



POSSIBILITIES ARE ENDLESS WHEN DRIVEN BY PERSEVERANCE

Our Gujarat Team cashed in on a big opportunity and turned few of the most visited places in Gujarat into an institution displaying our Bird Pro solution/ offering.

Where? **The Temples!**

How? Read on to know more...



The temples of Gujarat boast of beautiful and elaborate architecture, thus attracting a huge magnitude of visitors, but it comes with its own challenges. The carvings and domes give place to the birds to perch, the devotees feed them with grains and a lot of temples are constructed near a water source like river or pond. Thus they make a perfect home for the pigeons, who are a massive nuisance due to their droppings and pose a huge cleaning and maintenance cost to the temple committee.

The first successful temple project was completed by Sarkhej branch. The team while attending a query for GSS for the kitchen premises, noticed that, the temple was struggling to keep up, with the expenses and workload of housekeeping, needed for cleaning up the bird droppings. Jugal Joshi (Branch Manager-Sarkhej) and his team then approached the management committee and presented them with the solution of Bird Pro netting, and after continuous follow up of more than 5 months, they finally bagged the contract.

Another challenge was posed in front of Junagarh Site, Rajkot Branch. Bird netting is popular in this region but it's done using fishing nets by local PCOs. In order to increase recognition to our unique offering, Sandip Sojitra (Branch Manager-Rajkot) recognized a challenging opportunity involving the dome of the temple. The temple attracts heavy footfall and thus could be a big reference point for local visitors.

Prashant Patil and Sanjay Dabholkar from Bird Pro Team, stepped in to provide their expertise, as the dome had a novel inclination and needed a unique angled placement of the netting. A demo was then given to the trustees, which strengthened their trust and soon the job landed with RPCI.

Mihirkumar Megha of Anand Branch also revived a 4 year old lead for a temple and converted it successfully into a Bird Pro job.



Sarkhej Team

Top from left- Dharmendrabhai Kadiya, Ashish Jain, Yogesh Rajput
Bottom from left – Surendrasingh Rajput, Jaydeepbhai Bodat, Jugal Joshi



Rajkot Team

Top from left- Rohit Kalariya, Bipin Pandav
Bottom from left – Subhash Dund, Sandip Sojitra



Every task is a Learning Opportunity, approach for assistance and guidance wherever required

Continuous follow-ups is the key to Sales

Don't wait for the right opportunity, create it!!

What we can Learn