



Procurement Data Intelligence & Harmonization

End-to-end solutioning for procurement data cleansing,
harmonization, taxonomy mapping & ETL automation

THE CHALLENGE

The Procurement Data Reality

What organizations in FMCG, Automotive & Pharma actually face and why it blocks strategic decision-making

01

6+ Languages, Zero Normalization

'Kopstelling', 'Testata di Gondola', 'Kopf' all mean Gondola End — counted as different items. In Auto: 'Stoßdämpfer' vs 'Amortisseur' vs 'Shock Absorber'. In Pharma: INN vs brand vs USAN names create phantom duplicate spend.

02

Free Text in Critical Fields

Material Type, Category, Brand buried in description strings. OEM Part numbers mixed with supplier refs. Pharma strength/form/pack-size collapsed into one field — no machine can parse it without NLP.

03

Hidden & Misclassified Costs

Logistics, tooling, prototype, and design costs embedded in unit prices. In Auto: amortized die costs inside piece-price. In Pharma: cold-chain and serialization costs hidden in line items.

04

Formula Errors & FX Failures

#ERROR! and #REF! across spend exports. Multi-currency procurement (EUR/GBP/USD/JPY) with no consistent FX logic. Cross-market benchmarking is impossible when base numbers cannot be trusted.

05

Rampant Duplication

The same supplier described 8 different ways. The same part with different suffixes (Rev A / Rev B / obsolete flag) treated as unique SKUs. In Pharma: NDC vs GTIN vs internal code all for the same product.

06

Classification Gaps at Scale

86%+ of category tags show '-' or generic values. UNSPSC populated at Segment level only. No commodity-level tagging. Strategic sourcing decisions made on data that is fundamentally wrong.

METHODOLOGY

Our End-to-End Workflow

A proven five-phase approach to solving procurement data problems — and keeping them solved



✦ **PoC STAGE** — A condensed version of all 5 phases on a limited row-set. Covered in detail at the end of this deck.

01

P H A S E

Discovery & Understanding

*We invest in deeply understanding your world before
touching a single record*

Discovery & Understanding — What We Do

2–3 hrs per function

Stakeholder Workshops

Procurement leads, IT, finance, and operations mapped together. We document how data is created, touched, and broken at every stage — PO creation, catalogue management, supplier onboarding, and reporting. We run structured sessions with a pre-circulated questionnaire to maximize time-on-value.

Produces: System Map

System Landscape Mapping

Identify every source system: ERP (SAP/Oracle/D365), P2P platforms (Coupa/Ariba/Jaggaer), PLM systems, supplier portals, catalogue tools. Map data flows — where is the system of record? Where does duplication begin? What exports are available (scheduled reports, API, SFTP, manual CSV)?

Produces: Audit Log

Raw Data Audit

We examine actual source extracts — not samples. Review field-by-field: presence rate, format consistency, referential integrity, controlled vs. free-text status, and known quality issues. No assumptions. Every finding is documented with example rows.

All regions in scope

Market & Language Scope

Define every market in scope. Enumerate all languages appearing in product descriptions, supplier names, and category fields. Document known synonym patterns, abbreviations, and regional naming conventions that must be handled during extraction.

Produces: Risk Register

Gap Analysis & Risk Scoring

Every field is classified: Mandatory / Recommended / Optional. Data quality risk scored on a 1–5 scale. Gaps that will block analytics are flagged explicitly with proposed mitigation (LLM extraction vs. manual enrichment vs. data governance rule).

Produces: Schema Doc

Schema & Taxonomy Definition

Co-design the target master schema. Define field names, types, cardinality, and validation rules. Agree controlled vocabulary lists for enumerated fields. Choose taxonomy standard (UNSPSC, eClass, custom hierarchy, or hybrid). Document before engineering begins.

