

Metal | SP TMS

# Transformative Logistics Digitalization Led to a 7% Freight Cost Reduction & Eliminated Manufacturing Plant Congestion for the Leading Iron & Pipes Company

## Case Study



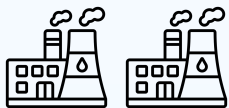
# About the Company

Since its establishment in 1956, **Kejriwal Castings Limited** has become a leading name in India for **Ductile Iron Socket & Spigot Pipes and Ductile Iron / Cast Iron Fittings, Flanged Pipes and Valves**. The company is dedicated to producing high-quality products consistently and on time, ensuring customer satisfaction across all its offerings. With a strong focus on continuous improvement and excellence in manufacturing, Kejriwal Castings excels in its processes, products, and workforce development.

The company operates two state-of-the-art manufacturing facilities located in Durgapur and Chamrail, India. Today, with operations and supply chains spanning across 40+ countries and serving 15000+ customers globally, Kejriwal Castings stands as a prominent player in the water and sanitation field with an extensive product range that includes pipes, fittings, valves, manhole covers, maintenance items, and accessories.

Kejriwal Castings advances technology and upholds top quality standards, reinforcing its industry leadership through innovation, safety, and employee well-being.

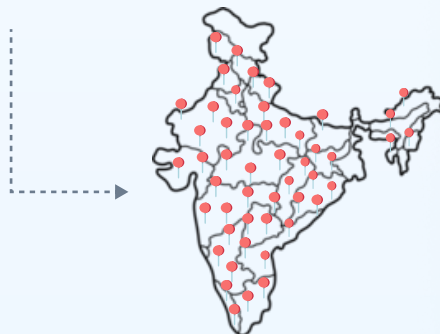
# Kejriwal Castings Value Chain



MANUFACTURING PLANT



WAREHOUSES



DISTRIBUTION ACROSS  
INDIA

**60,000+** MT

Annual Production Capacity

**4500+**

Shipments Yearly

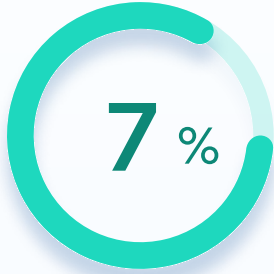
**15+**

Trusted Transporters

**2**

Manufacturing Facilities

## Key Achievements



Freight Costs Savings



Time Reduction In Freight Sourcing



On-Time Vehicle Placement



Visibility & Collaboration

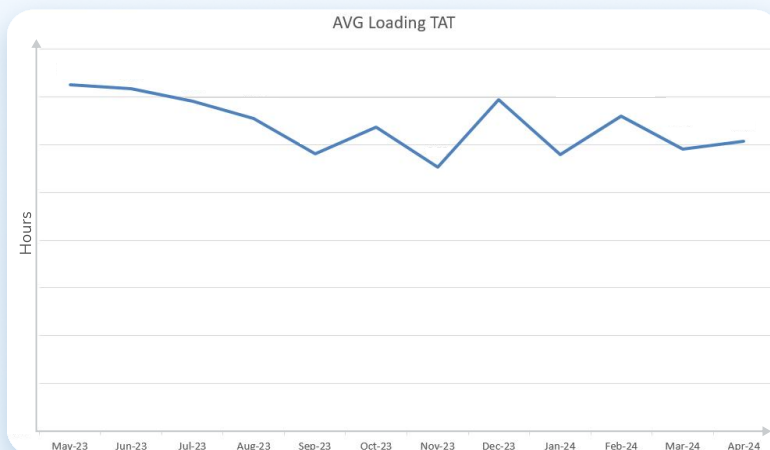


Improved Productivity



Audit Complaint

## Significantly Reduced Vehicle Turn Around Time (TAT)



By leveraging real-time tracking, automated alerts, and seamless coordination, the average loading TAT and the time between vehicle reporting and gate-out have consistently decreased each month. This streamlined process enhanced operational efficiency and minimized delays.

