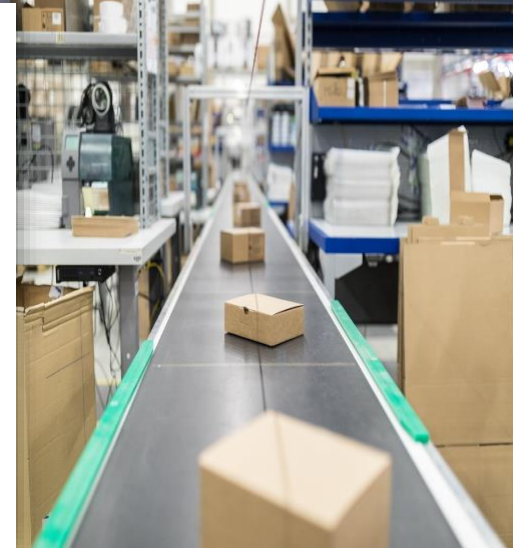




Vistar Logitek Private Limited

Warehousing # In-plant # Transportation # VAS

Corporate Presentation





**Strengthening the
qualitative
performance through
Dedicated Operation
Excellency Team**

Vision

Our Vision is to be a preferred Supply Chain partner, who is offering innovative, comprehensive and customized solutions & services in the 'Critical Logistics' domain & laser sharp focus on operations and achieve the same by implementing daily monitoring SLA and SOP oriented operations.

Mission

To encourage teamwork & create a work environment encouraging the workforce to continuously strive for quality & excellence, providing high-quality service, Cost control and innovative Ideas to customers under one shelter to sustainable Growth of Business and Society.

Values

- Integrity
- Process Oriented
- Technology Focus
- Capability Development
- Customer Orientation
- Reliability
- Responsiveness

Safety ,Health & Environment Policy



Vistar Logitek Pvt. Ltd. is committed to faster & safer ,Healthier and cleaner environment in every community in which our people live and work through the following activities:

- Our intention as a company to provide a safe and healthy work place. This Company will establish and insist upon safe work practices by all employees at all times. All supervisors must make employee safety an integral part of his or her management duties.
- Provide adequate working conditions with proper facilities to safeguard the health and safety of personnel and to ensure that any work which is undertaken produces no unnecessary risk to health or safety.
- Maintain safe environment for the use, handling, storage and transport of articles and substances.
- Make workplaces safe, healthier and clean environment.
- Undertaking reviews to ensure continual improvements to EHS performance.

Effective Date: 10th Jan 2016

Prashant Tamhankar
Managing Director

SAFETY OATH

- Accidents happens due to unsafe condition or unsafe act or both
- All accidents are avoidable



QUALITY OATH

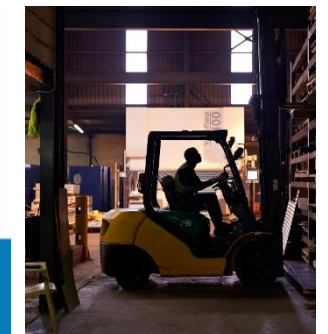
I and my team

- Will **NOT** Accept or Receive,
- Will **NOT** Produce or Create
- Will **NOT** Pass to next,
any defective products, incomplete Process and Inaccurate information

When in doubt,

- I will seek more information, support and help

Service Portfolio

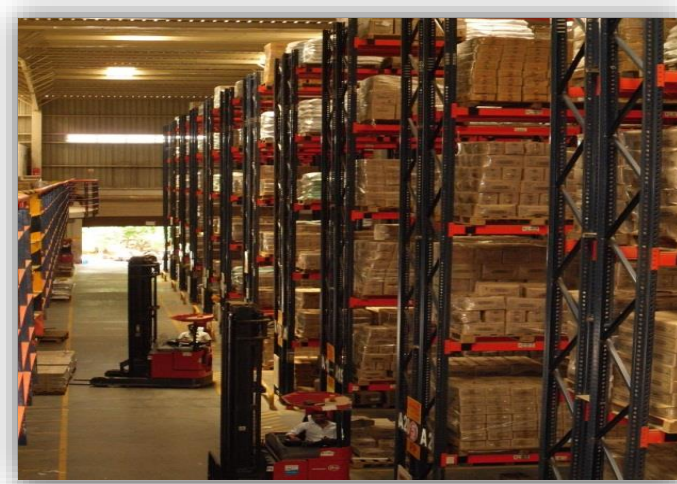


Our Core functions

- **In-Plant Logistics** - Receiving, GRN, Documentation, Stores, Line-feeding, Inter-shop movements, managing TACT times, despatches, Order Management – Inside your plant premises
- **Warehousing** - Shared, Dedicated, VMI, Build-to-suit, design, develop and deploy the layouts
- **Vendor Managed Inventory** – Managing end-to-end supply chain with VMI/JIT feeding to OEMs
- **Spare Parts Operation** - end-to-end Warehouse operations, Order executions, Urgent Order Processing, Parts Planning, maintain PFEP, Inventory management
- **Transportation** - Milk-run, Long haul, Local Distribution, Part Loads, JIT / JITS supplies