Industry-Specific Discovery Scope

FMCG / POSM

- ▶ POSM type vocabulary (FSDs, Wobblers, Gondola Ends, Totems, Shelf Trays, Flyers, Banners)
- ▶ Campaign calendar & seasonal naming conventions (Christmas, Valentine's, King's Day, UEFA etc.)
- ▶ Market-to-retailer mapping (NL→Albert Heijn, UK→Boots/Tesco, IT→Carrefour)
- ▶ Multilingual synonym tables per POSM type across EN/NL/FR/IT/DE/PL
- ▶ Brand house hierarchy: Business Group → Brand → Sub-brand
- ▶ Promotional print spec fields: substrate, dimensions, Pantone codes, QTY formats
- ▶ Embedded cost flags: design, prototype, logistics, tooling identified in PO descriptions

Automotive

- ▶ Part number conventions: OEM Part No., supplier part no., cross-reference no., supersession chains
- ▶ Material category taxonomy: direct (body, powertrain, chassis) vs. MRO vs. indirect
- ▶ BOM structure: understand which data is flat PO export vs. hierarchical assembly
- ▶ Specification string patterns: dimensional tolerances, surface finish, material grade, Rev level
- ▶ Supplier naming: Tier 1 vs. Tier 2 vs. sub-supplier — group vs. entity vs. plant
- ▶ UoM complexity: pieces vs. kg vs. meters vs. sets — conversion logic per category
- ▶ Change notification flags: ECN/ECR linked to part number revisions in spend data

Pharma

- ▶ Product identifier landscape: NDC (US), GTIN/GLN (GS1), EAN, internal product codes, WHO INN
- ▶ Strength / Form / Pack-size structure: how are these encoded across buying systems?
- ▶ Regulated vs. non-regulated spend: API, excipient, packaging material, lab consumable, equipment
- ▶ Approved Vendor List (AVL) and Qualified Supplier List (QSL) mapping to spend records
- ▶ Regulatory field requirements: pharmacopoeial grade, CoA linkage, shelf-life, storage class
- ▶ Cold-chain cost segregation: freight, temperature-controlled logistics vs. product unit price
- ▶ Lot / batch number patterns and linkage to purchase order lines for traceability requirements

What We Need from You — Access & Inputs

We work within your security constraints. The following covers the typical inputs and access required for a successful Discovery phase.

DATA ACCESS & SYSTEM INPUTS

- **P2P / ERP spend export**

Coupa, Ariba, SAP — 12-24 months of PO line data. CSV, XLS, or API.

- **Existing catalogue or material master**

Even if incomplete — shows the intended classification structure.

- **Taxonomy or category tree documents**

Any internal hierarchy, commodity codes, or UNSPSC mapping attempted.

- **Supplier master extract**

Supplier name, country, internal code, and category assignments.

- **Sample of known problem cases**

5–10 rows manually corrected or flagged — invaluable for LLM calibration.

STAKEHOLDERS & SECURITY

- **Procurement / Category Manager**

Validates classification logic, controls vocabulary decisions, confirms supplier grouping rules.

- **IT / Data Engineering**

Confirms available exports, API access, data warehouse structure, integration feasibility.

- **Finance / Controlling**

Defines FX rules, cost allocation logic, and which spend should be included/excluded.

- **Data / Analytics Lead**

Aligns on target schema, dashboard requirements, and what 'done' looks like analytically.

Data Security: NDA before sharing. Anonymized samples for Discovery. Full dataset from Phase 2 only. SFTP / encrypted email supported.

Deliverable: Understanding Document — Schema, naming, taxonomy, governance rules, KPIs — agreed in writing before ETL work begins.

02

P H A S E

Data Profiling & Format Detection

*We scan every field and detect every pattern — before
writing a single transform rule*

Data Profiling & Format Detection

98%

product names profiled

Language Detection

Every text field profiled for language. Multi-language strings split. Language distribution mapped by market. Confidence threshold set.

100%

format types captured

Format Pattern Recognition

Dimensions (100×220mm / A3 / 1570×550mm), date formats (Q1 2026 / H1 / Christmas), quantity formats (Rolls of 250 / Sets of 3), reference codes via regex.

