



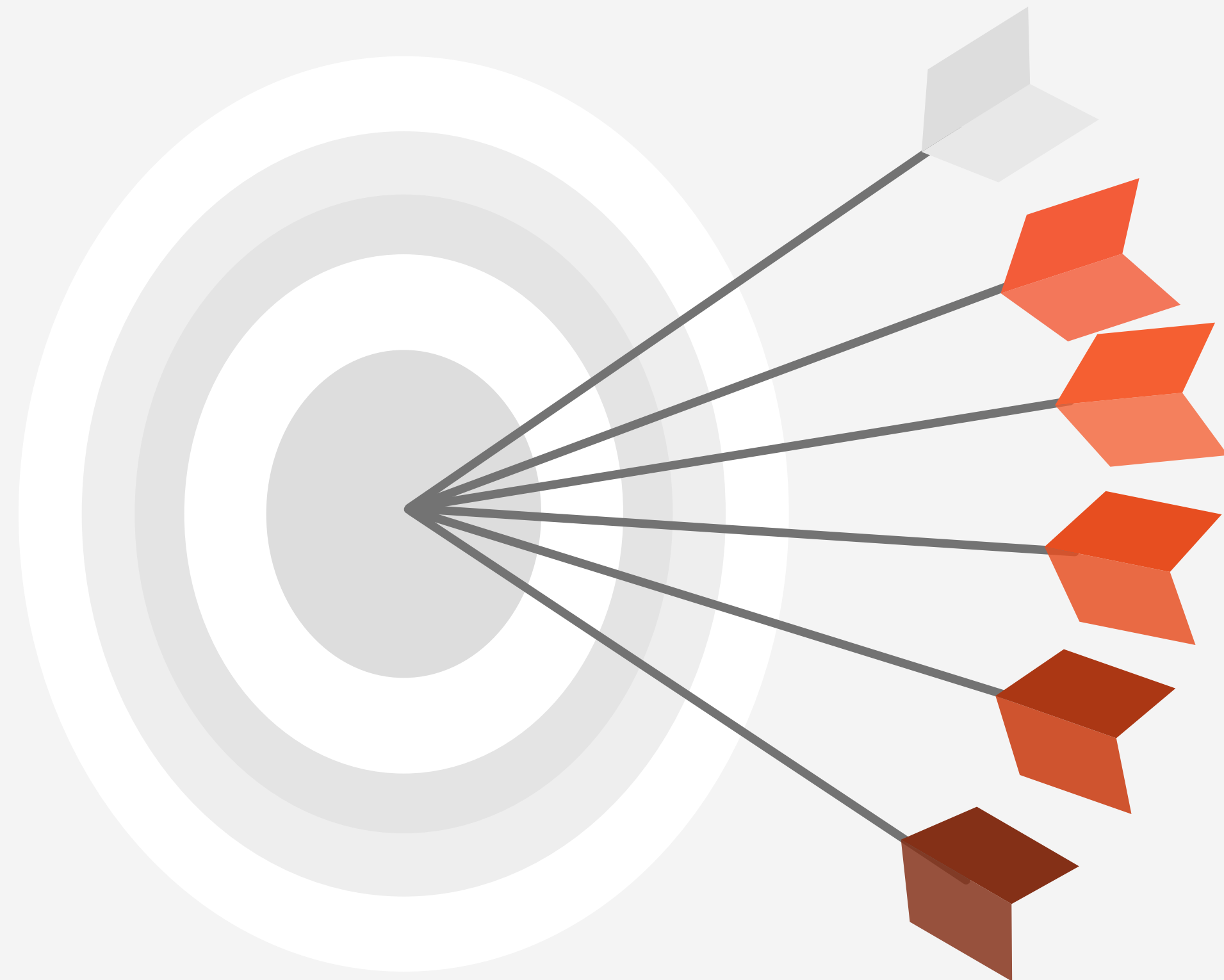
Transforming your **Manufacturing**
residue (scrap material) and
generating **Value**.



www.valuetek.in

Powered by **Matex**
Technologies

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Matex Technologies—the hub for digitized E-commerce solutions

Matex
> Technologies <

since 1995

01

India's 1st Digital B2B Marketplace—**Since 1995**

02

India's largest private exchange player

03

Extensive **client base** of 800+ across industries

04

Active **vendor base** of 20000+ across all products & services

05

End-to-end solutions for business value chain
(buying & selling)

A proven concept, now enhanced with cutting-edge technology

ValueTek :

ValueTek, is an innovative solution designed by Matex Technologies, to tackle the unique challenges of scrap management and sales. It streamlines and optimizes the process of selling scrap materials. ValueTek redefines the perception of scrap by viewing it as a valuable resource, emphasizing its potential for reuse and profit.

We emphasize that the recyclable materials left over from product manufacturing, consumption and unusable machinery has a monetary value and can be repurposed or recycled to create new products.

At our platform, we connect buyers, recyclers, and end users ensuring transparent, efficient, and profitable transactions.



Common Types of Scrap

01

Ferrous

02

Non- Ferrous

03

Hazardous

04

Machinery & Equipment



Electrical & E- waste

05

Packaging Materials

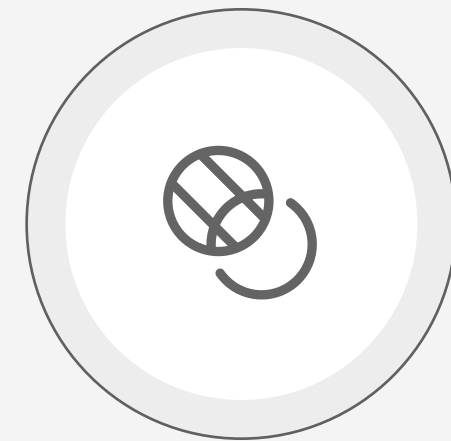
06

Obsolete Spares, NMI & NPA

07

Complete dismantling of
plant

08



Environmental Benefits

- Reduces landfill waste
- Reduces the need for new raw material extraction
- Reduces the carbon footprint of industries
- Promotion of circular economy
- Lowers greenhouse gas emissions
- Conserves natural resources
- Development of environmental friendly technologies



Economic Benefits

- Encourages innovation
- Reduces production cost
- Provides raw materials at a lower cost
- Supports the growth of recycling industry
- Creates job opportunities

