

Niranjan: Quality Over Price



A supplier and manufacturer of total electrical systems and installations, Niranjan Electricals proceeds to expand their corporation due to an increase in demand. Dilhan Gunawardana, Business Development Director - Niranjan Group of Companies elaborates on their procedures and forthcoming ventures, disclosing the attributes that differentiate them from the rest.

Niranjan Electricals first commenced operations in 1987 and from humble beginnings, it has continued to broaden its scope to include three subsidiary companies; RND Power Technologies, Power Net Engineering and Niranjan Energy Management.

Since its inception, the company has been committed to ensure that the services they offer are in accordance with IEE (Institute of Electrical Engineering) standards since power and energy management are two of the most vital aspects to be focused when concerning the effective operation of any business entity. Thus, proving their customers with power and energy solutions that invigorate the growth of the business has always been the ethos of the company. Niranjana Electricals has reached the pinnacle of the industry being the market leader for their expertise in industrial, commercial and residential electrical installation, where emphasis has been given to high quality, reliability of products and affordable services.

Due to the increasing demand for their products, Niranjana Electricals is presently in the process of expanding their manufacturing plant in Panadura where panel boards and cable management systems required for electrical systems are manufactured. "Everything is done in-house. We obtain the raw materials, fabricate the enclosure, powder coat, assemble and then do the wiring as well, a process that is scarce in Sri Lanka," said Dilhan Gunawardana. This stands testament to the company's capability of handling electrical installations of any kind while ensuring that their clients receive nothing but the best in terms of products and services.

This enterprise will be completed concurrently with a new venture, a separate business specialising in retail. Seven stores have been strategised, five within the Western Province, where consumers can purchase electrical products. This project has been ventured upon with the objective of catering to the market segment of small scale domestic projects, by supplying locally manufactured quality equipment.

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Further, Niranjana Electricals plans to venture into the sector of renewable energy, where products and solutions with regards to the utilisation of solar energy, and industry automation systems will be offered to customers.

Additionally, the company recently launched their new website as well.

Niranjan undertakes projects internationally. Strengthened from the industry expertise that they have gained over the years, the company has been able to enhance their global presence, marking their footprint in Bangladesh, Vietnam, Seychelles and Maldives, where they recently completed Cheval Blanc, a prominent Louis-Vuitton resort. To further expand their international influence, Niranjan intends to obtain a Type-Testing Certification for electrical distribution boards, which establishes that they have adhered to international standards, and can be trusted on a global scale.

The company manages many distinguished projects locally, across versatile industries. Their portfolio includes corporates, academic institutions, hospitality service providers such as hotels and resorts, garment factories, banks, apartments and other real estate projects, airlines, office complexes and more.

In 2014, Niranjan received the ICTAD-EM-1 certification, the highest rating for electrical contractors, a cumbersome process that took nine months and included the criteria of a benchmarked annual turnover, employment of proficient staff and engagement in large scale local projects.

Furthermore, they received the certification ISO 9001:2008 for design and installation of electrical systems. "We never compromise on quality. We have the lowest price, best quality, fastest delivery period and quality assurance engineers in order to maintain this standard of quality as we handle a large number of projects. That's why we obtain all these certifications - regardless of price, our primary concern is quality," stated Gunawardana explaining the reasons behind the achievements of Niranjan Electricals.