



# ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES

(Approved by A.I.C.T.E, New Delhi & Affiliated to JNTU Anantapur, Anantapuramu)  
(Institute Accredited by NAAC, Bangalore) (Institute Accredited by IE (I), Kolkata)

## CRITERION 3 – RESEARCH INNOVATION AND EXTENSION

### 3.5. CONSULTANCY

#### 3.5.1 Revenue generated from consultancy and corporate training during the last five years

<b>Criterion Number</b>	<b>3</b>
<b>Metric</b>	<b>3.5.1</b>
<b>Details</b>	<b>Revenue generated from consultancy and corporate training</b>
<b>Pages</b>	<b>1</b>



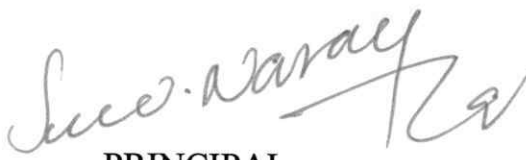
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## 3.5.1 Revenue generated from consultancy and corporate training during the last five years

List of consultants and details of revenue generated by them  
Academic Year 2020-2021

S.No.	Name of the consultant	Name of consultancy project	Consulting/Sponsoring agency with contact details	Year	Revenue generated (INR in Lakhs)
1	Dr. N. Siva Rami Reddy	Development of Software for Scheduling of Machines and Jobs	Lanco PVT Ltd., Sri Kalahasthi, Tirupathi	2021	2.95
2	Y. Sunanda	Design Of Sinamics V20 Vf Drive Panel	SV Technologies, Nellore	2020	0.40

  
PRINCIPAL  
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ANNAMACHARYA INSTITUTE OF  
TECHNOLOGY & SCIENCES  
NEW BOYANAPALLI 516 126  
RAJAMPET, KADAPA DIST. A.P.

## ELECTROSTEEL CASTINGS LIMITED

Srikalahasthi Works  
Rachagunneri 517641, Srikalahasthi Mandal, Tirupati District, A.P.  
Tel: +91 08578-286650 - 55. Fax: +91 08578 286657/88  
CIN: L27310OR1955PLC000310  
Web:www.electrosteel.com;E-mail: swaccounts@electrosteel.com



Date:13/05/2021

From,  
Mr. T. Murali,  
Assistant General Manager,  
Electrosteel Castings Ltd.,  
Sri Kalahasthi Mandal, Tirupati District, AP.

To,  
The Principal,  
Annamacharya Institute of Technology and sciences,  
Rajampet-516126.

Respected Sir,

Sub: Sub: Suggesting the feasibility to the reduction of tool copies through your college experts as a consultancy project from our industry consultancy for the experts to visit the industry for studying the problem practically - Requested - Reg.

\*\*\*

I Mr. T Murali, Assistant General Manager, Electrosteel Castings Ltd., Sri Kalahasthi inform that, we are the manufactures of Automobile components, and we have problem with the tooling cost which makes around 30% of total production cost. We request you to depute your Mechanical Department experts to study the problems and gives solution for reduction of tooling cost. By consulting our engineers, we are ready to pay the consultancy charges to institute for studying problem and offering solutions. We are waiting your response at earliest.

Thanking you sir,

With Regards

  
T. Murali



College Code : 70

# ANNAMACHARYA INSTITUTE OF TECHNOLOGY AND SCIENCES :: RAJAMPET

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Recognized by UGC, New Delhi under sections 2(f) & 12(B) as per UGC act 1956. Institutional Member of ISTE

Date:14/05/2021

From,  
The Principal,  
Annamacharya Institute of Technology and sciences,  
New Boyanapalli,  
Rajampet-516126.  
Kadapa Dist, Andhra Pradesh.

To,  
Mr. T. Muarli,  
Assistant General Manager,  
Electrolsteel Casting Ltd.,  
Sri Kalahasthi Mandal, Tirupati District, AP.

Sir,  
Sub: AITS-RJPT-Offering consultancy to Electrolsteel Castings Ltd., Sri Kalahasthi Reg.  
Ref:- Your Lr. No. Nil, Dt 13.05.2021 Addressed to Principal, AITS.

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Thank you very much for giving us an opportunity to offer our consultancy to Electrolsteel Castings Ltd., located at Sri Kalahasthi, Tirupathi Dist. Our college senior Professors Dr. N Sivarami Reedy and Dr P. V. Sanjay Kumar will visit your industry on 24-05-2021 at 10:00 Am for collecting complete data related to the problem. Our professors will analyze the data and develop the software for reduction for tooling cost with in one year. The consultancy charges for studying this problem will be 2.95 Lakhs. The consultancy report provides the input to be given for the software in terms of tools, jobs and operations, travelling time of tools between machines including load and unload times. The project report provides the input, layout and schedule generated for a case study. In addition it provides reduction in tooling cost. If this proposal is acceptable to you, you may send a requisition letter to our professors asking them to visit your industry.

