

“We firmly believe that Infrastructure–Process–People are indispensable for quality output, for which innovations in infrastructure is needed to bring in a paradigm shift,” asserts Jasjit Sethi, CEO, TCI Supply Chain Solutions.



What are the key things to take into account when you are mapping routes and network to connect India?

Network Design is a critical factor for a robust, agile, cost-effective and efficient supply chain. We have a patented “TCI SCS 5 Forces Model “ that encompasses crucial factors like taxation elements, logistics network, Closeness to customer base, distance from supplier base and the overall supply chain cost. Social structure in the location is also taken into consideration as it affects the workforce availability and gives an idea of any local concerns that might impact operations in the future. Client’s sensitivity plays a pivotal role in any decisions. For e.g. FMCG clients prefer near to consumption Centre placements to reduce the time to market and Retail inventory. Having said that, as a supply chain practitioner, our preference is for standardization while allowing for flexibility for a dynamic supply chain network.

By when do you think 3PLs would truly be able to provide multi-modal services and how would that happen?

A 3PL or LLP (Lead Logistics Provider) like TCI is mode agnostic and focusses on cost, time and stability of a network. Hence, we embrace multi-modal transport

across different industry verticals leveraging various divisions of the TCI Group – we own and operate 6 Ships, 3 each on West and East Coast; we operate trains for many items and also have a JV with CONCOR for end-to-end multimodal solutions and we buy space on Airlines for critical logistics.

How have your clients’ demands changed in the last 2 years with respect to 3PL services and how are you fulfilling those? What are the need gaps still to be plugged?

The key change in the last couple of years has been the advent of e-commerce, demonetization, implementation of GST and E-Way bill. This has changed the pace of logistics in India and brought about much higher digitalization for TCI as a company. We have been on the cloud since 2007, now the ERP is integrated with Mobile Apps and telematics for a faster response time. We operate FCs in double digits at global standards. Demonetization actually catalyzed our efforts for reducing cash in the system and synergized our way of working.

With GST, we have helped our clients in retail and consumer products redesign and stabilize network in all geographies, saving inventory while retaining time to market. Our direct linkage with GSPs (GST Suvidha Providers) across the country ensured that we are ahead in E-Way bill implementation and control from day zero.

What innovations have you implemented with respect to infrastructure?

At TCI, we firmly believe that Infrastructure–Process–People are indispensable for quality

output for which innovations in infrastructure is needed to bring in a paradigm shift – be it in digitalization or technology or physical brick & mortar. We have done innovations in rolling stock for optimization and new solutions within the framework of the CMVR Rules, also winning patents on the way. Similarly, in warehousing, our automation levels have been increasing with every project for higher productivity and control. We have perhaps the most automated showcases in this field, including robots. In Technology and Digital, we have IOT solutions, which is linked with Telematics.

What are the key requirements for effective warehouse infrastructure?

Warehouse infrastructure revolves around the product and purpose of the warehouse. Around that revolves the building, the storage systems (Long Span Racks, HDR, VNA, AS/RS) and Handling systems (Reach Stacker, BoPT, Conveyors, etc.) and the WMS (Online/offline). However, what are definitely basics are a temperature controlled building with fire safety by sprinklers and dock levelers for enabling MHE in Loading/ Unloading, CCTV systems and the entire premises on a Facility Management System (FMS).

What would you like to see in Budget 2019-20 as far as logistics infra is concerned?

Broadly speaking, adequate budget allocations should be made to create state-wise warehousing zones, install FASTag facilities in remaining national and state highways, incentivize higher tonnage trucks as well as encourage movement of chemicals through ISO tanktainers.