

# How a Market Leader in Power Solutions Digitally Transformed Its Logistics to Boost Customer Service and Achieved 100% Visibility & Collaboration Across Manufacturing Units



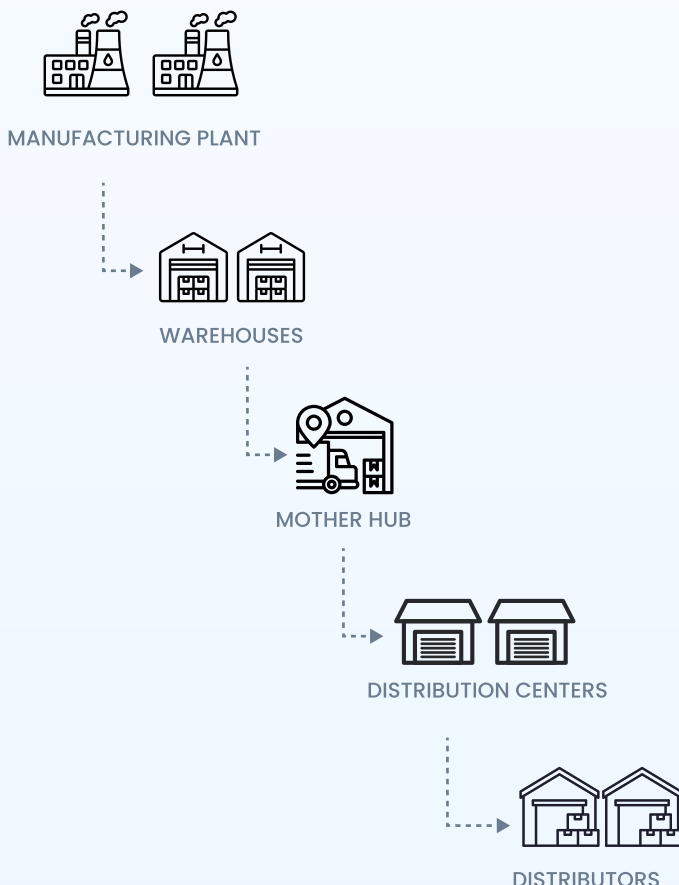
# About the Company

A prominent player in the power backup and residential solar industries, this company has been driving innovation and delivering advanced energy solutions since the late 1990s. Focused on enhancing everyday life and improving energy efficiency, they have built a strong reputation for quality and customer-centricity.

With 7 manufacturing units across India and an expansive network of over 25 sales offices nationwide, the company extends its reach to more than 36 countries globally. Supported by a vast distribution network of over 70,000 dealers, they serve millions of customers worldwide.

Driven by a commitment to innovation and operational excellence, the company continues to be a leader in the fields of power backup, mobility, and solar solutions. Their focus on execution, teamwork, and customer delight positions them as a trusted name in the industry.

## Streamlined Logistics Flow via SuperProcure's ILMS



**41%**

Market Share in Uninterruptible Power Supply (UPS)

**250 MW**

Current Plant Capacity

**7**

Factories 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

## Key Challenges, Solutions, and Outcomes

### 1. 95% On-time Vehicle Placement with 9% Reduced Freight Costs

#### CHALLENGE

Contacting, following up, and negotiating with 15+ transporters through email and phone calls for 7 factories and 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 9%, ensuring fair opportunities for all transporters. Additionally, also helped us to keep track of the number of dispatches done daily.

## 2. Streamlined Contract Indenting with 25% Faster Vehicle Sourcing

### CHALLENGE

Managing contract indenting manually for multiple suppliers and locations often led to delays and inefficiencies, complicating the vehicle sourcing process and extending processing times.

### SOLUTION

Implementing an automated contract indenting system made the vehicle sourcing process faster by 25%, enhancing efficiency. This streamlined approach improved accuracy and speed, ensuring timely order placements and better alignment with supply chain needs.

## 3. Increased Management Visibility and 100% Transparency Across 7 Factories

### CHALLENGE

Lack of comprehensive visibility in the logistics operation, from initial freight sourcing to proof of delivery, 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.

## 4. Streamlining Collaboration and End-to-end Tracking for 1500+ Shipments/Month

### CHALLENGE

Ensuring timely delivery of goods was critical for the company, but relying on manual tracking and transporter updates across multiple locations led to inefficiencies and frequent delays.

### SOLUTION

Centralized tracking of 1500+ shipments per month on a single screen improved coordination. Real-time visibility and automated alerts enhanced delivery accuracy, enabling proactive issue resolution and better stakeholder collaboration for smoother operations.

## 5. 100 % Audit Compliance Made Seamless with Automated Audit Trails

### CHALLENGE

Managing audit compliance manually led to challenges in responding to auditors' queries, as it was difficult to track and provide accurate records. This process was time-consuming and prone to errors, complicating the audit process.

### SOLUTION

Implementing SuperProcure's TMS automated the audit trail streamlined compliance by providing a clear, accessible record of all logistics activities. This enhanced the ability to quickly and accurately respond to auditors' questions, ensuring transparency and reducing the time spent on compliance management.



## Customer Review

Overall Quality



Customer Support



Reverse Auction Feature



Ease Of Use



Features & Functionality



## Testimonials



"Implementing SuperProcure Has Made Our Supply Chain More Resilient And Agile Than Ever Before. By Streamlining And Automating Our Logistics Processes, It Has Empowered Our Team With Better Decision-Making Capabilities And Improved Visibility. Also, The Exceptional Support From SuperProcure Has Given Us The Flexibility To Adapt To Changing Demands."



**General Manager SCM**



"SuperProcure Has Significantly Streamlined Our Freight Sourcing Process, Saving Us Invaluable Time And Effort. The Manual Dependency On Transporters For Vehicle Status Updates Has Been Eliminated, As We Now Access Real-Time Data Directly Through The System. The Automation Has Cut Our Processing Time By Up To 60% And Significantly Improved On-Time Vehicle Placement, Transforming Our Logistics Management."



**Manager- Supply Chain & Logistics**



# Custom-Designed to Solve Unique Challenges of the Electrical Industry with End-to-End TMS



**Ready to SuperPower  
your Logistics?**

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Transportation Management Simplified

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