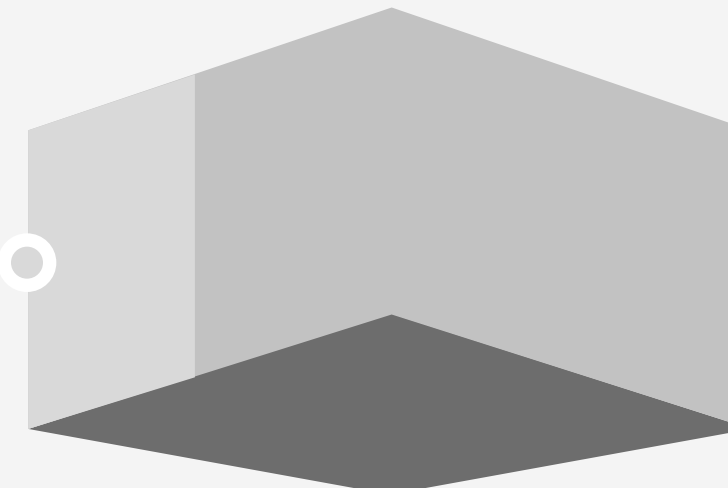


Energy Savings

- New products from recycled materials requires less energy

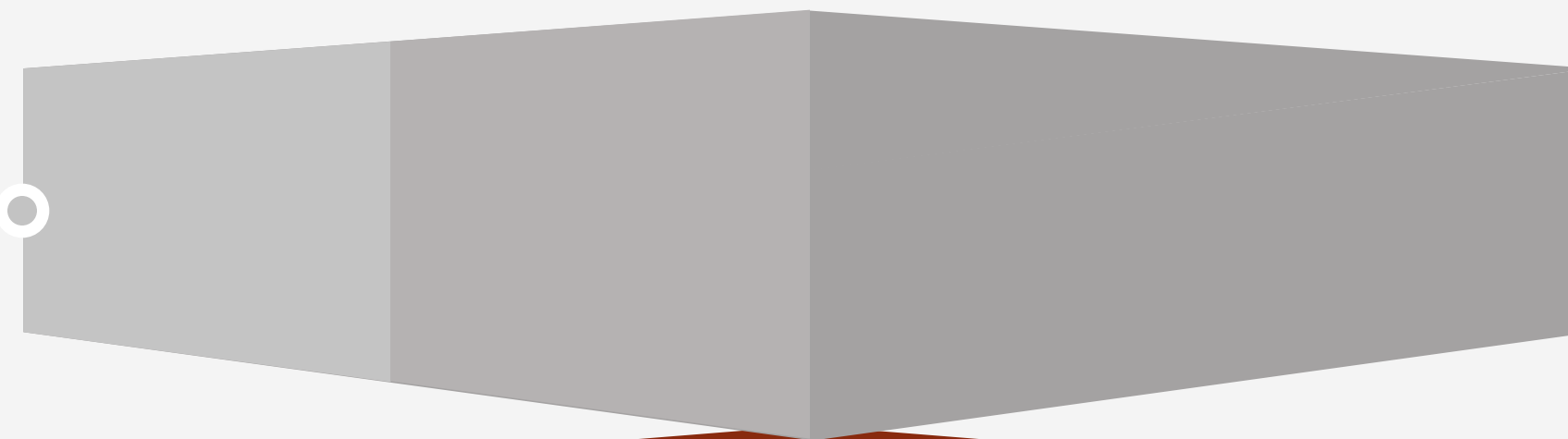
Space Utilization

01



**Depreciation of quality of
Scrap and diminishing value
if stored for a long time**

03



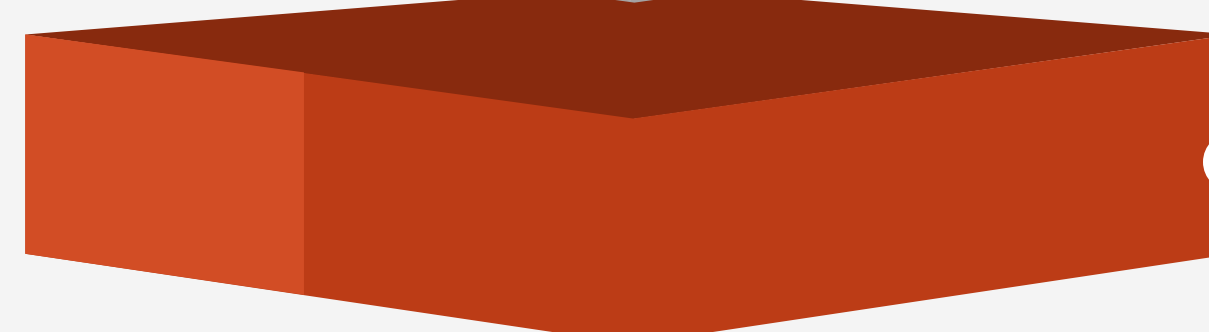
**Improper storage and disposal of
scrap can lead to environmental
hazards and non-compliance with
regulations**

02



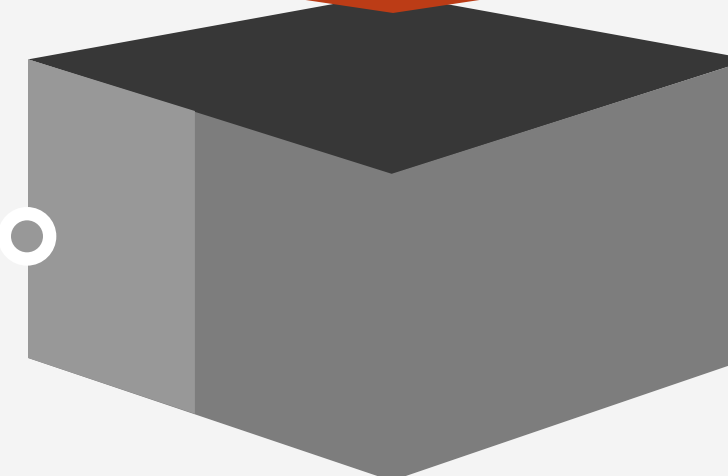
**Workplace hazards like accidents,
fire, theft etc.**

04



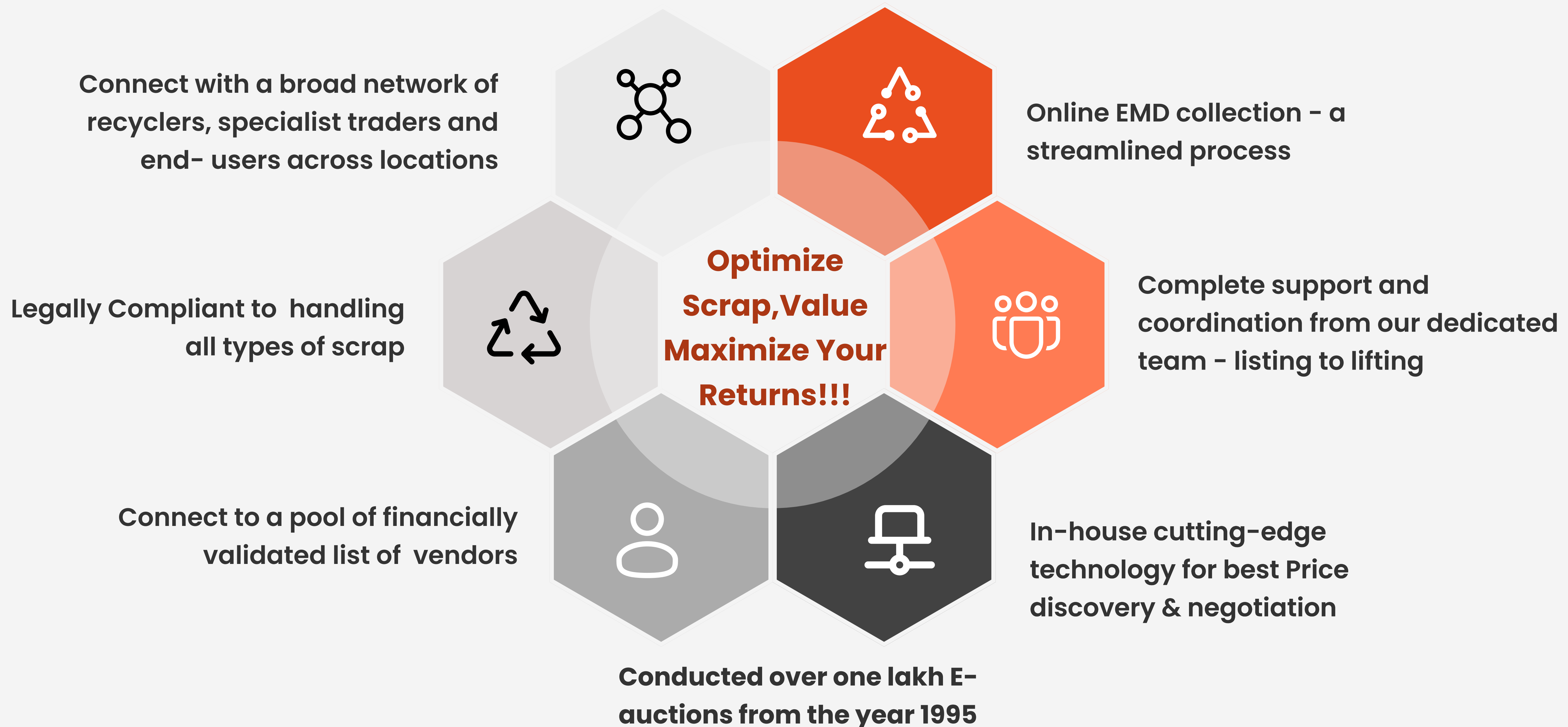
**Additional labour, effort and
time needed to handle the
scrap**

05



06

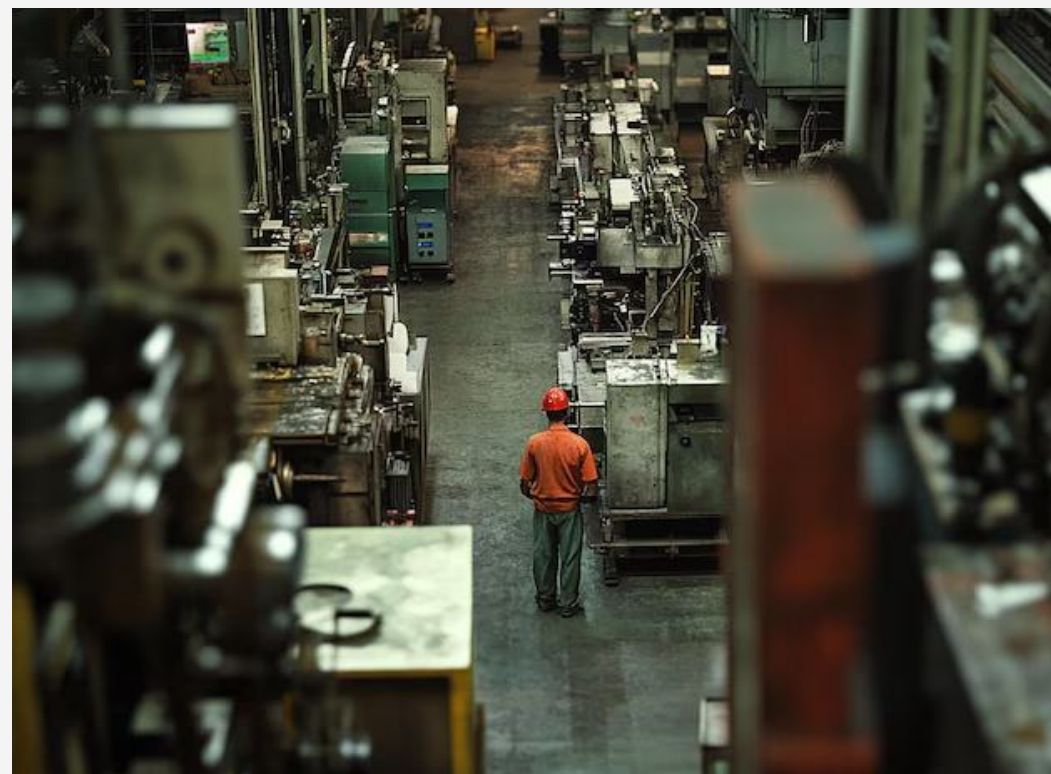
**Tracking, Monitoring, High
cost in segregation issues**



ValueTek Generates Value as below

For the Manufacturers

Generating high realisation for the scrap materials and improving their profits.