Field-level

completeness scores

Null & Completeness Analysis

Presence rate per field per market. Fields below 80% presence flagged. Patterns in missingness investigated — is it structural (not collected) or accidental (not required)?

3 types

classified per field

Controlled vs Free-Text

Fields categorized: true controlled vocabulary (enum), semi-controlled (constrained but not enforced), fully free-text. Each type drives a different extraction strategy.

Auto-flagged

on every load

Outlier & Anomaly Detection

Unit prices below €5 or above €50k flagged. Negative quantities. FX formula errors (#ERROR! / #REF!). Duplicate order IDs. Embedded logistics costs in unit prices.

Seed list

generated automatically

Multilingual Synonym Discovery

Cross-market co-occurrence analysis identifies terms that always appear in the same context across languages — the seed list for synonym table construction in Phase 4.

Industry-Specific Pattern Examples

The profiling engine identifies patterns specific to each sector — these drive all downstream extraction rules

FMCG / POSM

POSM Dimensions:

100×220mm · A3 · 1570×550mm · "per 1 pc"

Multilingual Names:

Kopstelling / Tête de gondole / Testata di Gondola

Campaign Codes:

H1 2026 · Christmas · King's Day · UEFA · Valentine's

Reference Codes:

(649657) · (619822) · UL-GB · BE0333 · NE0247

Quantity Formats:

Rolls of 250 · Sets of 3 · Per 1 pc · 5/pack

Embedded Costs:

"inc. delivery" · "excl. design" · Prototype included

Automotive

OEM Part Numbers:

1234567-A · 90915-YZZD2 · 12345678 (SAP internal)

Spec Strings:

M12×1.5 Grade 8.8 · 3mm SPCC · Ra 0.8 μm

Rev / Version Flags:

Rev A · ECN-2024-112 · Obsolete · Superseded by

Assembly References:

BOM Pos 15 · Drawing No. 442-1234B · FMEA ref

Supplier Plant Codes:

Bosch DE-STU · Denso JP-NRY · Magna CA-ONT

UoM Patterns:

PC · KG · M · SET · LOT · ROLL · DRUM · EACH

Pharma

NDC / GTIN Codes:

NDC 0069-0105-01 · GTIN 05059168024484 · EAN-13

INN / Brand Names:

Paracetamol (INN) · Panadol (brand) · Acetaminophen (USAN)

Strength & Form:

500mg Tab · 10mg/mL Inj · 25mcg/dose Inh · 100mg/5mL

Pack Size Patterns:

100 tabs/bottle · 10 vials/box · 30mL vial · Blister 10×10

Storage / Regulatory:

2° C–8° C · Controlled substance Sch II · Ph.Eur. grade

Lot / Batch Refs:

Lot# 4A2271 · Batch: B-2025-041 · Expiry: 2026-09

03

P H A S E

LLM Feature Extraction

The capability that changes everything: extracting rich structure from sparse, multilingual descriptions

LLM-Powered Feature Extraction (Multi-Industry)

FMCG

RAW INPUT

02496-BOOTS Dove SBM Tray (619822)

↓ EXTRACTED

Brand	Dove
Type	Shelf Tray
Market	UK
Retailer	Boots
Ref#	619822

FMCG

RAW INPUT

UL-IT0312 Sovracrowner 2 wave con led (316830)