Thanking you,

*Sue. Naray*  
*Ca*

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NEW BOYANAPALLI 516 126  
RAJAMPET, KADAPA DIST. A.P

## ELECTROSTEEL CASTINGS LIMITED

Srikalahasthi Works  
Rachaguneri 517641, Srikalahasthi Mandal, Tirupati District, A.P.  
Tel: +91 08578-286650 - 55. Fax: +91 08578 286657/88  
CIN: L27310OR1955PLC000310  
Web: www.electrosteel.com; E-mail: swaccounts@electrosteel.com



Date: 17-05-2021

From,  
Mr. T. Murali,  
Assistant General Manager,  
Electrosteel Castings Ltd.,  
Sri Kalahasthi Mandal, Tirupati District, AP.

To,  
The Principal,  
Annamacharya Institute of Technology and sciences,  
Rajampet-516126.

Respected Sir,

**Sub:** Accepted your Consultancy Project proposal- Requested to send the college Professors to visit our industry on 24-05-2021 – Reg.,

Thank for accepting our industry proposed consultancy project on Development of Software for scheduling of machines and jobs for minimum accomplish time and reduction in tooling cost. We are requesting you to send your professors to visit our industry on 24-05-2021 for collecting the relevant data to the problem. we are waiting for your visit.

Thanking you sir,

With Regards

  
T. Murali

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Regd. Office: Rathod colony, Rajgangpur, Sundergarh, Odisha 770 017  
HO.:19, Camac Street, Kolkata - 700 017

Date: 02-11-2020

To

The Principal,  
Annamacharya Institute of Technology and Sciences, Rajampet  
Y.S.R. District.

**Sub:** Request for Faculty Collaboration in “**DESIGN OF SINAMICS V20 VF DRIVE PANEL**” – Reg.

Dear Sir,

I, B. Venkata Sumanth, representing SV Technologies, S.P.S. Nellore. We specialize in the Development of PLC and V20 VF Drive Panels.

In light of our current projects and future initiatives, we are seeking to collaborate with experts in this field. Therefore, we kindly request your assistance in deputing a faculty member from your esteemed institute who has expertise in PLC and VF Drive Panels.


We are eager to discuss this potential collaboration in more detail at your earliest convenience.

Thank you for considering our request. We look forward to the possibility of working together.

**Best Regards**



B. Venkata Sumanth  
Managing Director  
**SV TECHNOLOGIES**  
Cell:-9494091161 , 7989319555.  
[venkat.svtechnologies@gmail.com](mailto:venkat.svtechnologies@gmail.com)

 Near Indira Gandhi Statue,  
Beside Syndicate Bank, KVR Plaza,  
Nawabpet, NELLORE - 524002.

 94940 91161, 79893 19555  
 [svtechoffice@gmail.com](mailto:svtechoffice@gmail.com)  
 [www.sriventechnologies.in](http://www.sriventechnologies.in)



College Code : 70

# ANNAMACHARYA INSTITUTE OF TECHNOLOGY AND SCIENCES :: RAJAMPET

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Date: 12/11/2020

To

Mr. B. Venkata Sumanth,  
Managing Director,  
SV Technologies,  
Nellore.

**Sub.:** Acceptance of Consultancy project – **Design of PLC and V20 VF Drive Panels** – Reg.,

In response to the letter received from SV Technologies, Nellore, dated on 02/12/2020 regarding the industrial collaboration and also identification of a suitable faculty member from our institute on their consultant project involving **Design of Sinamics V20 VF Drive Panel**.


After careful consideration, I am pleased to inform you that **Ms. Y. Sunanda, Assistant Professor, Department of ECE**, has been identified as an ideal candidate for this collaboration.

Ms. Y. Sunanda has extensive experience and expertise in VF Drive Panels.

Ms. Y. Sunanda is enthusiastic about the opportunity to work with SV Technologies and she is ready to contribute to the projects.

The estimated amount for the execution of this project is **Rs. 40,000/-** over the period of Six Months.

Thank you for facilitating this valuable opportunity for our faculty.