Warehousing

- a. Multi-Client Facility*
- b. Dedicated Warehouse*
- c. Built to Suit*
- d. Vendor Managed Inventory (VMI)*
- e. Kitting and other Value added services, WMS and RFID/Barcodes*
- f. Excise Bonded Warehousing*
- g. Transit and Cross dock Warehousing*



Vendor Managed Inventory

- a. End to End Supply chain
- b. Pickup form Supplier-Hold near Customer-Feed customer on demand basis Model
- c. Involves line haul, Warehousing, value addition and last mile delivery
- d. Value addition like kitting, local invoicing, Repacking, Inspection, Rework etc



After Market / Spares Order Management

- a. Spare Parts warehouse Movement*
- b. Manual and Portal Order processing*
- c. Rush Order / Warranty and other urgent order executions*
- e. Kitting and Other Value-added services like Barcodes, WMS*
- f. Picking and Packing*
- g. Inventory management and Stock optimization at Dealers end*
- h. Mother / Satellite warehouses*



Transportation

- a. Milk Run Operations (Hub and Spokes)
- b. Line Haul Movement
- c. Last Mile Delivery
- d. JIT / JITS / Kanban movements
- e. Inland Container Movement and Depot Management
- f. Stuffing and De-stuffing



Other Specialized Services :

- MRO Management - (Maintenance, Repair and Operation)
- Reverse Logistics Management
- Scheduling and Follow ups
- Warehouse Management System (WMS) Deployment and Barcode labeling
- Export and Imports Handling
- Supply Chain Engineering & Consultancy
- Special Projects - Task Based Support



Production Line-Feeding Activities

- Typical processes involved with In-Plant Warehousing

Line Feeding Activities : In detailed scoping



Inbound

- LR/DN Check
- Seal Check
- Unloading
- Visual Inspection
- Unpacking
- QC Check
- GRN Preparation in ERP
- Rejection handling
- Insurance Handling
- Window Timing Schedules

Storage

- WMS
- Put-a-way
- FIFO
- Shelf-Life Process
- Bin Accuracy
- ABC Analysis
- Storage Strategy
- PI and Stock Accuracy
- PFEP Technique
- Stocking Norms
- Shortages Handlings
- Material Handling Equipment

Line Feeding & Picking

- Picking as per reqmnt
- PoU strategy
- Kitting
- Unpacking and repacking
- WIP Stocking
- Shop to Shop Transfers
- Accounting in ERP
- Line-feeding
- Feeding to Sub-contract
- Feeding to Spares & Packing
- Returnable collections

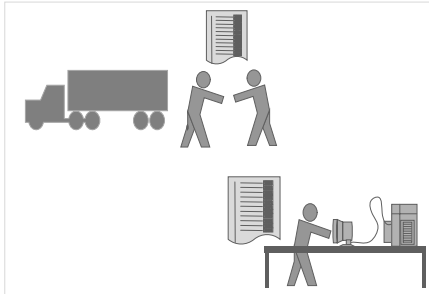
Outbound

- Dispatches and Order Management
- Transport Management
- Returnable Management
- Documentations

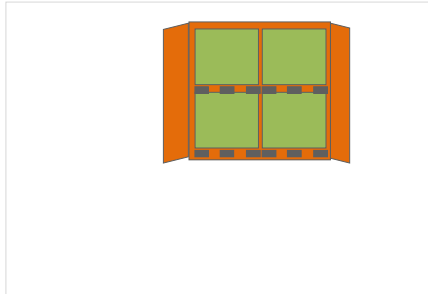
Others

- Returnable Management
- Documentations
- Stores layout Validations
- Human Resources management
- Compliances
- MIS and Analysis
- Improvement Plan
- Vision and Strategy to align the business plan

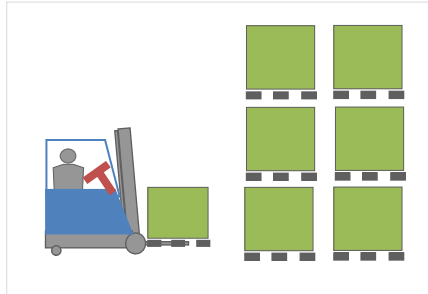
Line Feeding Activities : Inbound Process