For the Environment

Eco-friendly disposal of various scrap material with sharper focus on protecting Mother Nature.



Developing Entrepreneurs

Developing entrepreneurs (scrap vendors) and creating value - oriented ecosystem.



We act as an extended arm of our clients' strategic sourcing function.

We provide a single window for multiple supplier access across various categories and locations.



Scrap Collection

Collect scrap materials from source

Efficient Connection

Connect scrap to Foundries, consumers, direct manufacturers and recyclers



Upcycling Process

Transform scrap into usable products, reducing carbon footprint



Tripartite Model of Execution

Scrap Generators / Metal Importers

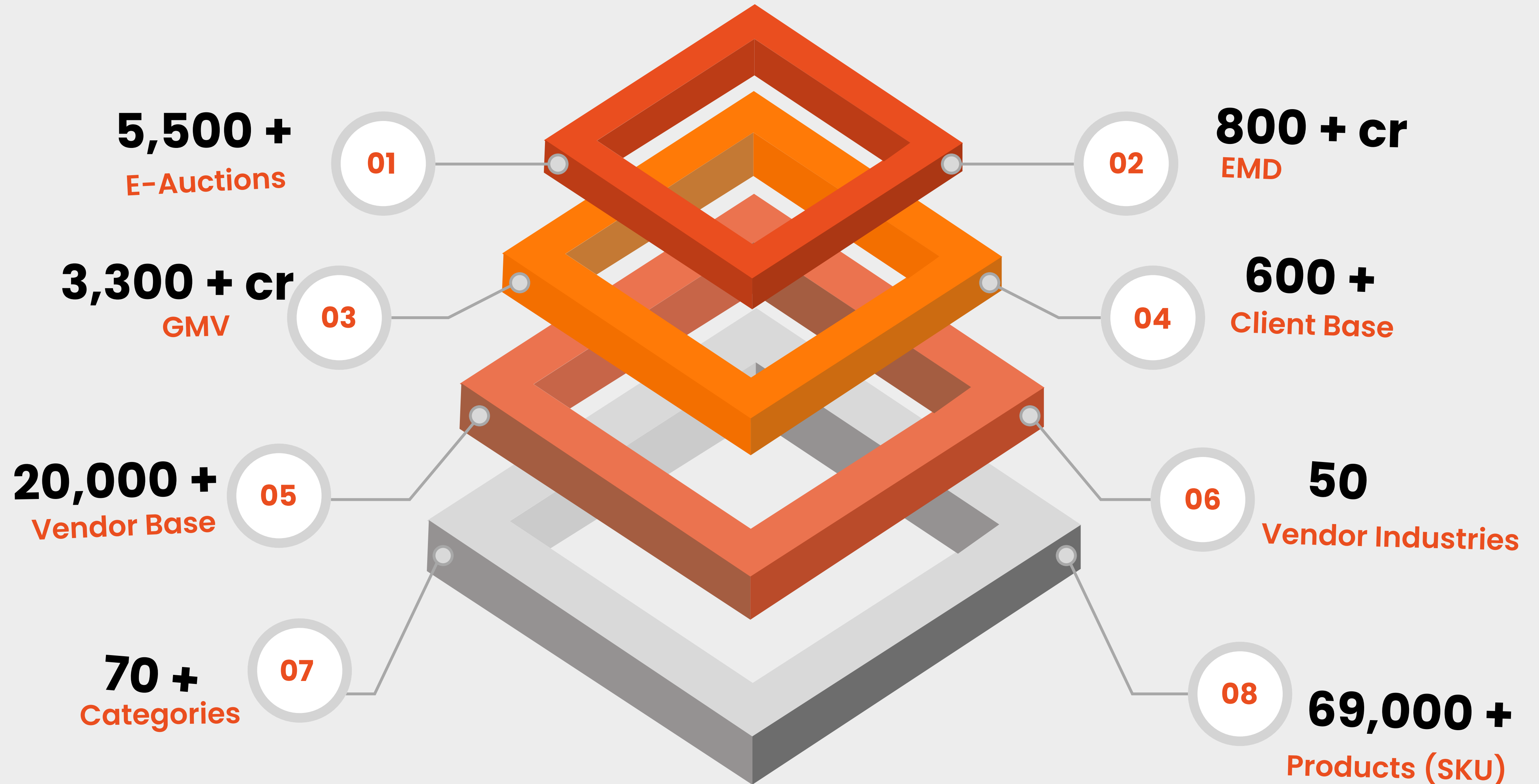
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Customers & End Users

Value Proposition

Cost savings, adherence to regulatory compliance, tailored solutions, efficient disposal & optimal price discovery

Our Milestones [FY-2023-24]