↓ EXTRACTED

Brand	—
Type	Crown Display
Market	IT
LED	Yes
Ref#	316830

AUTO

RAW INPUT

Bosch Einspritzventil 0445110250 Rev B M12x1.5 SPCC

↓ EXTRACTED

Supplier	Bosch
Part No.	044511-02
Category	Injector
Rev	B
Spec	M12 SPCC

AUTO

RAW INPUT

Brake Pad Set 45022-SNA-A00 Akebono Front Axle ECN-112

↓ EXTRACTED

Supplier	Akebono
Part No.	45022-SNA
Category	Brake Pad
Position	Front
ECN	112

PHARMA

RAW INPUT

Paracetamol 500mg Tab Blister 10x10 Ph.Eur Lot# 4A2271

↓ EXTRACTED

INN	Paracetamol
Strength	500mg
Form	Tablet
Pack	10x10
Lot#	4A2271

PHARMA

RAW INPUT

Amoxicillin 250mg/5mL Susp 100mL 2-8C Schedule B NDC 0069

↓ EXTRACTED

INN	Amoxicillin
Strength	250mg/5mL
Form	Suspension
Storage	2-8C
NDC	0069-0105

04

P H A S E

Harmonization, Deduplication & Taxonomy

*Building the master record that makes cross-market analytics
finally possible*

Deduplication — Golden Record Creation

One of the most impactful steps: consolidating fragmented, repeated, and near-duplicate entries into a single authoritative record per item.

01

Candidate Generation

Block records by shared tokens (brand, category, part number prefix) to reduce comparison space from $O(n^2)$ to manageable candidate pairs.

02

Similarity Scoring

Multi-field fuzzy matching: Levenshtein on names, Jaccard on token sets, exact match on codes. Weights tuned per sector (e.g., part number is decisive in Auto).

03

Cluster Formation

Records above threshold grouped into duplicate clusters. Each cluster contains all representations of the same real-world item across markets, systems, and time.

04

Golden Record Selection

Best-populated record chosen as golden master. Missing fields backfilled from cluster siblings. Confidence score calculated per field on the golden record.

05

Human Review Queue

Ambiguous clusters (score 70-89%) surfaced to a steward review queue. SME confirms or splits the cluster. Decision logged and used to retrain thresholds.

06

Lineage Tracking

Every source record retains its original ID. Golden record ID written back. Full audit trail: which sources were merged, by what rule, on what date.

FMCG nuance: Same POSM in 12 market variants — dimensions/language differ, item is the same. Part ref is the unifying key.

Automotive nuance: Part number + Rev level = unique item. Supplier part ≠ OEM part — must deduplicate within each namespace.

Pharma nuance: INN + Strength + Form + Pack = unique product. NDC and GTIN may differ for same drug from different manufacturers.

Taxonomy Mapping — UNSPSC, Custom Levels & Cross-Mapping

UNSPSC 4-LEVEL HIERARCHY

SEGMENT XX000000	Cleaning Equipment & Supplies Top-level broad category — 2-digit code. Maps to internal L1 spend category.
FAMILY XX470000	Industrial Cleaners Sub-group within segment — 4-digit code. Maps to internal L2 / commodity family.
CLASS XX471500	Degreasers & Solvents Specific product type — 6-digit code. Most analyses target this level for sourcing.
COMMODITY XX471503	Chlorinated Degreaser Unique commodity — 8-digit code. Required for tail spend analysis and catalog items.

OUR TAXONOMY APPROACH

UNSPSC Mapping (Full 8-Digit)

LLM assigns UNSPSC at commodity level for each item. Human-reviewed sample validates accuracy. Mapping table published as output artifact.

Custom Taxonomy Build

Where UNSPSC is insufficient (POSM types, automotive sub-assemblies, pharma dosage forms), we build a custom hierarchy aligned to your internal reporting structure — up to 5 levels deep.

Hybrid / Cross-Mapping

Map between UNSPSC, eClass, GPC, and your existing internal codes. All mappings bi-directional and versioned. Enables system migration without reclassifying from scratch.

Taxonomy Governance Rules

Who can add new nodes? Approval workflow. Max 2 updates per year for stability. LLM reclassification on next scheduled run after taxonomy update. Full change log.

Industry note — FMCG: UNSPSC + custom POSM hierarchy · Auto: UNSPSC + VDA classification · Pharma: ATC + UNSPSC + GS1 GPC

Content Enrichment — Filling the Gaps at Scale

Enrichment populates missing attributes from internal logic, LLM inference, and external reference data — without burdening your team



Attribute Inference from Description

LLM reads free-text product descriptions and infers structured attributes: material, colour, dimension, brand, form factor. Confidence score attached to each inferred value. Low-confidence values queued for human review.

