems, audio systems, custom high-end speakers, integrated security systems, intelligent locks, home automation, audio video systems, media distribution, motorised TV lifts, and HVAC controls.

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- Have one of the largest in-house teams of engineers in the industry of lighting controls and automation

Awards and Recognition



- The Lutron Excellence Award is an international award given at the CEDIA annual show in the USA. Every single year, Anusha Technovision Pvt. Ltd. was the No. 1 Lutron performer in all of India in 2021, 2020, 2019, 2018, 2017, 2016, 2015, and 2014.
- All India Residential Performer NO 1: 2022
- Top Performer Hospitality and Motorised Shades.
- Special Performance Award in Smart Home Expo 2022 Mumbai for Hotel & Commercial.

Future Outlook

In the past two decades, we have given our all to deliver exceptional results and services to our clients. Anusha Technovision aspires to reach ever-greater heights of success and recognition through our undying commitment, perseverance, and dedication in the years to come. We look forward to continuing to strive for excellence in all that we do.

- We foresee the following trends in the coming years
- Lighting controls and home automation in most upper-class home in the country
- Growth in Non-Metros
- Guest room automation in hotels will become the norm.
- Green buildings continue to grow.