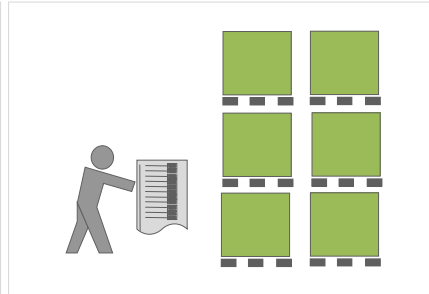
1 Truck arrival - check if the truck should be received in WH. Turn to Buyer side for confirmation if there is any question/specific Instruction



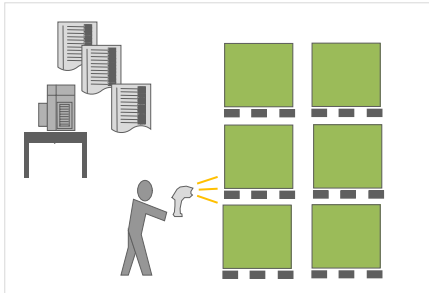
2 Check of seal;



3 Unload the truck;



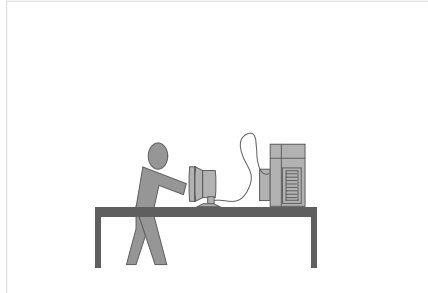
4 Visual check (quantity/package state);
Describe damages with red label on the box and photos captured and shared with relevant officers



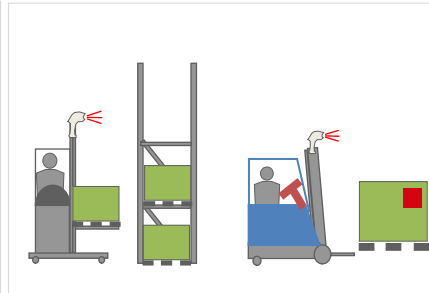
5 For purchased part the number and type of containers are checked against the LR/DN, & for manufactured parts or packaging materials from another plant/Shop are checked against the freight list or freight documents



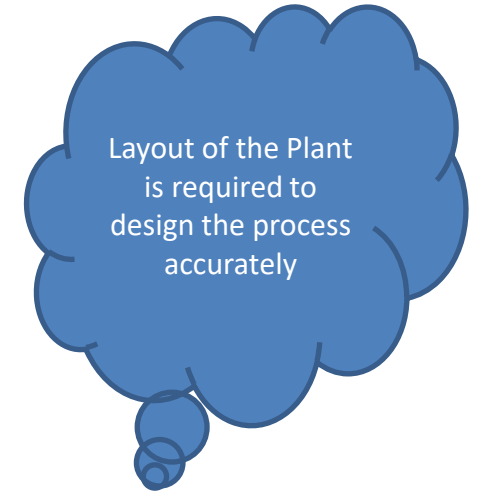
6 Spot Check on Parts and Packaging Material. Based on the Inspection need, the parts are offered to QC Team for further inspection and Passing. If the parts are Green Channel, directly moved for further processes



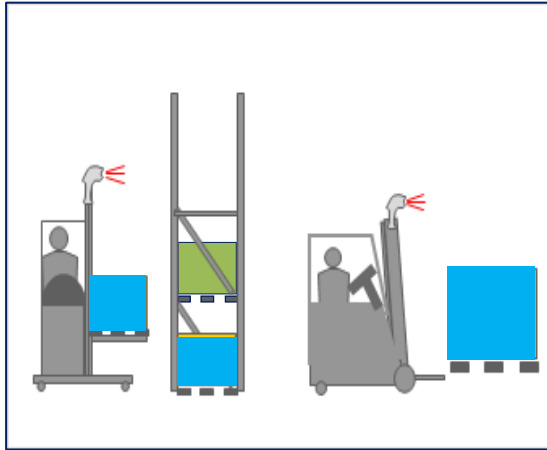
7 System Entry
Received goods are then updated in the system as GRN



8 Storage/Put away
Once the delivered goods/parts have been entered into the system, they are taken into physical storage. Goods/parts are stored in the relevant areas of the warehouse