Process Flow

Ready the
Catalogue

01



Money in the
Bank

03

Conduct the
Auction

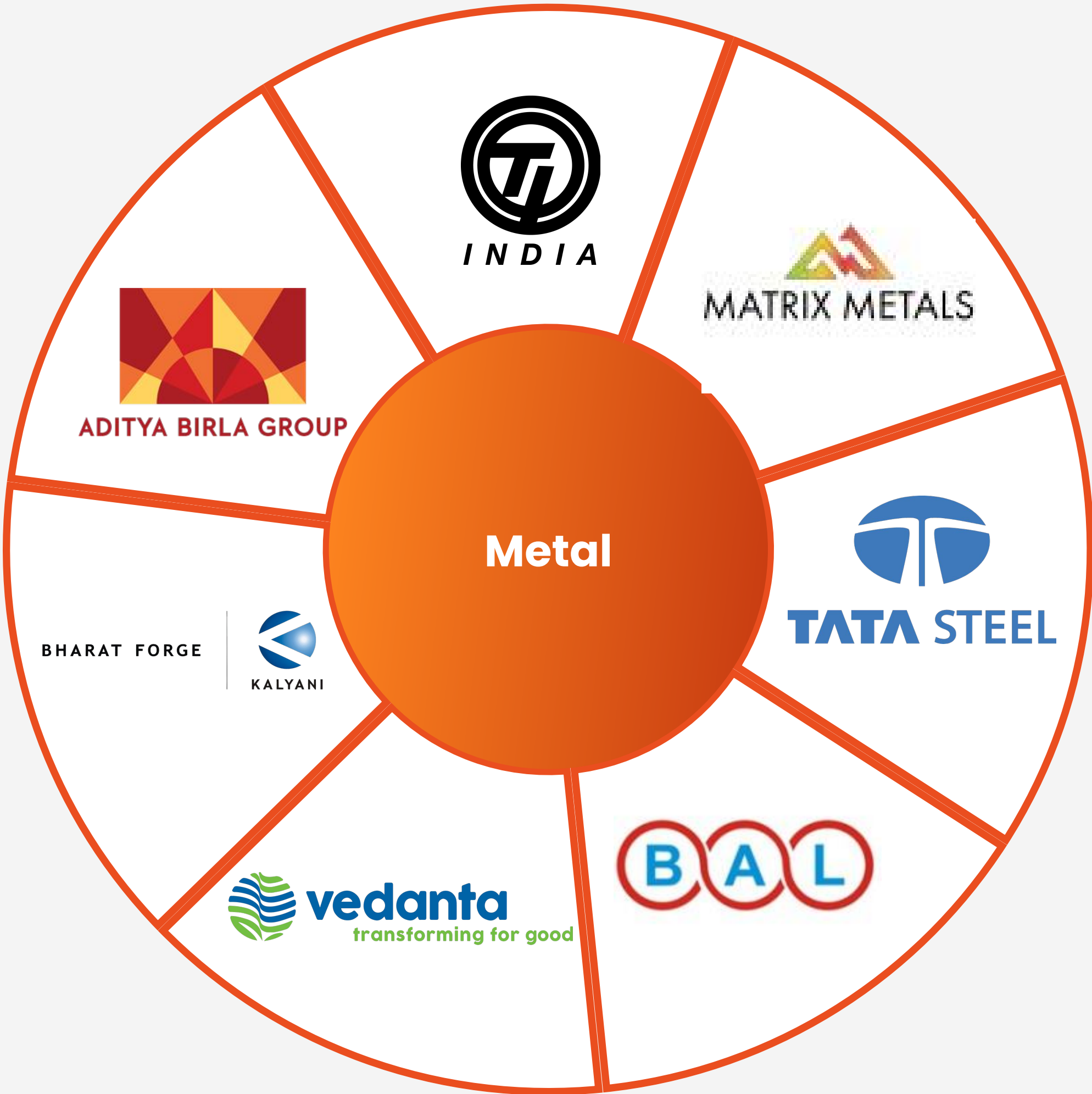
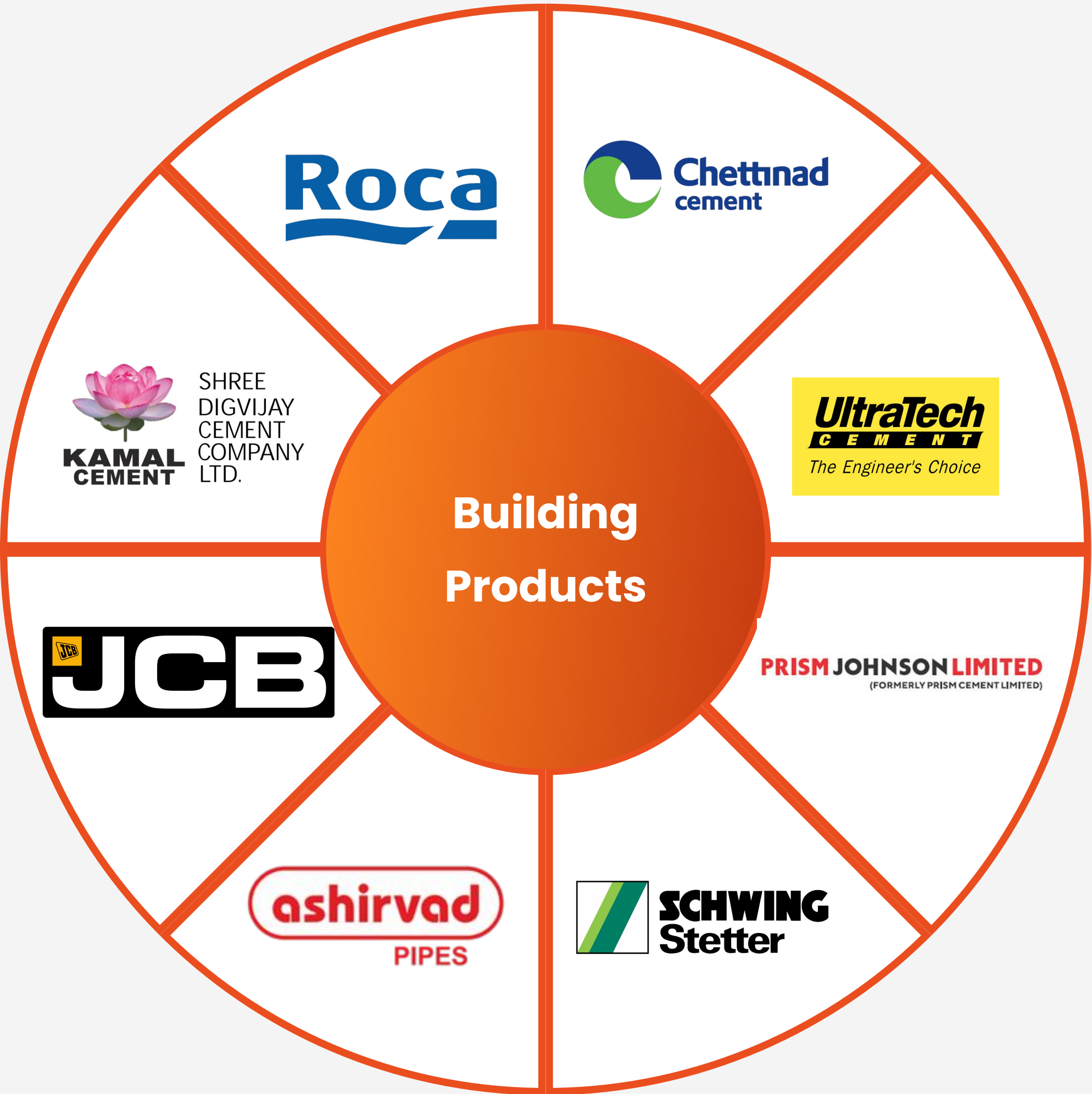
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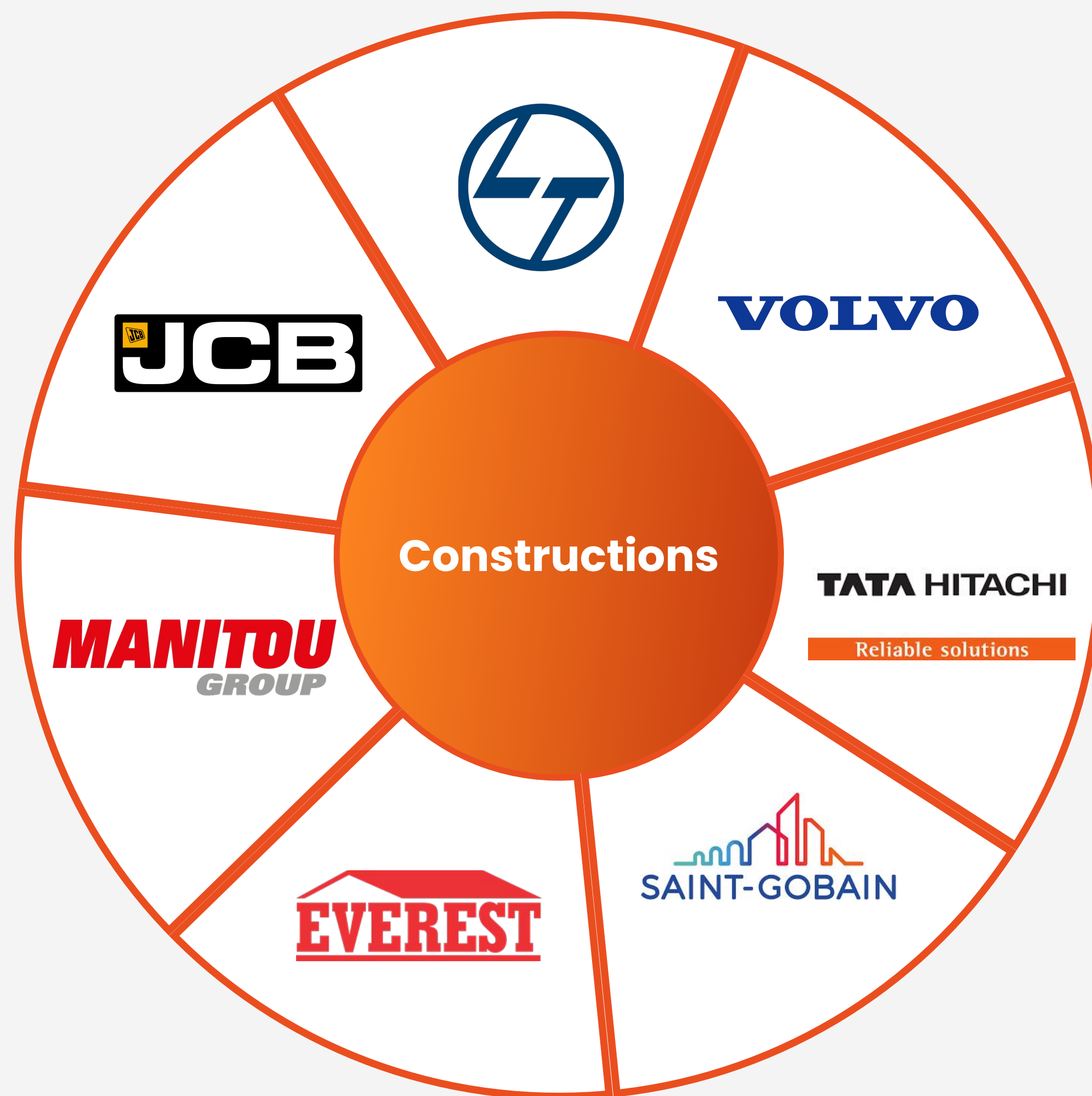
Introducing a Few of Our Valued Clients

