



Global Agritech company leverages a flexible & integrated supply chain for fast fulfillment and delivery across customer networks.



Highlights

4 Warehouse serving in 6 states.

20% COST SAVING

1 Supply chain tech platform

100% Part load coverage

Introduction

An European company which provides advanced crop technology solutions to Indian farmers and sells a variety of agri products including pesticides, seeds and crop improvement products in 11 states and is scaling fast. The company operates in both B2B and B2C models with 1-3 days delivery to their customers. Fast delivery and scalability are main essence of their business.

The challenge

The company distributes their products in more than 200+ districts in 11 states with delivery promises of 1-3 days. To ensure delivery promises the company was working with multiple 3PLs & C&F's but with growth it became extremely difficult to manage operations and get real time operational and inventory updates from each partner.



1. These partners were operating on long term lock in, fixed space warehousing with limited locations which constrained the business growth and scalability with high premiums for any variations in demand.
2. They tried to identify their best performing C&F's and 3PL's to provide warehousing in other places but none had more than 1-2 locations as required by company.
3. The dependence on multiple partners, systems, fixed warehouse spaces and transport lanes was resulting in very inefficient non optimized operations, high cost, higher delivery times, poor operational & inventory visibility with no agility and scalability.

The solution

The Godamwale network optimisation team studied the customer geography, forecasted sales, seasonal variation and designed a flexible warehousing solution integrated with part load transporters for end to end services with 1-3 days delivery timeline.

We onboarded them in our Bangalore multi-client fulfillment/3PL center with a flexible model where you can add or remove space on a monthly basis without long term contracts with multifold scalability. The location was near a part load transport hub to cut down their primary transport cost and ensure daily dispatches. Our transactional pricing reduced their warehousing cost compared to fixed resources pricing.

Within a month we launched them in 3 new locations with the same consistent and efficient high quality unified experience across all locations with one SOP and one TEAM. They are now able to optimize their inventory across warehouses and locations with unlimited scalability, flexibility and optimize transport lanes for faster deliveries.

Based on the remarkable improvement in warehousing, the company adopted Godamwale's proprietary supply chain technology Inciflo. Inciflo enabled them to orchestrate and optimize the supply chain across facilities, networks, ERP's, financial systems, partners and sales channels from one dashboard. Our entire warehousing network is layered with Inciflo, an enterprise grade inventory and order management system to manage orders, inventory, operations, transportation, documentation (E-ways bills, LRs etc) across the entire network powered by AI and insights.

From data gathering to network study and software onboarding/integrations, Godamwale team worked closely with the company as extension to their logistics and IT team. Now with one platform they get access to our 100's of warehouse/3pl network on a flexible model, transporter network and software platform to optimize and manage their operations.

The Results

The european agritech has now partnered with Godamwale in 4 different locations and plans to add more locations as their current long term contract ends and they get licenses in more states.

*** As Godamwale network is flexible, company can quickly launch new locations, move products seamlessly across existing facilities or remove others based on demand and customer geography without being constraint on capex investment or termination fees.**



Redefine your supply chain.



Godamwale, with its powerful technological platform integrated with India's largest warehousing network enables businesses to create efficient, cost-effective, and agile supply chains in order to optimize distribution networks, speed up delivery, improve sales and delight customers

Contact us at sales@godamwale.com