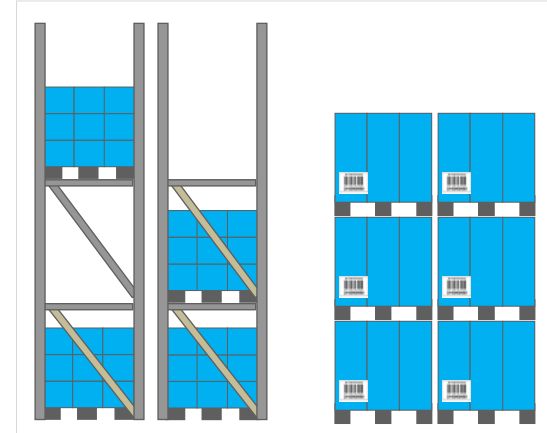


Line Feeding Activities : Storage and Outbound



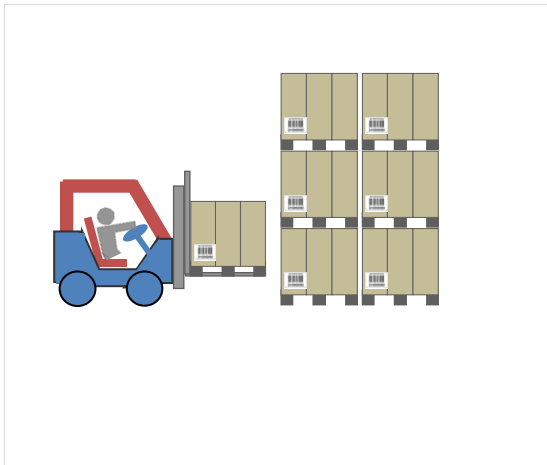
1

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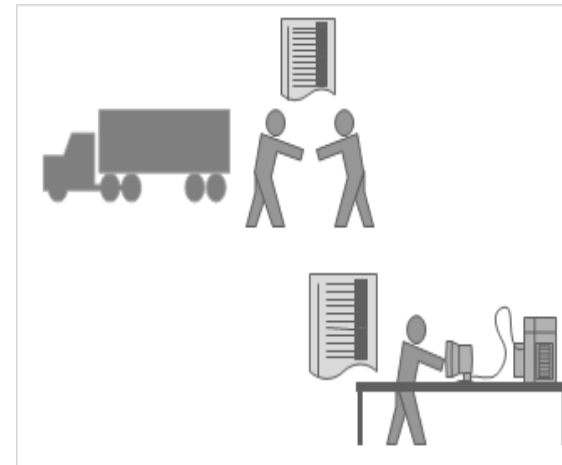
2

Goods are stored either as Blocked storage or in racking type of storage



3

The Parts are picked based on the orders and Picklist for Customer despatches. Further, the parts are packed as per the design. i.e on trolley, Pallet, of boxes etc.



4

Goods are dispatched and loaded in containers for Domestic Customers and Export to overseas with ship worthy packing

- Is being managed by the professionals who have mammoth experience in Line-feeding Projects across industry verticals
- Bring the best practices of the industry and bench marking for improvements
- Focus on SLA / KPI with regular monitoring through robust review mechanism
- Easily scalable operation model.
- Have set up numerous sites with Plant operation and feeding strategy
- Have good hold on Green field and Brown Field setups
- Maintain high standards of Compliances for smooth functioning of operation
- In the business for a decade; Will be a dependable partner for sustainable growth.

Many Challenges of SCM Operations Today

Lack of Advanced Cross Functional Skills

Most of the operational skills in supply chain today seem to be specific to a function. The ability to analyse across functions is limited.



Lack of Visibility

Current technologies and processes limit the 'end to end' supply chain visibility at every stage, i.e., order, production, procurement and shipment, resulting in higher fulfilment costs.



Inflexible Technology

Legacy ERPs and other technologies which support the traditional supply chain transactions are time consuming due to many manual interventions and inflexible to support the ever changing business scenarios.



Poor Response Time

Operating models, organizational layouts and processes are aligned by departments making the whole process linear and causing delay in responses between departments.



Inefficient Fulfilment Model

Most of the fulfilment models today are static and unable to meet the demands and complexity of OMNI channel needs. They are unable to meet the customized orders of today's world, wide produce assortment and last mile delivery options.

Conflicting Priorities

Each supply chain function has its own priorities and performance measurement metrics which are not aligned in the broader perspective of the overall supply chain objectives.

One Solution - Gen-next WMS

PACKAGE

Warehouses are becoming increasingly dynamic as businesses become more complex and shorter lead times are promised to customers. This creates challenges for organizations without the scale and access to large amounts of capital to invest into warehouse management technology.

WMS

Covering all the features of WMS Gate in to Gate out. Enabled Barcode, RFID and Beacons for IoT tracking.

INVENTORY

iBWMS covers the inventory module and valuation based on FIFO or MAP. Also includes costing based on BOM, Recipe and Processing form

LOGISTICS

Full-fledged TMS which covers the allocation of drivers to acceptance of the trip to tracking of the trip to completion. IoT enabled tracking throughout.

VALUE ADDED SERVICES

iBWMS supports all services done inside Warehouse like, Kit to Stock, Kit to Order, Cross Docking, BOM, Recipe based insights on Receiving.