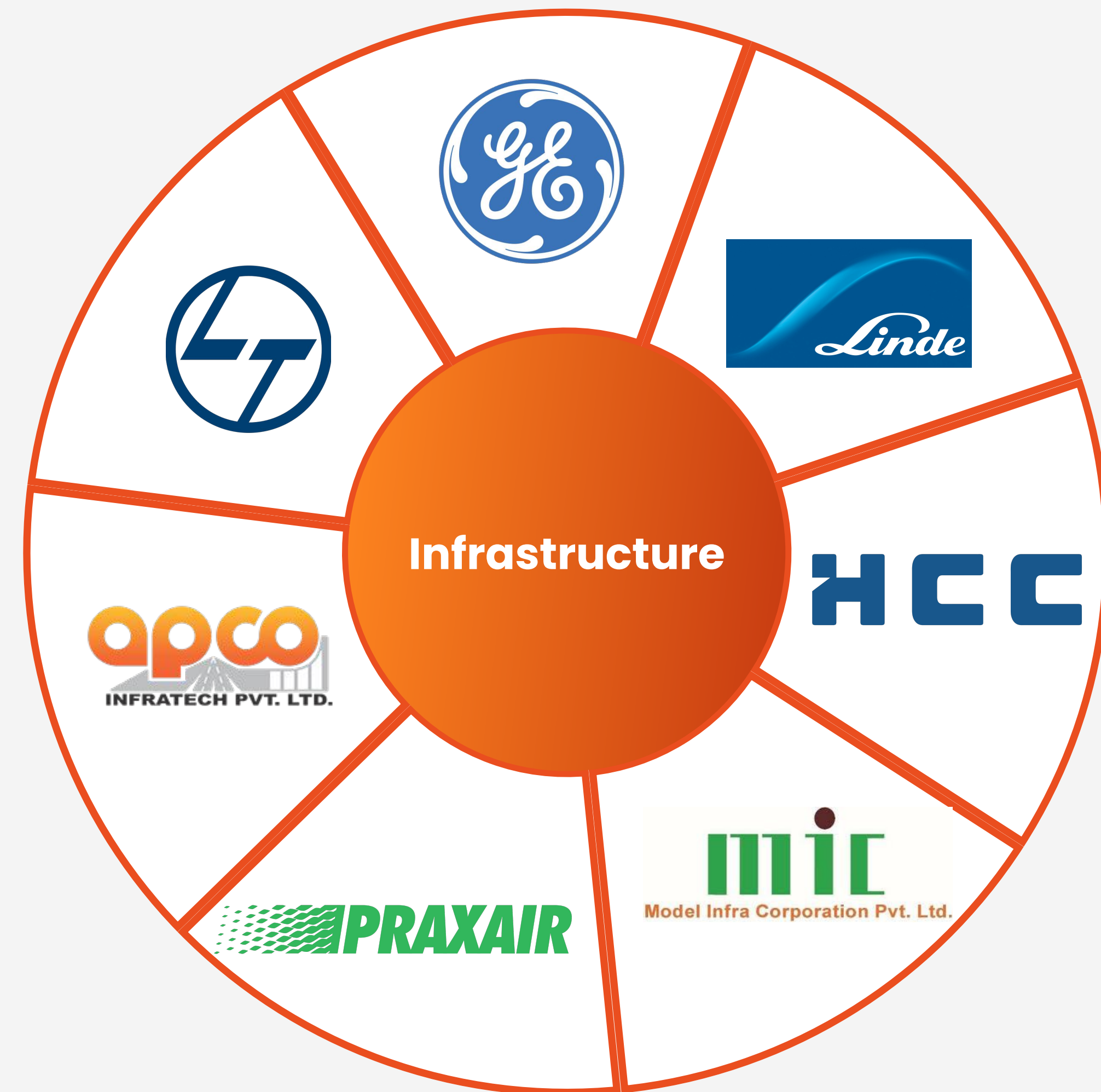
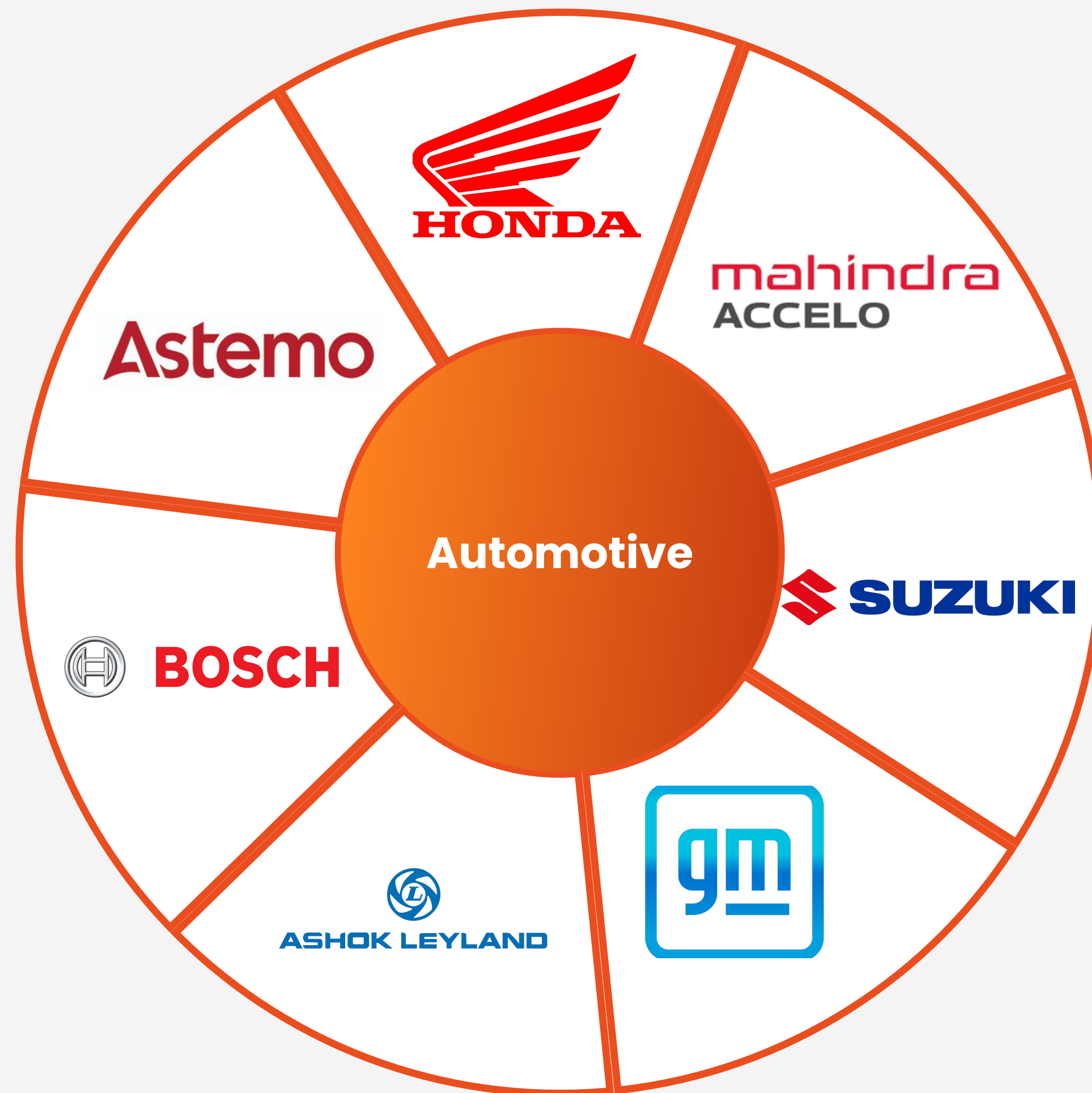