# Key Challenges, Solutions, and Outcomes

## 1. Freight Sourcing Automation Maximized Production Capacity and Boosted Sales

### CHALLENGE

Despite Kejriwal Castings' large production capacity, the logistics team struggled with manually sourcing vehicles, which hindered their ability to secure enough vehicles to match production demands. This limitation prevented the plant from fully utilizing its production capacity and impacted sales.

### SOLUTION

Implementing the Freight Sourcing solution, Kejriwal Castings now secures vehicles in just 15 minutes, saving 50% of their time. This efficiency allows the plant to steadily increase vehicle sourcing each month, fully utilizing production capacity, handling dispatch constraints, and ultimately driving more sales.

## 2. 7% Freight Costs Savings with 75% On-time Vehicle Placement

### CHALLENGE

Previously, manually reaching out to 3-4 transporters via WhatsApp, email, and phone calls significantly extended the vehicle finalization time, led to higher freight costs and decreased employee productivity.

### SOLUTION

Digitizing the Freight Sourcing process broadened their transporter network to over 15, achieving a remarkable 75% on-time vehicle placement and reducing freight costs by 7%, ultimately amplifying employee productivity.



### 3. Automated Gate-in/Gate-out Process Reduced Plant Traffic and Improved Vehicle TAT

#### CHALLENGE

Limited visibility in the gate-in/gate-out process at the Durgapur and Chamrail plants posed a significant challenge. Relying solely on transporter-provided information and timestamps proved inefficient, resulting in increased plant congestion and detention expenses.

#### SOLUTION

Implementing SP In-plant Logistics solutions streamlined gate-in/gate-out with real-time visibility and control. Automated gate pass generation, and vehicle inspection, reduced congestion and detention costs.

### 4. End-to-end Visibility for 350+ Shipments/month with real-time Collaboration across Logistics, Carriers, Dealers & Customers

#### CHALLENGE

Ensuring on-time delivery of goods to customers was critical for them. However, reliance on transporters and manual tracking for details of each vehicle daily across multiple locations increased inefficiencies.

#### SOLUTION

Effortless tracking of 350+ shipments/month on a single screen reduced manual coordination. Real-time visibility, automated alerts, and ETA improve material delivery. This visibility facilitated proactive issue resolution and stakeholder collaboration for smoother operations.



## 5. Digitalised Invoice Generation and Documentation with e-POD Solution

### CHALLENGE

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

### SOLUTION

SuperProcure's e-POD solution streamlined the invoice generation process, ensuring ease and accuracy. Additionally, it provided a comprehensive record where any incidences of damages or shortages were promptly documented, enhancing transparency and accountability.

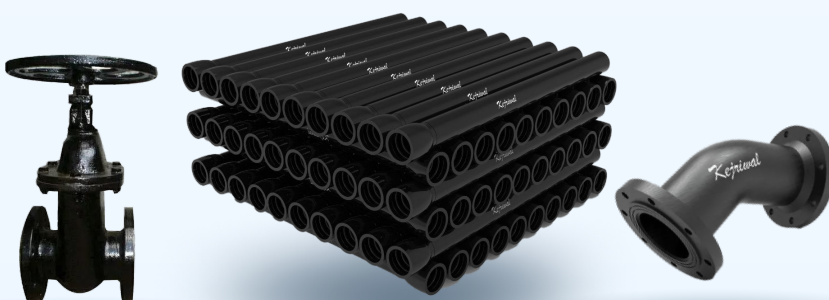
## 6. Increased Visibility and 100% Transparency of Ground-level Activities

### CHALLENGE

Lack of visibility in the logistics operation, from freight sourcing to bill settlement, caused transparency issues for the management for on-ground activities.

### 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.



# Customer Review

Features & Functionality



Customer Support



SP Spot Feature



Overall Quality



Ease Of Use



## Testimonials



"We Are Very Pleased With SuperProcure Software As It Has Streamlined Our Logistics By Easing Truck Placement And Negotiations. Their Efficient Dashboards And Comprehensive Reports Have Facilitated Better Planning And Execution. Also, It Provides Us With 100% Ground-Level Visibility And Transparency, Significantly Improving Our Decision-Making Process."



