

Construction & Heavy Machinery | SP TMS

SCHWING Stetter's Path to End-to-end Logistics Digitalisation with ~8% Reduced Freight Costs and On-Time Deliveries

Case Study



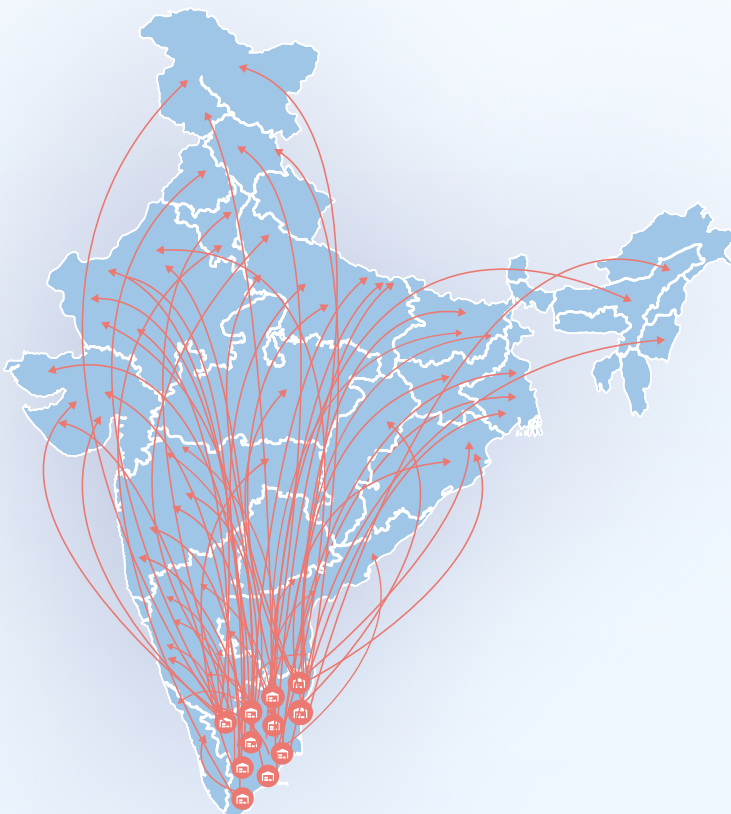
About the Company

SCHWING Stetter, a global German company, established in 1998 in India as a 100% subsidiary, has emerged as the foremost manufacturer of concrete construction equipment nationwide.

Renowned for its innovation and excellence, SCHWING Stetter India boasts a diverse portfolio of over **30 product lines**, catering to the varied requirements of its clientele. From concrete pumps and transit mixers to batching plants and recycling plants, each offering epitomizes the commitment to delivering superior solutions that enhance efficiency and productivity at construction sites across India.

With a global presence spanning **30+ countries** and serving over **10,000 customers**, SCHWING Stetter India continues to lead the industry with its unparalleled expertise and dedication to customer satisfaction. Additionally, the company operates **7 state-of-the-art facilities in South India**, further solidifying its position as a leader in the region's concrete construction equipment manufacturing sector.

