



Pravin Patel,
chairman

Arvind Patel,
managing director

Pioneers of Infra Development

‘It’s never about the destination, rather the beautiful journey’ is one such direction that serves as a driving force for not only Pravin and Arvind’s visions but also for the other experts of **Patel Infrastructure**

In 1972, Arvind Patel's father, late Vithal Patel, had laid the foundation of Patel Infrastructure. This was initially a simple construction business focused on building government spaces. Vithal had relocated to Mumbai from a small *Gujarati* village, with an aspiration of doing something extraordinary in the field of building construction. He had put a lot of effort into developing the name, Patel Infrastructure, with persistence and patience. Quality is and has always been a non-negotiable attribute for the third-generation family-run firm in infrastructure development and this is all because of Vithal's hard work and contribution.

INCEPTION

After Vithal, Arvind had a fortune to take over as the managing director of his empire along with his brother Pravin Patel, who is the chairman of the company. With the right guidance and disciplined lifestyle, the duo's father had taught them many lessons about how to stay grounded and still fly high. It is an honour to recollect how, in 1998, Arvind and Pravin had expanded their father's empire into road construction while carrying on the organisation's history of civil construction. For more than 35 years, Arvind has spent learning about the market and operations that have aided the company in formulating and putting into practice various successful business strategies, diversifying the business portfolio by securing more projects, and entering new markets

like roads, highways, and metro segments as well as managing public relations with both public and private agencies and various clients.

TAKING THE COMPANY AHEAD

Arvind has been working diligently to make his father's vision larger than life to fulfil the obligation of carrying on his legacy. Keeping in mind to serve with the finest quality of craftsmanship, he incessantly wishes for Patel Infrastructure to never cease astound onlookers with the potential they have. One of his attributes that most people do find odd is of driving on the road his team built, with a cup of water on the dashboard of the car. This is his yardstick to judge the quality of the newly put-together gravel. He believes that if the water spills, then there is room for improvement. Though despite of his efforts to make things hard for his colleagues, the water doesn't spill 99 per cent of the time, which is corroborative evidence of how dedicated the craftsmanship of Patel Infrastructure.

CHALLENGES

With over 86 per cent of passenger and 65 per cent freight traffic, India accounts for the second-largest road network at 5.5 million kilometres, with road being

the most common mode of travel and transport. Initially, this accounted for many setbacks and challenges for Patel Infrastructure as it was very hard to get a qualified staff, top-notch materials, technology, and management systems. With discernment and determination, Arvind vowed to make things right and make this organisation the epitome of infrastructural capabilities. Today, the business has two verticals - highways and building construction business. Then there's the road and highway construction business. Even today, when they are commemorated for work, the words of Arvind's father always stood stern in his thoughts. Vithal would say, "The road to success will always be under construction, one must be tenacious to make a mark by accepting the challenges and overcoming them."

PI'S PROJECTS

When it comes to the civil construction plan, Patel Infrastructure only concentrates on a small number of esteemed and significant projects that are regarded as national landmarks. The new court building in Vadodara, Bhadra Court, and the new VS Hospital (Sardar Vallabhbhai Patel Hospital) in Ahmedabad are a few of these significant projects in Gujarat. The decision to diversify into road development did prove to be fruitful for them and with this certainty, they are not backing out from making a global mark in their craft. They also felt that diversifying into roads not only made



business sense but also Arvind's personal mission to be a part of the nation's growth. Patel Infrastructure feel honoured to be a part of India's progress. Delivering significant and technically challenging projects across all diverse geographies have allowed the company to demonstrate its dedication over a course of more than five decades, even in the face of challenging circumstances and environment. This has created seamless connectivity that brings people together and supports financially efficient breakthroughs. As the government is also launching new programmes like the Hybrid Annuity Model (HAM); Toll-Operate-Transfer model (TOT); Engineering, Procurement and Construction model (EPC); and the Build-Operate-Transfer model (BOT), this gives Patel Infrastructure more opportunities for more challenging but more flourishing times ahead and so is the case for others in the infrastructure sector.