  
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ANNAMACHARYA INSTITUTE OF  
TECHNOLOGY & SCIENCES  
NEW BOYANAPALLI-516 126  
RAJAMPET, KADAPA DIST. A.P

**CONSULTANCY PROJECT WORK ORDER**

Date: 14-12-2020

**To,**

Ms. Y. Sunanda

Assistant Professor, Department of ECE

Annamacharya Institute of Technology and Sciences, Rajampet  
YSR District.

Sub: Request for Consultancy project "**DESIGN OF SINAMICS V20 VF DRIVE PANEL**" – Reg.,

Dear Madam,

I, B. Venkata Sumanth, representing SV Technologies, S.P.S. Nellore, am writing to express our requirements for "**DESIGN OF SINAMICS V20 VF DRIVE PANEL**" It is my immense pleasure to assign you this work order, given your expertise and the state-of-the-art facilities available at your R&D center.

For the execution of this design, an amount of Rs. 40,000/- will be payable to the Principal, AITS Rajampet, as per the guidelines.

Thank you for your cooperation.

**Best Regards**



B .Venkata Sumanth

Managing Director

**SV TECHNOLOGIES**

Cell:-9494091161 , 7989319555.

[venkat.svtechnologies@gmail.com](mailto:venkat.svtechnologies@gmail.com)



# A.I.T.S-Rajampet-2020-21

New Boyanapalli  
Rajampet- 516 126  
Kadapa District

## Income and Expenditure Statement

1-Apr-2020 to 31-Mar-2021

Particulars	1-Apr-2020 to 31-Mar-2021	Particulars	1-Apr-2020 to 31-Mar-2021
<b>Expenses (Indirect) (Indirect Expenses)</b>	<b>7,50,173.00</b>	<b>Income (Indirect) (Indirect Incomes)</b>	
Chief Minister's Relief Fund for Covid-19	<u>7,50,173.00</u>	<b>Examination Fee</b>	
<b>Academic Expenses</b>	<b>11,22,18,109.75</b>	<b>Interest on Deposits</b>	<b>2,12,956.00</b>
Affiliation Fee	1,50,000.00	Interest on Deposits	<u>2,12,956.00</u>
Applied Robotic Training Programme	1,93,520.00	<b>Miscellaneous Income</b>	<b>43,56,200.40</b>
Faculty Conferences/Workshops/PBM	3,99,000.00	Consultancy Fee	3,35,000.00
Games & Sports	73,208.00	Corporate Training Programme Fee (MDP)	99,000.00
Guest Lecturers-C S E Dept	2,600.00	Funds/grants Received From Govt. & Non-Govt.	6,65,834.00
Guest Lecturers-E C E Dept	14,244.00	Internet Collections	13,625.00
Guest Lecturers	91,000.00	Miscellaneous Income	35,660.00
Guest Lectures EEE Dept	14,400.00	Other Collections	16,714.86
Guest Lectures MBA Dept.	4,000.00	Placement Service Fee	29,43,257.00
Inspection Fee	57,400.00	Tcs Exam Remuneration	1,17,091.54
Inspection Processing Fee	35,000.00	Xerox Collections	<u>1,30,018.00</u>
Internet Expenses	9,53,642.00	<b>Tuition Fee</b>	<b>30,23,19,168.00</b>
Membership Fee	2,50,000.00	Lab. Utility Fee	1,11,45,250.00
Merit Scholarship	2,25,000.00	Library Utility Fee	96,37,650.00
NSS Expenses	4,800.00	Tuition Fee Received	<u>28,15,36,268.00</u>
Prizes & Medals	3,000.00		
R&D- Seed Money	5,52,000.00		
Remuneration	2,30,463.22		
Research Scholors Styphend	54,000.00		
Seminar & Conference (CSE)	3,000.00		
Seminar & Conference (ECE)	9,450.00		
Seminar & Conference (EEE)	8,949.00		
Seminar & Conference (H & S)	23,000.00		
Seminar & Conference (MBA)	5,000.00		
Seminar & Conference (MCA)	5,000.00		
Seminar & Conference (ME)	18,950.00		
SMS Usage Charges	24,780.00		
Software Expenses	3,58,060.00		
Staff Salaries - Non Teaching	1,51,39,874.09		
Staff Salaries - Teaching	8,84,81,146.94		
Subscription	47,63,722.50		
Syllabus Copies	<u>69,900.00</u>		
<b>Administrative Expenses</b>	<b>67,84,873.45</b>		
Advertisement Charges	7,07,599.00		
Audit Fee	6,49,000.00		
Contingencies	3,82,488.00		
Electricity Charges	5,33,506.00		
Health Care Expenses	1,860.00		
Hospitality	1,27,449.00		
Insurance Charges	1,07,840.00		
Interest on DST- ICPS Grant	36,399.00		
Lodge Rent	30,415.00		
Petrol & Conveyance	14,875.00		
P.F Contribution	25,86,193.33		
Placement Expenses	1,10,807.00		
Postage & Telegram	73,764.00		
Printing & Stationery	6,79,313.00		
Processing Fee	<u>1,98,919.00</u>		



continued ...