Extensive Coverage Of Distribution Across The Country



7

Manufacturing Facilities

1,00,000+ MT

Goods Moved Annually

10,000+

Customers Across India

40+

Trusted Transporters

Key Achievements



Freight Costs Savings



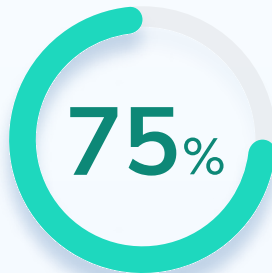
Time Reduction In Freight Sourcing



On-Time Vehicle Placement



Visibility & Collaboration

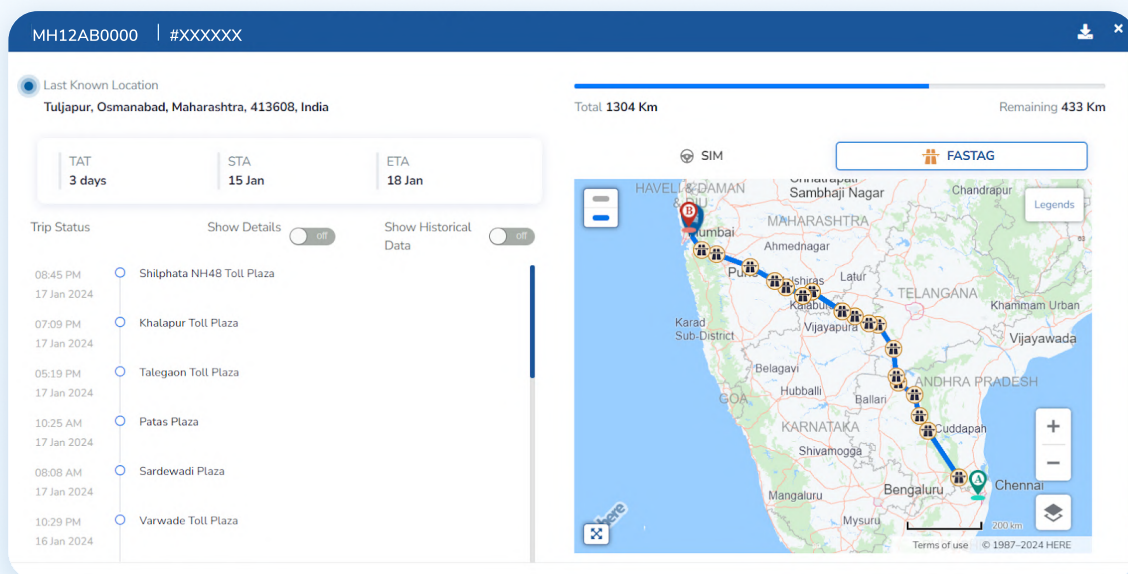


Improved Productivity



Audit Complaint

Enhanced FASTag Tracking Complementing SIM Tracking



With FASTag tracking, SCHWING Stetter gains real-time, accurate data insights to efficiently monitor their vehicles and shipments, enabling them to understand critical milestones, ETAs, and other vital logistics parameters with precision.

Key Challenges, Solutions, and Outcomes

1. Simplifying Freight Negotiation for Rapidly Changing Delivery Locations

CHALLENGE

Due to the nature of the product, SCHWING Stetter deals with multiple delivery points. Dealing with different buyers, requiring specific vehicles for each delivery, especially for special projects involving ODC consignments. This made negotiating freight rates very crucial, especially getting the right vehicle at the right time and for the right price.

SOLUTION

With SuperProcure's Freight Sourcing solution, SCHWING Stetter gained access to a comprehensive platform that streamlines freight negotiation processes. The solution offered advanced features to optimize vehicle selection and Lot allotment, ensuring timely delivery while maintaining freight rates.

2. 95% On-time Vehicle Placement with ~8% Reduced Freight Costs using Reverse e-Auction

CHALLENGE

Contacting, following up, and negotiating with 40+ transporters through email and phone calls for 7 manufacturing sites, and subsequently obtaining management approval consistently resulted in delays in sourcing suitable vehicles.

SOLUTION

Reverse-auction freight sourcing improved on-time placements by 95% and cut costs by ~8%, ensuring fair opportunities for all transporters. Additionally, the company streamlined its booking process by allowing transporters to suggest suitable vehicles for each consignment.

3. Streamlining Collaboration for Unloading Planning of 900+ Shipments/month

CHALLENGE

Ensuring on-time delivery of goods to customers was critical for them. However, due to reliance on transporters and manual tracking for details of each vehicle daily across multiple locations, inefficiencies arose, and adequate unloading planning became challenging.

SOLUTION

Effortless tracking of 900+ shipments/month on a single screen reduced manual coordination. Real-time visibility, automated alerts, and ETA improve material delivery. Using this visibility, unloading post-planning streamlined, enabling proactive issue resolution & stakeholder collaboration for smoother operations.