With the first and only 18.75 metres of fully automatic slip form concrete paver in the country, Patel Infrastructure is inspired to construct several other PQC roads without joints, providing their business with an advantage over others in terms of quality of infrastructure. Their business has a long history of being recognised for completing civil building construction and road development projects on time and of a high standard. They procured a contract for 63Km of the 380Km eight-lane Vadodara-Mumbai Expressway project's first phase in 2018 due to our track record of completing multiple projects in the allotted time.

BREAKTHROUGH MOMENTS

One of the joys of Patel Infrastructure's journey has been the satisfaction of being first in the nation to attempt and complete a work of this magnitude, and that too in world record time. They are revolutionising the construction industry and want to take on more difficult projects in the future and complete them with



Success Mantra

With passion, commitment, and zeal ingrained deeply in the ideas of every member of Patel Infrastructure's team have resulted in 50 years of accuracy and excellence. The success of Patel Infrastructure Limited is supported by the expertise of the finest experts they have in the industry and the creative thinking of their talented youthful crew. The short and long-term strategies for the entire business in terms of technical expertise, stringent timely delivery compliance, adherence to the highest quality, and streamlining project management and procedures are all supervised by Arvind Patel

their cutting-edge equipment, skilled personnel, and desire to make a difference. On February 2, 2021, their company attempted (for the first time in India) four target-based records which were of Highest Quantity of PQC laid in 24 hours (14613.4 CuM), Largest quantity of PQC produced within 24 hours (14370 CuM), Laying of PQC with 18.75-metre width continuously in 24 hours (1280 metres), and Longest Area of Rigid PQC laid for an expressway in 24 hours (48711 SQM). These achievements were duly recognised and acknowledged by M/s Golden Book of Records and India Book of Records as world records. Patel Infrastructure's achievements were duly recognised by media houses in India and NHAI. These records created a path for other companies also to attempt and put our country in the globe of world achievers. Today, following them, number of Indian companies have created similar records in road construction.

Arvind shares, "There's this one instance where I remember my father's words - 'Ethics offer the structure that not only helps us to make decisions we are proud of, but also helps us identify what is right and what is morally wrong.' Success may be delayed if we uphold moral principles, but it will never be denied."





FAMILY SUPPORT

Arvind is and always will be tremendously proud of his family, who have given the company stupendous support during numerous achievements and every single hardship in Patel Infrastructure Limited's many success stories. Two of his children, Krunal and Parth, are now directors of the company. They are also playing key managerial positions in running the organisation.

The Patel family foresees itself as leading the business for many years and continuing the legacy. Patel Infrastructure Limited also employs several generations of families, although they do not all hold leadership positions. The company doesn't conceive of its workforce as 'employees'. Arvind adds, "Rather, they are part of our family. In addition to participating in all official events, they also participate in all family events. A remarkable group of visionaries, hard workers, and enthusiasts in their specific fields of competence make up our organisation's workforce. To develop, carry out, and sustain any project, the brightest minds and maximum experience come from all departments. Our business works as a thriving corporate family, with everyone—from an employee on the ground to someone who has the highest administrative title—striving together."



VALUES & ETHICS

Patel Infrastructure has always upheld these values with pride and are reflected in the company's interactions with suppliers. The company has worked with over 100 suppliers over last 10 to 15 years. This exponential co-existent growth is caused by shared faith of the two parties. Patel Infrastructure made history by securing a spot in the India Book of Records and the Golden Book of World Records. Along with receiving the GCA Contractor Award in 2019, Arvind was obliged to receive awards from MORTH for 'Operation and Maintenance Category', EPC World for 'Outstanding Contribution in Roads and Highways', and CWI for 'Road Contractor of the Year'. He also serves as the current chairman of Gujarat Contractors Association (GCA).

Hence, for sure, there will be a lot of work ahead as Patel Infrastructure Limited concentrates on improving the company's position in the market through EPC projects and increasing its geographic reach through significant HAM projects in the roads and highways sector. If there is scope to diversify for various other infrastructural ventures in the future, they are set to broaden their perspective.