USP of Vistar Logitek through the IT Backbone

- Very easy to use; No big training required. State of the art UI/UX navigations.
- Very simple to configure and onboarding; Short Implementation Period (in case of Vanilla Version)
- Highly compatible for API connections (Either way: Exposing and Consumption). Smooth and effortless transfer of data between different Platforms like SAP, Oracle, Baan, JDE, Manhattan Etc.
- Standard Basic reports covers all day-to-day needs are in built. Also, custom defined/designed reports can be developed.
 - Gives the necessary status and performance reports on realtime basis through Dash Boards
 - Triggers the actionable tasks through Control Charts for Pendancies monitoring
 - Monitors SLAs on real-time.
- Can be integrated with most type of ERPs in the market

Customer Industry:

Case 1

German Automotive Tier1 Manufacturer and Trader; Pune Based;

Challenges Faced:

Their ERP was used only for Inward and Outward billing; Inventory Management and Traceability was the big challenge along with Order Fulfillment

Vistar's Solutions:

- Implemented Our WMS for all the activities and functionalities of Warehouse with 100% Barcoding.
- Now, we have Inventory Visibility and Control throughout all the stages of process
- Customized to have complete hold on the Inventory Accuracy.

Result

- Every step of WH operation, now, are aligned to achieve highest quality standard and Accurate execution
- Have 100% visibility of all operations and Digitally monitored

Case 2

Customer Industry:

India's Largest and reputed Diesel Engines and DG manufacturer; Pune/Kolhapur Based

Challenges Faced:

Transport Coordination and Vendor Follow up peaked with failures; High level of Cross blaming; Under utilized Transportation Assets

Vistar's Solutions:

- Connected the Pick-up/Collection vehicles for Inbound digitally with the central Geo Servers for transparency. Suppliers locations are mapped through Geo-Tagging and Fenced.
- Alert mechanism are deployed through SMS/Emails to all the stakeholders automatically

Result

- Reduced failures due to Transport Operations; Increased Accountability to each stakeholders; Improved relationships
- Increased visibility of movements
- Improved the Vehicle utilization.

Case 3

Customer Industry:

American Automotive / Engineering Tier1/OEM Manufacturer; Pune Based;

Challenges Faced:

Found very difficult to track the supplies from the vendors for new part / product development for Trials and Approval.

Poor visibility to the Ordering team about the movement and its live status

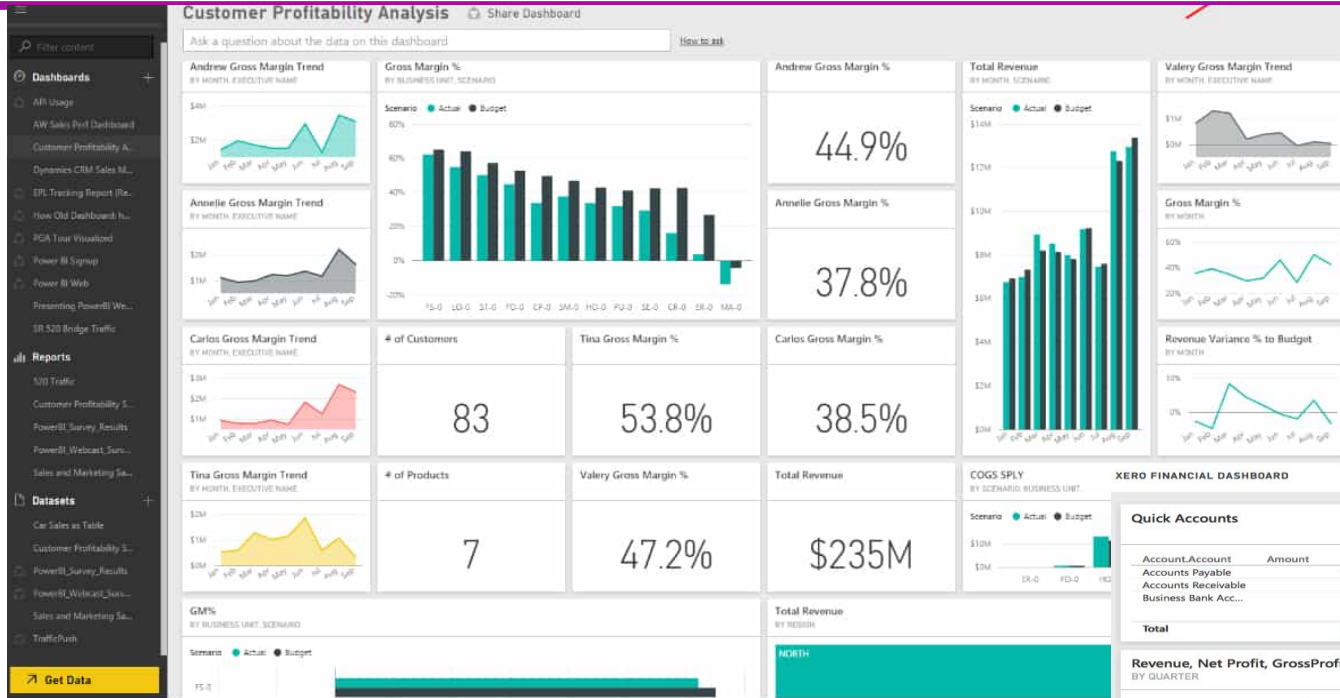
Many missed consignment on dates and misplaced cargo.