**Mr. Yash Kejriwal**

VP- Business Development  
Kejriwal Castings



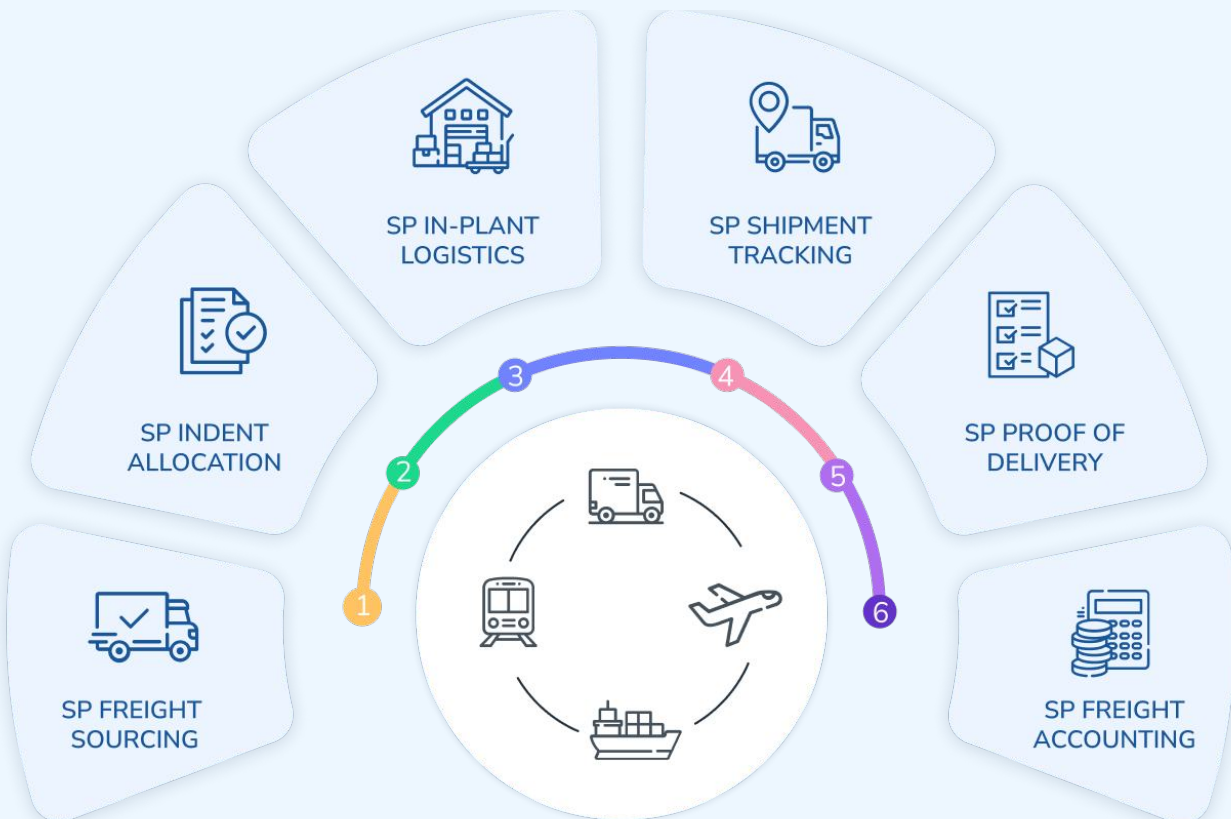
"Implementing SuperProcure Has Been A Great Solution For Our Logistics Operations! The TMS Has Effectively Slashed Our Freight Costs By 7% And Saved Us 2 Hours Daily In Vehicle Sourcing. With Its Implementation, There's No Doubt That Our Employee Productivity, Visibility, And Internal Team Collaboration Have Significantly Increased. It Is Highly Recommended To Ease The Metal Industry Logistics."



**Mr. Akash Bhimsaria**

Sr. DGM- Sales  
Kejriwal Castings

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



Suppliers – Carriers – Logistics – Operations – Finance – Distributors – Consignee

Ready to achieve similar Results?

**SuperProcure**  
Transportation Management Simplified

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