4. Faster Freight Invoice Provision, Generation, and Reconciliation with e-POD

CHALLENGE

Managing physical POD copies from transporters and undergoing manual verification with a team often led to confusion and inefficiencies. The physical copies were frequently circulated from one place to another, increasing the risk of errors, losing copies, and delays in the verification process.

SOLUTION

SuperProcure's e-POD solution ensured faster and accurate invoice generation & reconciliation. It provided a comprehensive record where any incidences of damages or shortages were promptly documented within the POD, enhancing transparency & accountability.



5. Freight Bill Reconciliation & Settlement with Automated Payment Tagging

CHALLENGE

SCHWING Stetter's manual processes led to errors and delays in reconciling payment due dates, associating cost centres, and submitting bills. This approach also demanded excessive manpower for payment reconciliation, hindering overall efficiency and costing valuable resources.

SOLUTION

Digitized and automated freight document, PO, CC, PC, and payment due date reconciliation. Mandatory POD digitization ensured 100% payment adoption, with bill reconciliation and updates automated. Additionally, once the transporter creates the invoice in the system, SCHWING Stetter starts the payment process via SuperProcure's platform.

6. Increased Visibility and 100% Transparency of On-Ground Activities

CHALLENGE

Lack of comprehensive visibility in the logistics operation, from initial freight sourcing to final bill settlement, caused transparency issues for the management regarding on-ground activities and decision-making processes.

SOLUTION

Preset reports & dashboards provided insightful data on freight trends & transporter participation, which provided the management team with 100% transparency of the ground-level activities.



Features Tailor-Made For SCHWING Stetter's Business Use-Cases



Consolidated Report Development

Customized reports were developed with required fields including On-time Placement, On-Time Delivery, Placement delay, Delivery delay, Current Trip Status, and Freight Amount for enhanced day-to-day operations.



Freighter Acknowledgment Provision

Enabled freighters to acknowledge receipt of hard copies of bills from transporters by adding a stage in the billed section of the Accounts Board, termed "Physical Invoice Pending."



POD Failed Notification Configuration

Configured notifications to alert respective users when service providers upload POD with damage or shortages.



Trip Board Configuration

Implemented configurations in the trip board were developed to prevent transporters from marking Gate Out in the loading stage without entering Invoice details.



Debit Provision for Transporters

Provided the ability to debit transporters in case of delivery delays or shortages/damages, empowering freighters with greater control over operations.

And 10+ more unique customizations...

Customer Review

Freight Sourcing Approval Workflow



Overall Quality



Ease of Use



Features & Functionality



Testimonials



"We Highly Recommend SuperProcure To Any Company Looking To Streamline Their Logistics Operations. The Backend Support Provided Is Exceptional, Ensuring Smooth Implementation And Ongoing Assistance Whenever Needed. With The Platform, We Achieved Significant Cost Savings And Consistently Met Our KPIs For On-Time Delivery. SuperProcure Has Become An Invaluable Partner In Optimizing Our Logistics Processes, And We Are Grateful For Their Expertise And Support."