Sectors: **All sectors**



Specification Normalization

Dimension strings converted to canonical format (mm, standardized orientation). Weight: g/kg/oz unified. Voltage, pressure, temperature ranges parsed and stored as numeric fields with units.

Sectors: **Auto / Pharma / FMCG**



Supplier Enrichment & Grouping

Supplier name variants resolved to canonical entity. Parent/subsidiary relationships inferred from D&B or internal data. Country of origin, DUNS, VAT number appended where available. Duplicate supplier records merged.

Sectors: **All sectors**



External Reference Lookup

Part number lookup against OEM catalogues (Auto). GS1 registry for GTIN validation (Pharma/FMCG). UNSPSC description validation. Country/currency codes validated against ISO standards.

Sectors: **Auto / Pharma**



Historical Trend Enrichment

Price trend tags added: 'above 12-month avg', 'below Q3 benchmark', 'first order with supplier'. Enables procurement analytics teams to spot anomalies without writing custom queries.

Sectors: **All sectors**



Regulatory & Compliance Flags

Pharma: controlled substance flag, storage class, pharmacopoeial grade. Auto: REACH-regulated substances, RoHS compliance flag. FMCG: recyclable material flag, FSC certification. All rules configurable.

Sectors: **Pharma / Auto / FMCG**

Harmonization & Schema Design

CROSS-LANGUAGE NORMALIZATION IN ACTION

Raw Product Name	Language	Detected Type	Canonical Value	Market
Kopstellingsdisplay Andreelon	Dutch	Gondola End	Gondola End Display	NL
Testata di Gondola Dove (IT)	Italian	Gondola End	Gondola End Display	IT
Stoßdämpfer 0445110250 Bosch	German	Fuel Injector	Direct Injection Injector	DE
Amoxicillin 250mg/5mL Susp PH	English	API — Antibiotic	Antibiotic · Oral Suspension	PH
Frein à disque avant Renault	French	Brake Disc	Front Brake Disc	FR

MASTER SCHEMA PILLARS

Order Identity	Product Classification	Market & Supplier	Financial
BeSpoke_ID · PO_Number · Line_Item · Order_Date	Category_L1-L4 · UNSPSC_8 · Custom_Type · Item_Class	Market · Country · Retailer_Channel · Supplier_Canonical	Unit_Price_EUR · Total_EUR · FX_Rate · Cost_Type_Flag

CONTROLLED VOCABULARY GOVERNANCE

▶ Drop-down enumerations for Type, Category, Currency, Storage Class — free text eliminated at source ▶ Vocabulary owned by a named Data Steward per market. Changes require approval workflow ▶ Maximum 2 controlled vocabulary updates per year to prevent classification drift ▶ New values proposed via structured form — auto-queued for review, never silently accepted