Top Brands Love Us

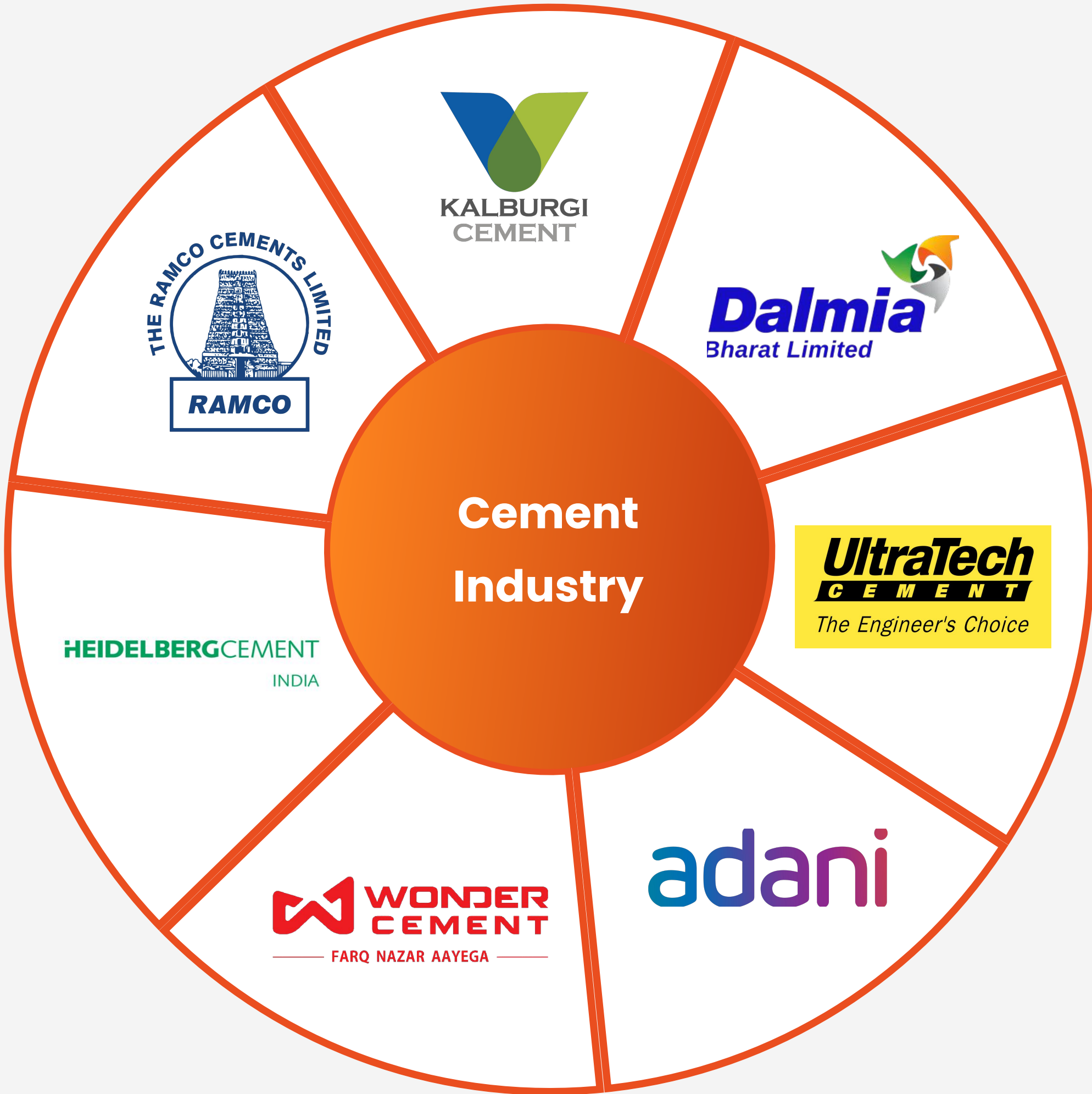
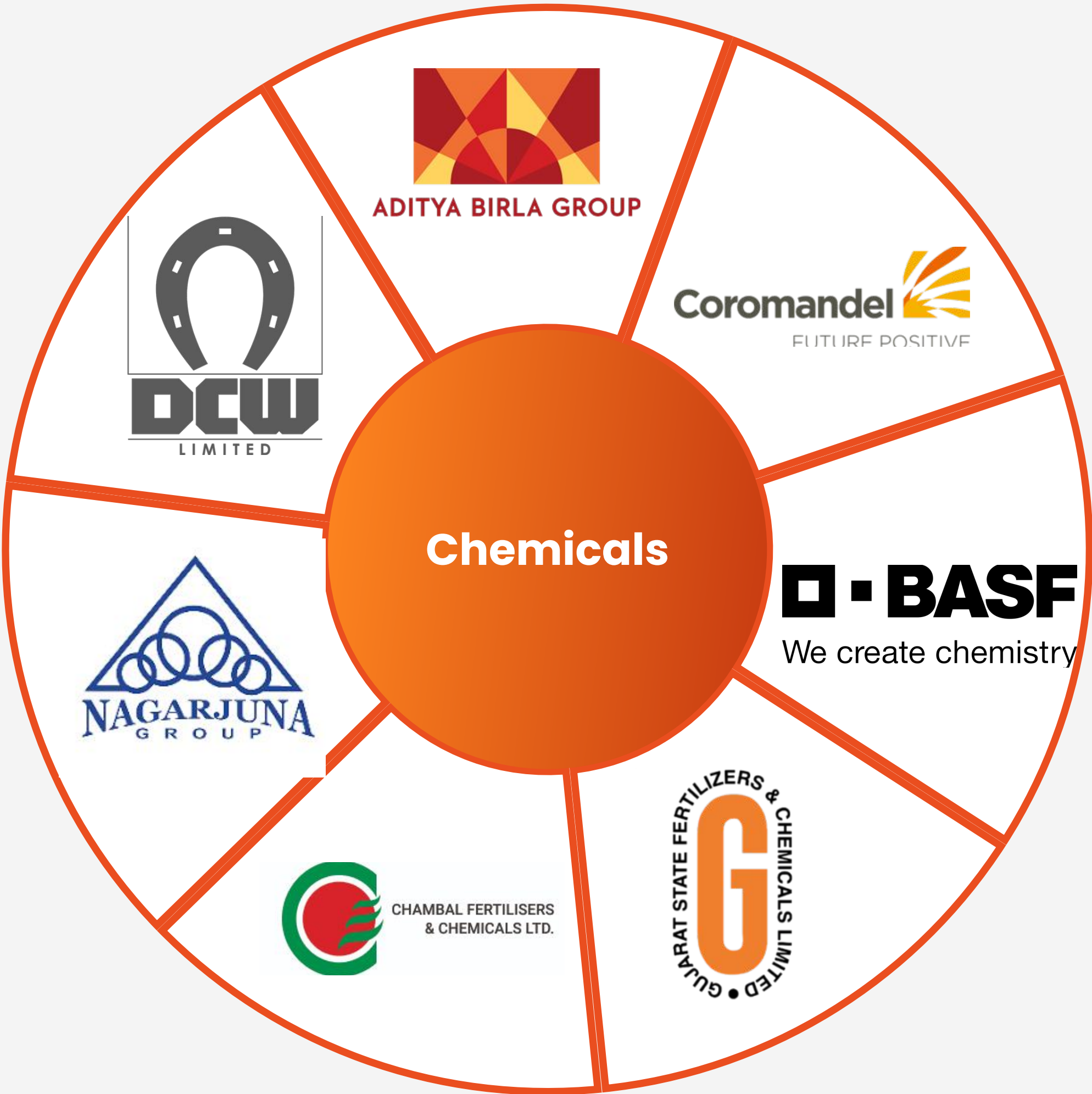