Vistar's Solutions:

- Implemented Our with the features of tracking a consignments right from PR/PO stage --> Shipping --> sailing/flying --> clearing --> surface movement --> Receiving at the Site --> Binning Locations.
- Informing the ordering team on every milestones

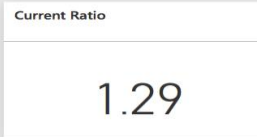
Result

- Full tracking on each consignment and improved visibility
- Team takes informed decisions and plan the next actions appropriately since the input material status is well known in advance to the concerned



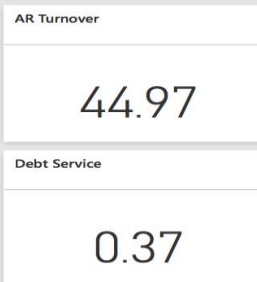
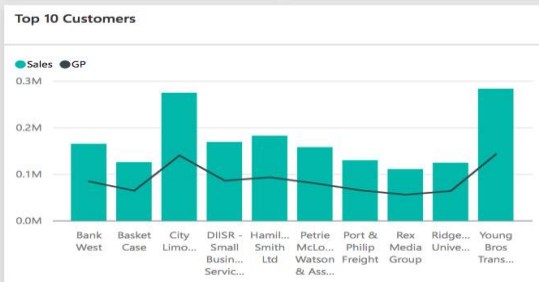
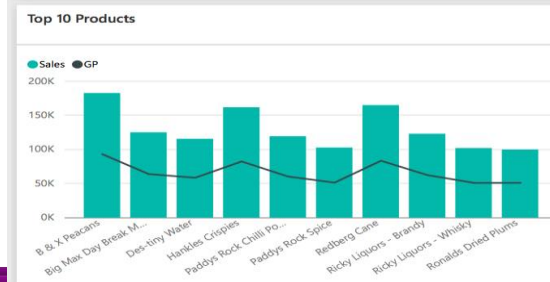
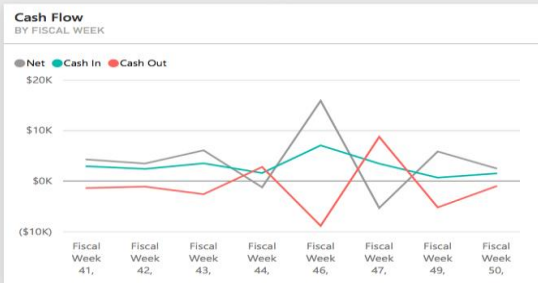
Quick Accounts

Account/Account	Amount
Accounts Payable	-8,387
Accounts Receivable	9,195
Business Bank Acc...	1,761
Total	2,568



Profit & Loss

GL Group...	Actual	Actual PY
Income	246,220	253,363
Expenses	-244,385	-179,444
Cost of Go...	-1,844	-1,803
Total	-9	72,116

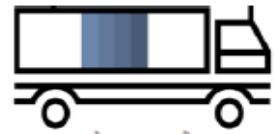


FEATURES



Simple Warehouse Configuration starting from,

- Warehouse Layout (Virtual Plotting)
- Storage Sections
- Storage positioning
- Storage Types
- Strategies at Storage Bins.
- Master Data Setup
- Handling Equipment
- Vehicles



Inward

- Good Receipts
- Goods Receipt Optimization
- Direct Receipt from Production
- Putaway bin determination
- Internal Routing
- Putaway
- Reverse Logistics
- E-commerce Returns receipt
- Cross Docking
- Yard Management
- Pallet/ Rack building Algorithm
- Seamless tracking at Product/ Carton and Pallet/ Rack level.
- Digital registration of pallet put-away and picking for automated confirmation and traceability.



Operations

- Bin to Bin transfer
- Internal movements
- Scrapping/ Waste Handling
- Kit to stock
- Inventory cycle count
- Cross Docking movements
- Packaging specifications
- Batch Management
- Serial numbers
- Integration with other systems
- Stock consolidation
- Repacking recommendations
- Inventory management
- One click/ on demand stock taking.
- Visibility into Warehouse operations and Queue.