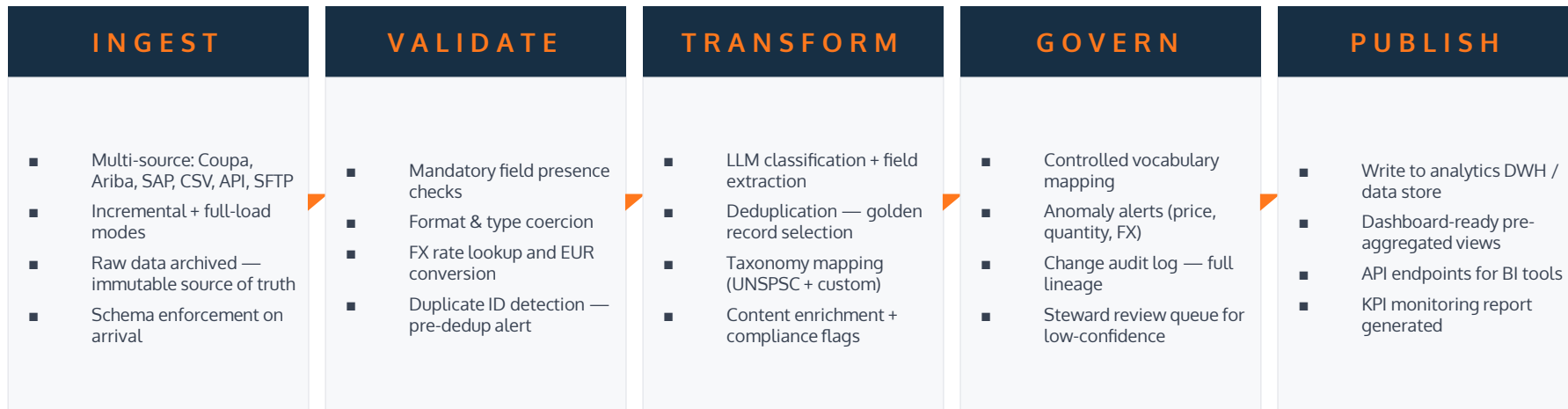
05

P H A S E

Robust ETL Architecture & Governance

*Production-quality pipelines that keep the problem solved —
on every new data load*

ETL Pipeline & Ongoing Governance



GOVERNANCE KPIs — MONITORED MONTHLY

POSM_Type Coverage Target ≥ 98% Was < 2%	Brand Consistency Target 100% Was ~60%	EUR Error Rate Target 0% Was Systemic	Supplier Dedup Rate Target ≥ 95% Was ~40%	Taxonomy Coverage Target ≥ 97% Was < 20%
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OUTCOMES

Analytics & Dashboarding Outcomes — All Three Sectors

FMCG

**Spend by POSM Type & Market**

EUR-normalised roll-up across Display Hardware, Print, Logistics — all markets. Compare cost-per-FSDU across UK, NL, IT, BE instantly. Retailer-level visibility per brand.

FMCG

**Campaign Spend Analysis**

Which campaigns (Christmas, Valentine's, King's Day) drive highest POSM spend? Where do late-brief surcharges accumulate? Brand vs. category breakdown.

AUTO

**Direct vs. MRO Spend Split**

Clean separation of direct materials (powertrain, body, chassis) from MRO and indirect. Supplier consolidation opportunities visible at commodity level for the first time.

AUTO

**Part Revision & EOL Tracking**

How much spend is going to superseded or end-of-life parts? Rev-level tagging in spend data enables proactive procurement planning before EOL disruption.

PHARMA

**API vs. Excipient Spend**

Regulated API spend separated from packaging, excipients, lab consumables. Approved Vendor List compliance rate measurable. Single-source vs. dual-source visibility.

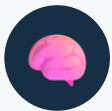
PHARMA

**Cold-Chain Cost Segregation**

Freight and temperature-controlled logistics costs extracted from unit prices. True product cost vs. logistics cost visible for the first time per SKU and per supplier.

DIFFERENTIATORS

Why Powerweave



LLM-Native Engineering

Large language models as a core engineering tool — not a bolt-on. Every extraction rule is prompt-engineered per sector, validated, and audited.



Multilingual Procurement Expertise

We have worked with procurement data in Italian, Dutch, French, Polish, German and English. We know the synonyms, the formats, and the regional quirks.



Engineering-Grade ETL

Production-quality pipelines: validation layers, anomaly detection, audit trails, and monitoring. Not one-off data fixes — structured, repeatable processes.



Domain-Driven Schema Design

Schemas built for how procurement actually works. FMCG campaign tagging, Auto BOM-level classification, Pharma regulatory fields — built in from day one.



Analytics-Ready Output

Every transformation designed with the dashboard in mind. Stakeholders get actionable spend analysis from day one of go-live — not months later.



Governance by Design

Data quality built into the process: controlled vocabularies, stewardship roles, KPI monitoring. You maintain quality without needing us permanently.

PoC

P R O O F O F C O N C E P T

The Shortest Path to High Confidence

A condensed, time-boxed run of the full 5-phase methodology on a limited data set — designed to build confidence, surface real complexity, and validate our approach before full engagement.