Top Brands Love Us





Top Brands Love Us



Vendor Management



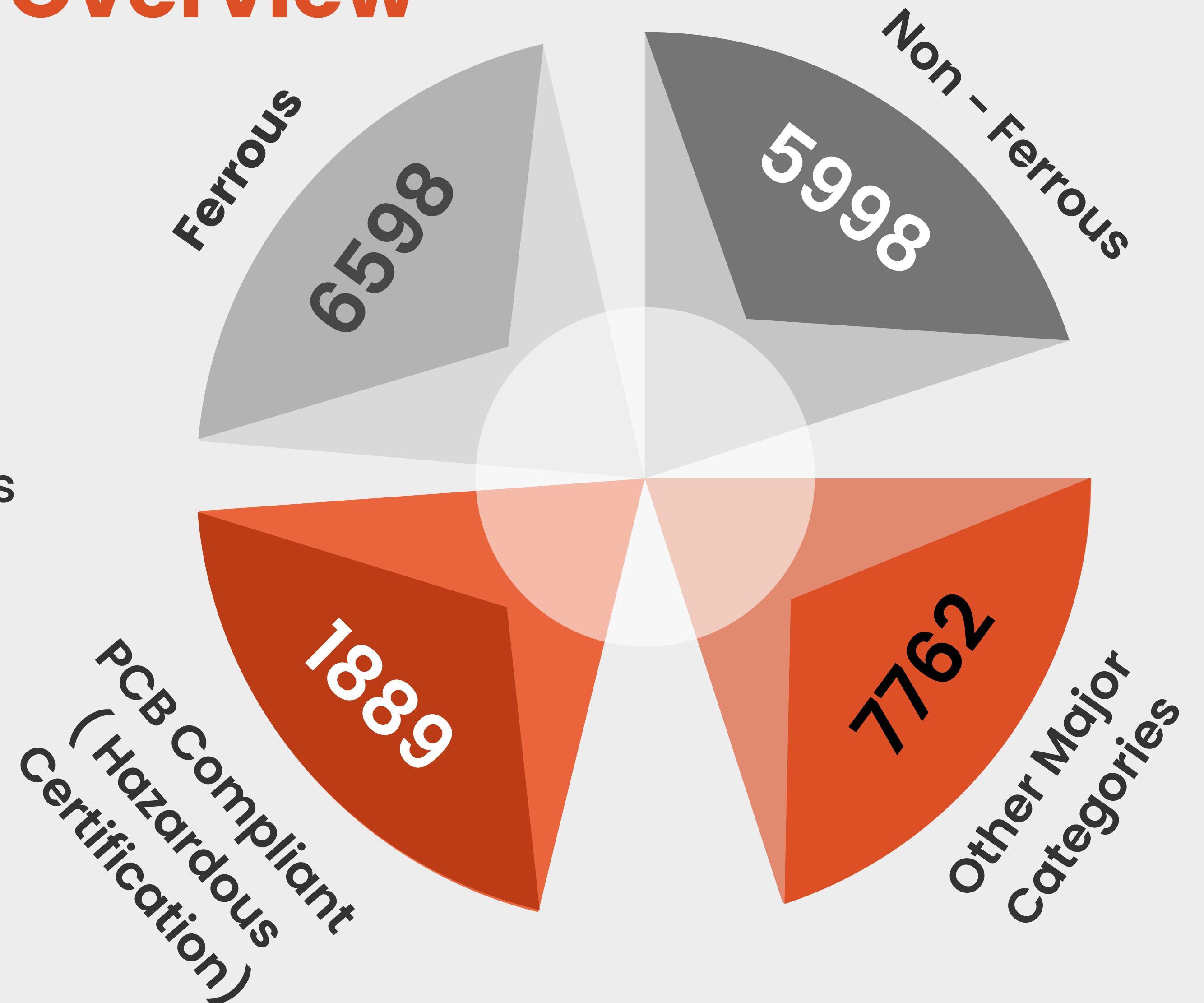
Our Vendor Strength – An Overview

We are supported by

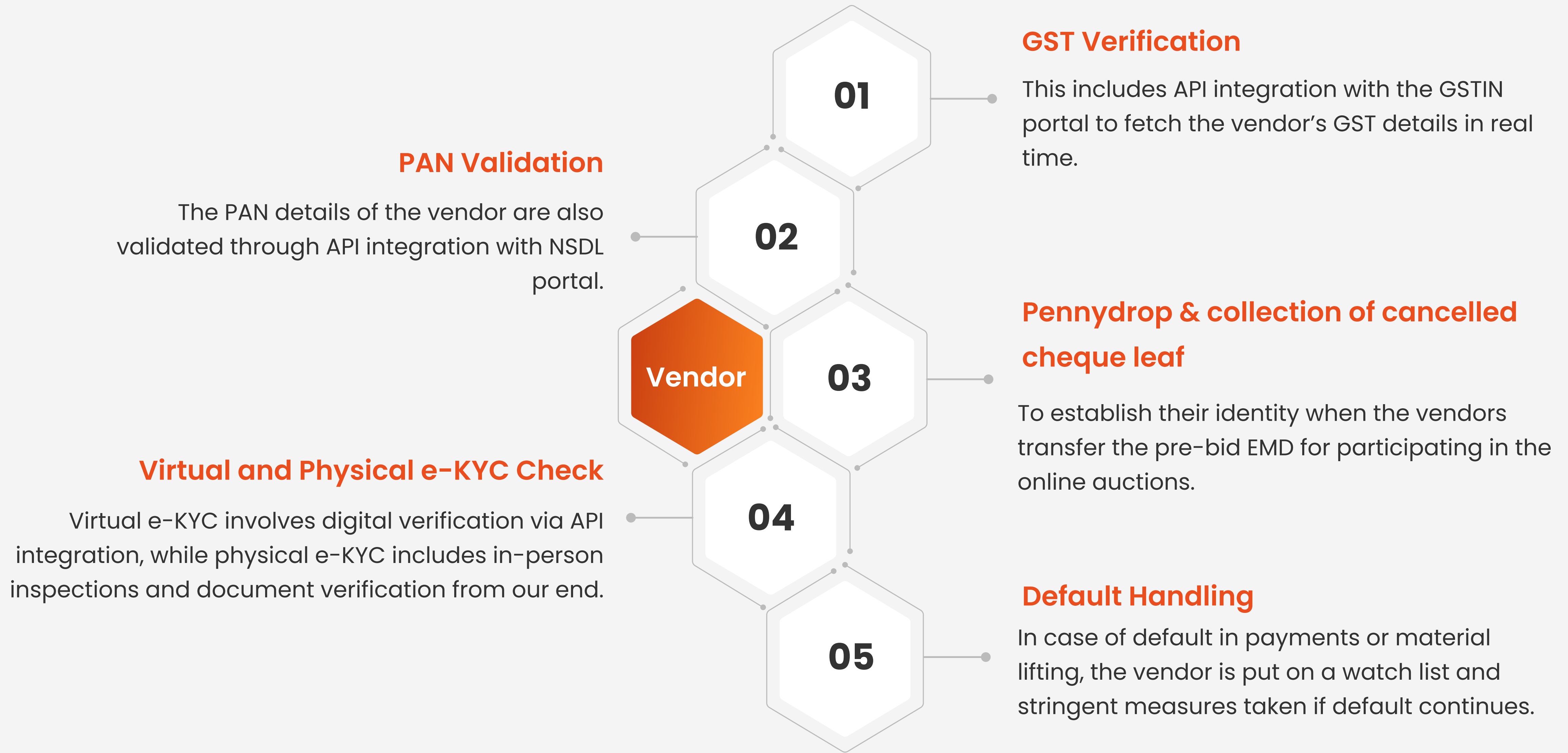
20,000+ vendor strength

handling **69,000+** products

across **50** industries.



We prioritize the integrity and reliability of our vendor network through a comprehensive verification system

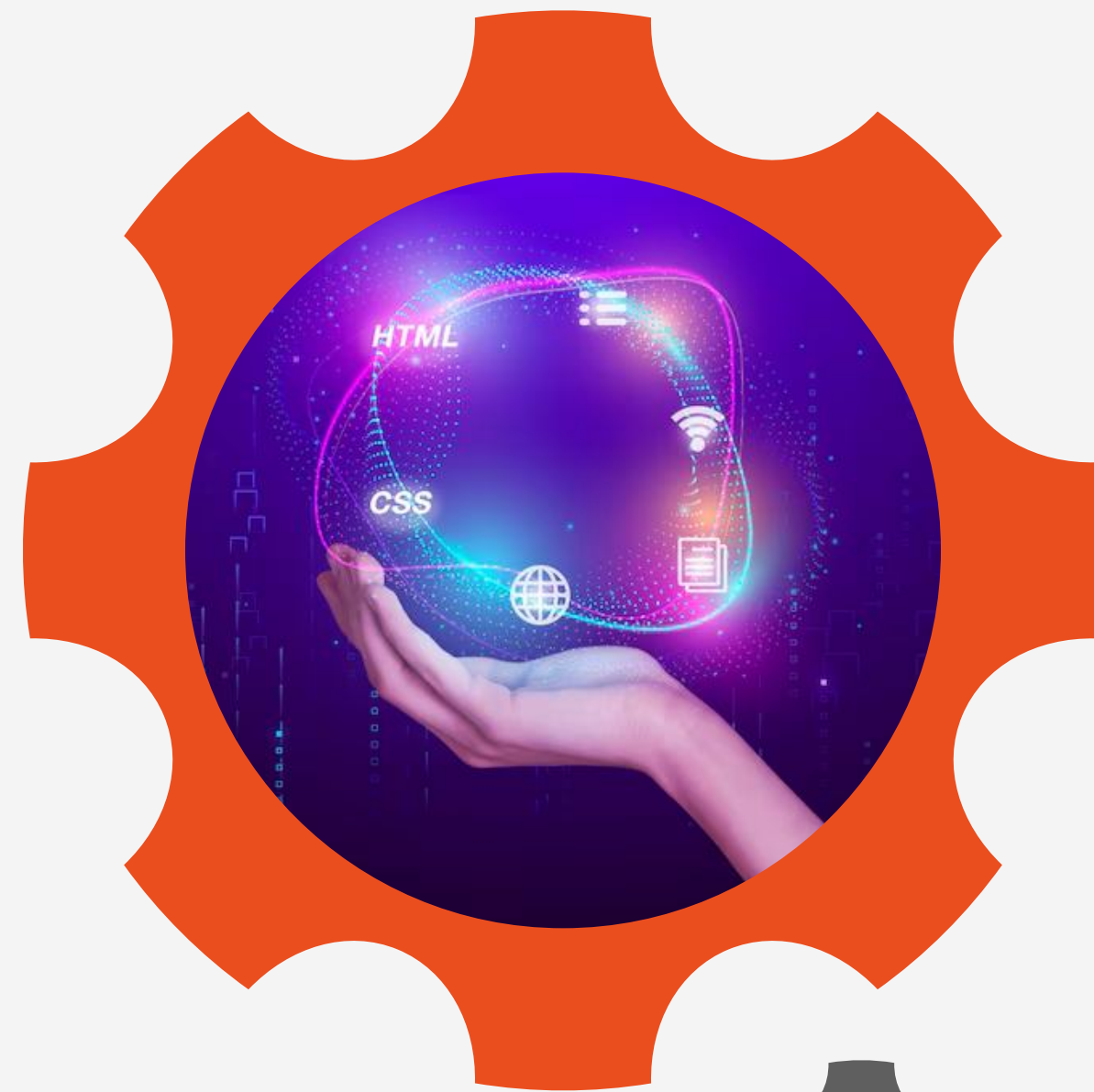




Our Robust Technology



Technology **We Use**



Front-end

Javascript | jQuery |
Bootstrap | HTML | CSS



Back-end

.Net



Database

Mssql

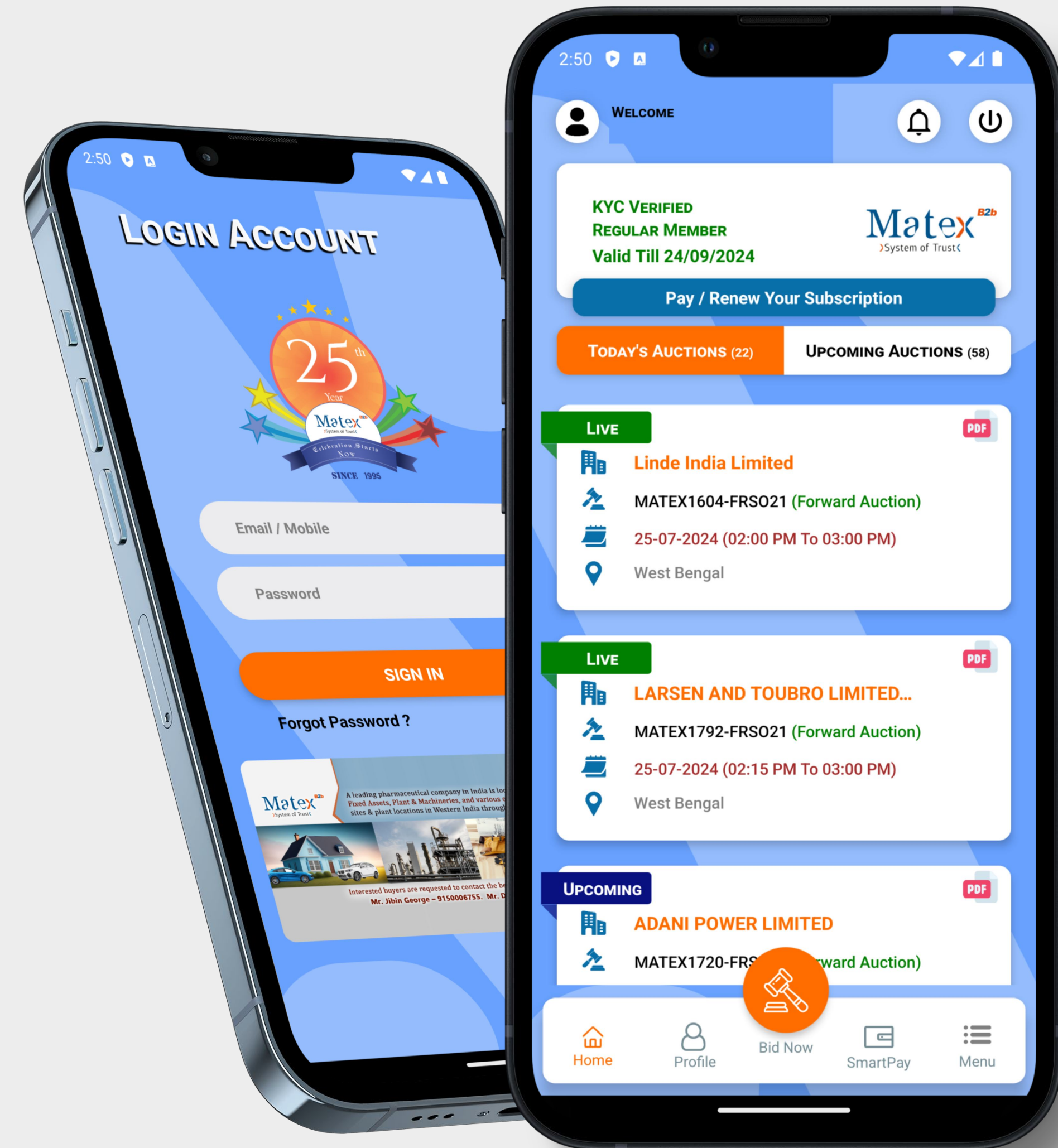
Cloud Services

Google Cloud



We offer web and mobile app (Android & iOS) interfaces that allow bidders to easily participate in auctions and have a seamless experience by following these steps:

- Registration
- Login with credentials
- Validate GST, PAN and upload the documents
- View and participate in auctions





Bureau Veritas Certification

Matex Net Private Limited



37/22, Chamiers Towers, 6th Floor, Chamiers Road Towers, Teynampet, Chennai – 600 018, Tamil Nadu, India.

Bureau Veritas Certification Holding SAS – UK Branch certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the Management System Standard detailed below.

Standard

ISO/IEC 27001:2013

Scope of certification

INFORMATION SECURITY COVERING,

1. PROVIDING ONLINE AUCTIONS AND SUPPORTING SERVICES SUCH AS PREPARATION OF AUCTION CATALOGUE, INSPECTION OF ASSETS AND COLLECTION OF EMD
2. SOFTWARE APPLICATION DEVELOPMENT AND MAINTENANCE FOR MANAGING ONLINE AUCTIONS

STATEMENT OF APPLICABILITY, VERSION NO:- 10.0, DATED:- 20-12-2023.

Original cycle start date: **01 April 2021**
Recertification cycle start date: **28 March 2024**

Subject to the continued satisfactory operation of the organisation's Management System, this certificate is valid until: **31 October 2025**

Certificate No. **IND.24.5543/IS/U** Version: 1 Issue date: **28 March 2024**

[Signature]

For certificate authenticity, click here
<https://certcheck.ukas.com/>

ISO/IEC 27001 IN046257



Signed on behalf of BVCH SAS UK Branch
Jagatheesh N. MANIAN
Director – CERTIFICATION, South Asia
Commodities, Industry & Facilities Division

Certification body address: 5th Floor, 66 Prescott Street, London, E1 8HG, United Kingdom.

Local office: Bureau Veritas (India) Private Limited (Certification Business)
72 Business Park, Marol Industrial Area, MIDC Cross Road "C",
Andheri (East), Mumbai – 400 093, India.

Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation.
To check this certificate validity please call + 91 22 6274 2000.



Bureau Veritas Certification

Matex Net Private Limited



37/22, 6th Floor, Chamiers Towers, Chamiers Road, Teynampet, Chennai – 600 018, Tamil Nadu, India.

Bureau Veritas Certification Holding SAS – UK Branch certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the Management System Standards detailed below.

Standards

ISO 9001:2015

Scope of certification

- 1) PROVIDING ONLINE AUCTIONS AND SUPPORTING SERVICES SUCH AS PREPARATION OF AUCTION CATALOGUE, INSPECTION OF ASSETS AND COLLECTION OF EMD.
- 2) SOFTWARE APPLICATION DEVELOPMENT AND MAINTENANCE FOR MANAGING ONLINE AUCTION.

Original cycle start date: **28 April 2021**
Recertification cycle start date: **24 April 2024**

Subject to the continued satisfactory operation of the organisation's Management System, this certificate is valid until: **27 April 2027**

Certificate No. **IND.24.2636/QM/U** Version: 1 Issue date: **24 April 2024**

[Signature]

For certificate authenticity, click here
<https://certcheck.ukas.com/>

ISO 9001:2015 IN046359



Signed on behalf of BVCH SAS UK Branch
Jagatheesh N. MANIAN
Director – CERTIFICATION, South Asia
Commodities, Industry & Facilities Division

Certification body address: 5th Floor, 66 Prescott Street, London, E1 8HG, United Kingdom.

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We ensure platform security through a multi-layered approach. We comply with industry standards and regulations, including ISO certification (ISO 27001:2013 and ISO 9001:2015) and adherence to the IT Act 2000.

Fixed Model

Fixed Fee model:

A fixed fee is charged from the Seller for conducting auctions.

SAAS Model:

We host an exclusive application, either on client server or our server, integrating their data with the necessary customization for the client company.

This will be a fixed rental amount charged every month.



Variable Model

Service-Based Model

We charge a service fee on the final sale price of the items sold.

This is a percentage of the sale price and is charged to the seller.



Success Stories



Successful Expansion of E-Auction Strategies in the GCC Region

How we supported a leading Infrastructure Company in GCC to manage their scrap disposal through our structured E-auction methodology.

Challenges:

The client have been successfully implementing e-auction strategies for disposals in India for the past 20 years. But they still faced difficulties in replicating this success in the GCC region operating over the last decade.

Establishing and executing effective e-auction operations in this region proved  challenging due to differences in market dynamics and local connections.

Solution:

The Chennai branch of Matex stepped in to address these challenges, leveraging its industry expertise and robust bidder network to successfully manage multiple scrap disposal inquiries with a 100% success rate.

We developed a strategic approach that effectively navigated local connections, ensuring smooth, transparent operations while always prioritizing our clients' interests.

Benefit:

With minimal effort from the inhouse team, the client could manage the disposal process for the projects completed and vacate the premises in the allotted schedule. This allowed the company to focus on its core business without external concerns.

Conclusion :

The client was extremely satisfied with our services and has extended our services to other project locations in Saudi Arabia, Oman and other MENA countries.

How Matex Boosted Value for the scrap for a Leading Windmill Power Company

Exceeding the client's expectation – The Matex Way !!

Challenges:

A leading power company in the windmill sector faced the challenge of efficiently managing and monetizing their scrap materials. With a dispersed buyer base and the need to maximize returns, the company struggled to attract a wide pool of bidders and achieve competitive prices for their scrap.

Additionally, coordinating auctions and ensuring broad participation was a significant hurdle, potentially impacting the overall gross merchandise value (GMV) they could achieve.

Solution:

Matex stepped in to address these challenges by organizing and managing two auctions for the client in 2024. Leveraging our extensive network, we attracted buyers from across India, ensuring a diverse and competitive bidding environment.

With a well-executed auction strategy, Matex brought together 29 participants, creating a highly competitive atmosphere that significantly boosted the bidding process.

Benefit:

As a result of Matex's intervention, the client achieved a remarkable GMV of **Rs. 7.26 crore** for all their scrap materials. The broad participation and competitive bidding not only exceeded the client's expectations but also ensured that they could maximize the value of their scrap assets.

This successful auction strategy demonstrated the effectiveness of Matex in transforming challenges into significant financial gains for the client.

Built on Trust & Transparency: The Foundation of Our Client Relationships

How we supported a leading Manufacturing Company At Chennai to manage their scrap disposal amidst severe Social and Political disturbances.

Challenges:

A leading manufacturing company near Thiruvallur, Chennai struggled with scrap disposal due to local and political pressures.

Unsatisfied with a previous auction service, they sought a reliable partner. In 2017, Matex Technologies stepped in with a tailored solution.

Solution:

Matex utilized its industry expertise and strong bidder network to manage the scrap disposal.

A strategic approach was developed to navigate local pressures, ensuring smooth and transparent operations. We prioritised to safeguard the interests of our clients at all times.

Benefit:

Since 2017, Matex has successfully managed scrap sales without disruptions, allowing the company to focus on its core business without external concerns.

We have so far handled a GMV of Rs. 28 crores in their scrap disposal from the year 2018 till 2024.

Sourcing New Opportunities: The Vintage Chassis Achievement

The Vintage Chassis Sale for a leading Automotive manufacturing company at the showroom price with End User Methodology!

Challenges:

A leading Automotive manufacturing company in Chennai faced a significant challenge in selling 2,000 odd vintage chassis of their test vehicles.

They quoted the showroom prices which made it difficult to attract buyers.

Despite their Sales & Marketing department's efforts, they were unable to make the sales.



Solution:

Matex Technologies stepped in and took a different approach by directly connecting with lorry associations who would benefit by purchasing the test chassis which are used, but in good condition.

By understanding the market needs and effectively communicating the value of the chassis, we were able to attract interested **End Users** and the auction was conducted in different stages and we managed to get the rate quoted by the client.

Benefit:

We successfully sold all 2,000 chassis, achieving what seemed impossible.

The client was highly satisfied with the outcome, as we turned a challenging situation into a success by leveraging our deep market connections and strategic approach.

Our commitment to excellence and customer satisfaction is at the core of everything we do.



We look forward to the opportunity to serve you!!!

Valuetek

Thank You

Adding Value to Your Scrap