**A.I.T.S-Rajampet-2020-21**

Income and Expenditure Statement : 1-Apr-2020 to 31-Mar-2021

Particulars	1-Apr-2020 to 31-Mar-2021	Particulars	1-Apr-2020 to 31-Mar-2021
Professional Fee	10,000.00		
Rates & Taxces	92,600.00		
Telephone Charges	3,22,307.12		
Transport Charges	13,495.00		
Travelling Expenses	86,284.00		
Vehicle Hire Charges	4,000.00		
Women's Day Celebrations	15,760.00		
<b>Depreciation</b>			<b>4,17,64,137.00</b>
Depreciation	4,17,64,137.00		
<b>Financial Charges</b>			<b>21,334.85</b>
Bank Charges	21,334.85		
<b>Maintenance Charges</b>			<b>47,22,253.48</b>
A M C Charges	38,203.00		
Diesel Expenses for generators	3,40,859.00		
Guest House Maintenance	1,25,165.00		
Lab Contingencies (Civil)	6,473.48		
Lab Contingencies (E C E)	1,31,520.00		
Lab Contingencies (EEE)	11,410.00		
Lab Contingencies (H & S)	24,526.00		
Lab Contingencies (Mech)	2,55,808.00		
Lab Maintenance	7,63,743.00		
Repairs & Maintenance-Building	3,79,428.00		
Repairs & Maintenance-Computers	1,13,724.00		
Repairs & Maintenance-Electrical	1,30,941.00		
Repairs & Maintenance (Equipment)	24,550.00		
Repairs & Maintenance- Furniture	32,205.00		
Repairs & Maintenance-Generator	2,00,741.00		
Sanitary Expenses	2,32,991.00		
Security Charges	18,50,040.00		
Software Maintenance	13,924.00		
Vehicle Maintenance	21,500.00		
Xerox Machine Maintenance	24,502.00		
Excess of income over expenditure			<b>14,06,27,442.87</b>
<b>Total</b>	<b>30,68,88,324.40</b>	<b>Total</b>	<b>30,68,88,324.40</b>

For: SANKARAM & ASSOCIATES  
 CHARTERED ACCOUNTANTS  
 Firm. Regd. No. 0035815

*M. Pala*  
**M. PALA SANKARAM**  
 PARTNER  
 M.NO. : 027068

For Annamacharya Educational Trust

*C. Sankarala*  
 SECRETARY

## FIXED ASSETS:

Sl. No	Name of the Assets	W.D.V As on 01.04.2020	Additions during the year		Deductions	Total as on 31.03.2021	Rate %	Depreciation For the Year	W.D.V As on 31.03.2021
			More than six months	less than six months					
1	Computers	99,53,542	23,750	29,28,325	-	1,29,05,617	40%	45,76,582	83,29,035
2	Electrical Equipment	87,38,804	5,85,000	2,16,150	-	95,39,954	15%	14,14,782	81,25,172
3	Furniture & Fittings	1,12,64,337	-	1,14,940	-	1,13,79,277	10%	11,32,181	1,02,47,096
4	Generator	2,96,516	-	-	-	2,96,516	15%	44,477	2,52,038
5	Lab Equipment	2,10,64,041	6,90,936	-	-	2,17,54,977	15%	32,63,247	1,84,91,731
6	Library Books	24,04,192	-	-	-	24,04,192	40%	9,61,677	14,42,515
7	Office Equipment	48,65,454	3,776	2,04,357	-	50,73,587	15%	7,45,711	43,27,875
8	Workshop Equipment	1,62,484	-	-	-	1,62,484	15%	24,373	1,38,112
9	Solar Plant	77,38,213	-	-	-	77,38,213	40%	30,95,285	46,42,928
10	Buildings	23,69,12,369	-	-	-	23,69,12,369	10%	2,36,91,237	21,32,21,132
11	Vehicles	1,87,63,906	-	-	-	1,87,63,906	15%	28,14,586	1,59,49,320
	<b>Grand Total</b>	<b>32,21,63,857</b>	<b>13,03,462</b>	<b>34,63,772</b>	<b>-</b>	<b>32,69,31,091</b>		<b>4,17,64,137</b>	<b>28,51,66,954</b>



For Annamacharya Educational Trust

*C. Sathish Babu*  
SECRETARY