Logistics Team SCHWING Stetter



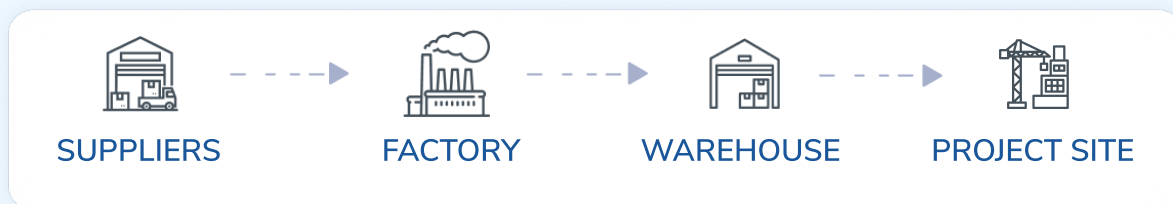
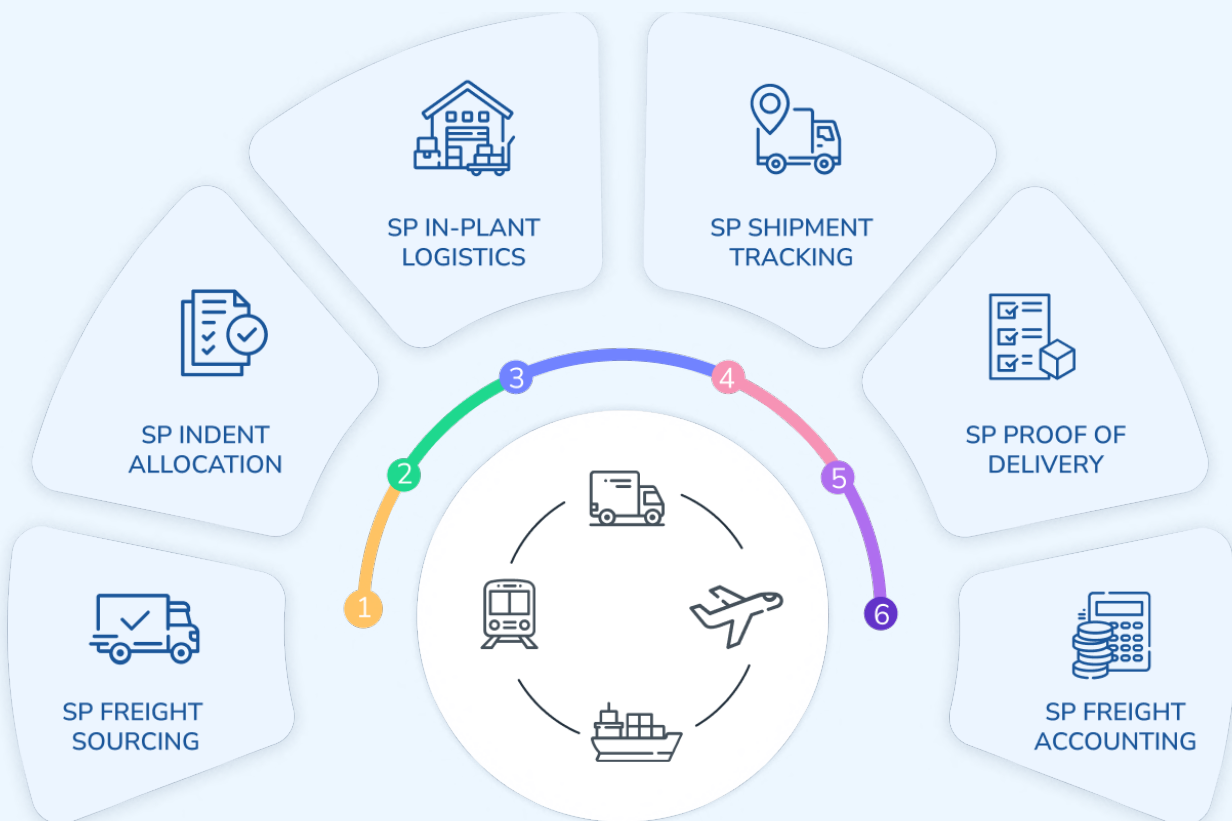
Insights From Implementation Team Delivering Success

"During SuperProcure's Implementation At SCHWING Stetter, We Provided Comprehensive Training For Delivery Confirmation And Facilitated E-POD Solution Adoption By Transporters. Continuous Feedback Led To Iterative Improvements. Smooth Change Management And Unique Customizations Suggested By SCHWING Stetter Streamlined Operations, Contributing To Ongoing Optimization. SCHWING Stetter's Commitment To Future-Oriented Strategies Reflects Its Knowledge-Centric Approach."



Akshay Surana Sr. Business Analyst, SuperProcure

Custom-Designed to Solve Unique Challenges of Construction & Heavy Machinery with End-to-End TMS



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