

Heavy Machinery | SP Freight Sourcing
TMS for Heavy Machinery & Engineering Industry

India's Foremost Heavy Machinery Manufacturer Achieves 96% On-Time Delivery Despite Frequent Location Changes Through Digital Transformation of Freight Sourcing

Case Study



About the Company

Established in the 1950s, this company has a rich legacy of over 130 years of delivering excellence and innovation.

With a wide range of products, including Air Compressors, Refrigeration Systems, and Industrial Gearboxes, the company serves key industries such as Oil, Gas, Steel, Cement, and Railways.

Operating globally and supported by advanced manufacturing facilities, the company's commitment to quality and precision is evident. They provide solutions that meet diverse client needs, continuously driving progress and innovation across sectors.

Extensive Coverage Of Distribution Across The Country



7000+

Customers Across India

1200+

Vehicle Trips Yearly

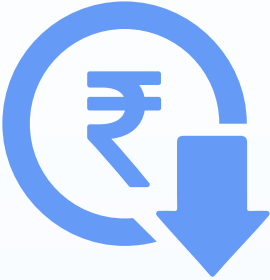
15+

Trusted Transporters

3

Manufacturing Facilities

Key Achievements



4.9% Freight Costs Savings
With Reverse E-Auction



85% Faster Vehicle
Finalisation



87% Increased
Employee Productivity



97% On-time
Vehicle Placement



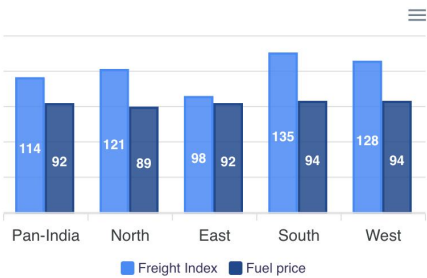
100% Visibility
and Collaboration



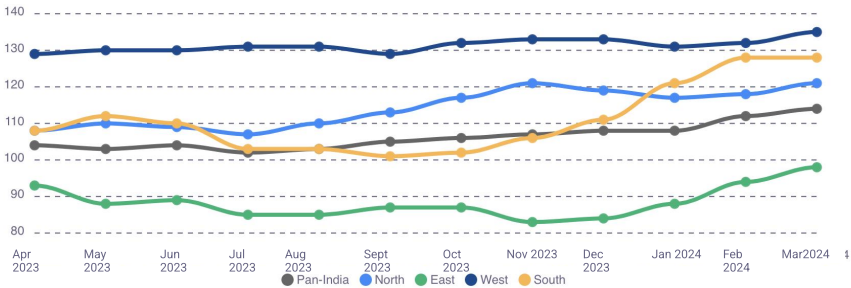
100% Audit
Complaint

Advantage With SuperProcure India Freight Index

Freight Index & Fuel Price



Freight Index



The SP India Freight Index benefits this organisation with real-time insights into the dynamic freight market. With this data, they make informed decisions, optimize logistics, minimize costs, and enhance efficiency. This empowers them to adapt swiftly to market changes, ensuring timely and cost-effective transportation solutions.

Key Challenges, Solutions, and Outcomes

1. Simplifying Freight Negotiation for Demand Linked Dynamic Delivery Locations

CHALLENGE

Due to the nature of the product, they deal 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, the company 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. 96% On-time Vehicle Placement with 4.9% Reduced Freight Costs

CHALLENGE

Manually reaching out to transporters via emails and phone calls proved to be a laborious task, limiting their outreach to just 3 transporters. This inefficient method led to prolonged processes, delayed vehicle placements, and escalated freight costs.

SOLUTION

Reverse-auction freight sourcing provided them faster vehicle finalisation in just 15-minutes, which improved on-time vehicle placements by 96%, cut costs by 4.9%. Additionally, it enabled them to expand their network of transporters to over 15, giving them a significant competitive edge.

3. Enhancing 100% Freight Negotiations Transparency for Transporters and Internal Stakeholders

CHALLENGE

With the traditional approach, transporters often felt uncertain about the fairness and transparency of negotiations. Lacking clear visibility into competitive quotes, they frequently overpriced their services, leading to frustration and reduced participation in future bids after losing out.

SOLUTION

With the SP Freight Sourcing solution, transporters could clearly see their ranks in the bidding process as L1, L2, L3, etc., enabling them to offer competitive costs to secure bids. This transparency benefited both the transporters and the internal team, fostering a healthy relationship while ensuring efficient freight costs.

4. Increased Employee Productivity with 92% Time Reduction and 100% Audit Compliance

CHALLENGE

One dedicated resource was allocated to manual negotiations, spending 5-6 hours per day and reducing overall productivity. Furthermore, the absence of proper record-keeping for finalized freight hindered the management team's ability to monitor ground-level activities effectively.

SOLUTION

The platform now finalizes freight within minutes, freeing up the dedicated resource to concentrate on other logistics tasks, thereby boosting productivity. Furthermore, the solution offers preset dashboards, analytics, and reports, ensuring 100% audit compliance, including transporter performance metrics.