P O C S T A G E

Proof of Concept — What It Is & How It Works

The PoC is a full-fidelity, compressed run of all 5 phases on a sample of 500–2,000 rows. You get real output, real quality scores, and real surprises — fast.

Week 1 Discovery & Profiling	Week 2 Extraction & Harmonization	Week 3 Validation & Handover
■ Kickoff + stakeholder alignment session (2h) ■ Data extract received — profiling engine run ■ Language detection + format mapping completed ■ Gap analysis and risk register produced	■ LLM extraction run on sample rows ■ Deduplication pass — candidate clusters reviewed ■ Taxonomy mapping to UNSPSC + custom hierarchy ■ Synonym table first draft produced	■ Enrichment pass — missing attributes inferred ■ Output schema reviewed with client SME ■ Quality scorecard generated per field ■ Findings presentation + recommendations doc

PoC Outputs:

- ① Profiling Report
- ② Sample Harmonized Output (500–2K rows)
- ③ Quality Scorecard
- ④ Taxonomy Mapping v0.1
- ⑤ Findings & Recommendations Doc

P O C S T A G E

Proof of Concept — What We Need from You

A PoC is deliberately lightweight on your team's time. Here's what we need — and what we don't.

✓ WHAT WE NEED

A data extract of 500–2,000 rows

PO line data from your P2P or ERP. The messier the better — the PoC handles real data, not cleaned samples.

1 SME stakeholder — 4 hours total

A category manager or data lead. Two 2-hour sessions. No preparation required from your side.

Existing taxonomy / classification docs

Any partial category tree, spreadsheet, or UNSPSC attempt. Seeds our understanding — completeness not expected.

Signed NDA before data sharing

We work under NDA. Anonymization is fine for PoC. SFTP, encrypted email, or your preferred secure channel.

2–3 known 'hard cases'

Rows your team has manually corrected or flagged as tricky — invaluable for calibrating our extraction rules.

✗ WHAT WE DON'T NEED

- Pre-cleaned or validated data — the whole point is to handle messy data
- IT / integration resource — a CSV export is sufficient for PoC
- A finalized taxonomy — we co-design this as part of the exercise
- System access — a one-time file share via SFTP or encrypted email is fine
- Full dataset — 500 rows is enough to produce meaningful quality scores
- More than one stakeholder touch-point per week — we respect your time

Proof of Concept — Typical Outcomes & Expectations

These are realistic benchmarks from our methodology applied to first-time client data — results vary by sector and data maturity.

85–95%

Field extraction accuracy

on LLM-processed rows

60–80%

Automatic deduplication

rate on first pass

70–90%

UNSPSC commodity-level

coverage achieved

100%

Format anomalies & FX

errors detected

Quality Scorecard

- Every field scored: completeness %, consistency score, extraction confidence
- Fields below 80% completeness flagged with root-cause hypothesis
- Sector-specific benchmark comparison (where available)

The Surprises We Always Find

- Hidden duplicate spend — typically 8–15% of rows are near-duplicates in disguise
- Embedded costs in unit prices — almost universal in FMCG/Auto
- Multi-language fields your system counted as unique — creating phantom categories
- FX / formula errors — even in 'cleaned' exports

What the PoC Does Not Guarantee

- 100% automation — some edge cases will always require human review rules
- Final taxonomy — the PoC produces a v0.1 that evolves through Phase 4
- Production-ready pipeline — the PoC validates logic; Phase 5 builds the pipeline
- Coverage of all your data — PoC is based on the rows provided, not full dataset

Ready to Turn Your Procurement Data into a Strategic Asset?

Powerweave delivers the full journey — from messy raw exports to governed, analytics-ready procurement data across FMCG, Automotive, and Pharma.

1

Discovery Call

Share your challenge — 30 mins

2

Data Diagnostic

We profile a sample of your data

3

PoC Proposal

Tailored scope, timeline & pricing

Contact Us



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