Customer Review

Reverse Auction Feature



Features & Functionality



Ease Of Use



Customer Support



Overall Quality



Testimonials



"Choosing SuperProcure For Our Digitalization Journey Was A Smart Move, Especially For Our Freight Sourcing. Their Tailored Solutions Reduced Our Freight Costs By 4.9%, Improved Employee Productivity, Helped In Vendor Collaboration And Enhanced Management Visibility. Their Unique Customizations Perfectly Fit Our Logistics Processes, Making Our Workflow Smoother. We're Thrilled With The Results."

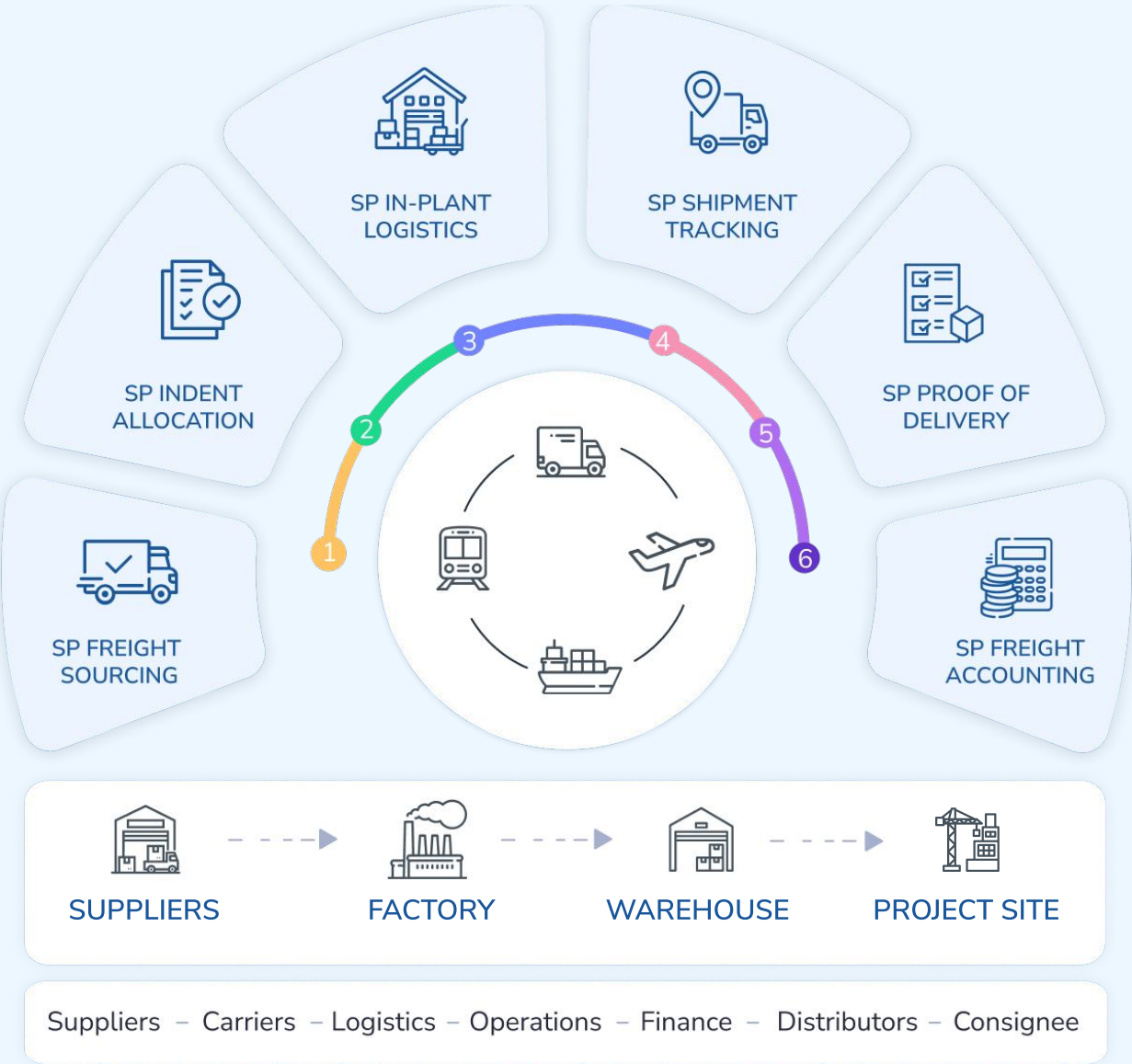
DGM- Operations



"SuperProcure Has Been Incredibly Beneficial For Our Business. The Platform Has Facilitated Faster Responses From Transporters, Making Our Logistics Operations More Efficient Than Ever Before. Its User-Friendly Interface Makes It Easy To Navigate, Saving Us Valuable Time And Effort. Overall, SuperProcure Has Become An Indispensable Tool In Optimizing Our Transportation Processes."

Senior Manager- Manufacturing

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



Ready to SuperPower
your Logistics?