Outward

- Delivery Management
- Route determination
- Picking bin determination
- Picking, packing & Staging
- Kit to order
- Cartonization
- Loading and Good Issue
- Cross Docking
- Enhanced Labour management
- Train tracking
- Production Supply
- Pick by Cart
- Outward automation by Beacons & RFIDs



Sample Project Gantt Chart



Implementation Plan												
Srl No	Activity	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	
1	Purchase Order receive	█										
2	Manpower Recruitment		█	█	█	█	█					
3	Asset Purchase ,Location Agreements			█	█	█	█	█	█			
4	WMS Software Masters/Customisation/Test			█	█							
5	WMS Software test								█	█	█	
6	SOP Prepration for All the Activity & Approval				█	█						
7	SLA /MIS Jointly Decide & Approval					█						
8	Parallel Transition existing & Proposed Continue for 1 Month					█						
9	Proper Visualization/Space Utilization/Implement Best Warehouse Practice							█	█	█		
10	Employee Deployment & Uniform/PPEs								█	█		
11	On Job Training Provide To New Member & Project Start									█	█	



(Sample) Service Level Agreement



Parameter	Target	Total Transaction	SLA Achieved	% SLA Achievement
Vehicle Unloading	(Up to 1.5 Tone : 40 Min from Vehicle Reporting) (Up to 2.5 Tone : 60 Min from Vehicle Reporting) (Up to 3T to 7T : 120 Min from Vehicle Reporting)	140	137	97.85%
Binning Accuracy	100%	40	38	95.00%
Order to ready for dispatch	Same day (within 24 Hrs)	15	14	93.33%
PI Stock Accuracy (Article No.)	100%	40	39	97.5%
Process Audit	100% Adherence	1	1	100%
Customer Complaint	Zero	0	0	100%
Uniform & Safety Shoes of all employees	100 % Adherence in All the Shift	3	3	100%
5-S Maintenance of WH & Compound	90% Score (Area Audit)	3	3	95.23%
Day's SLA Achievement		242	235	97.10%

Proposed Priorities (Technical) :



Safe Working Place

Better utilization of Vertical space

Right material at right locations

Timely delivery of material to production

Better TAT for Vehicle Unloading/Loading

Avoid Multiple Handling of Boxes

Better safety and security of material inside plant

Online accounting of transactions in system

Inventory Visibility

Analysis of Non /Slow moving items (FSN Analysis)

Reduction of Inventory – To explore jointly

Better utilisation of existing stores staff for productivity

Better coordination with transporters/Internal customers

Better administrative Controls

Better Document and ERP entry accuracy

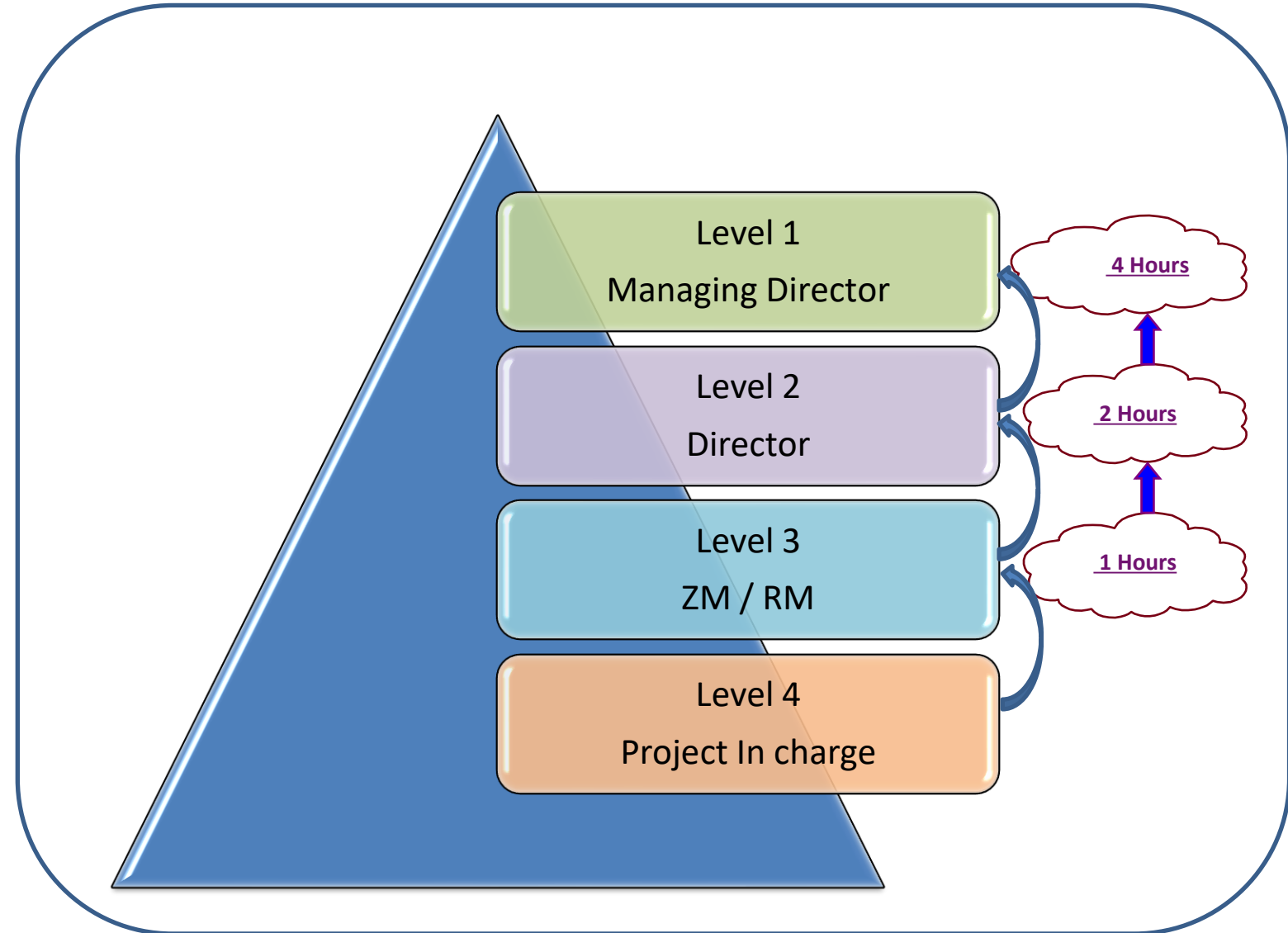
Proposed Best Practices:



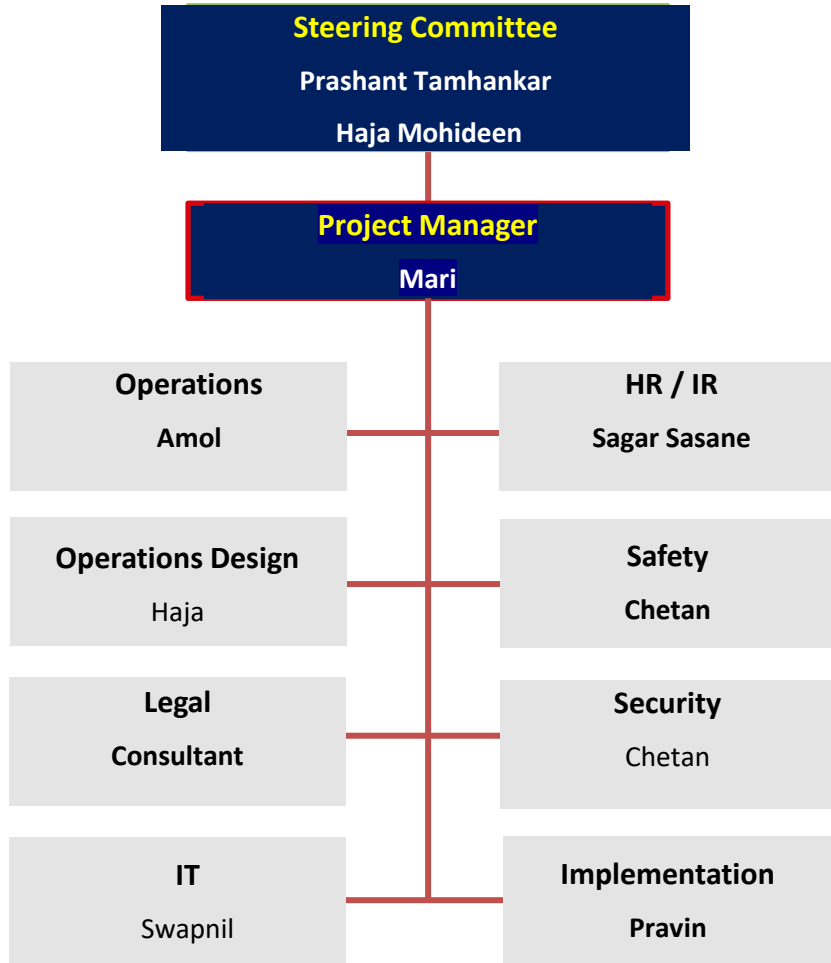
Safety Trainings and Awareness	Daily Start Meeting	Daily Dashboard	Daily SLA Monitoring	Uniform attire
5s	Kaizen	Employee Engagement Programs	Rewards and Recognition	PDCA Cycle
Automations	Continuous Improvement Projects	Root Cause Analysis	Correct and Preventive Actions	Process Audit / Layered Audit
SOP Audit	Skill Matrix and Gap Analysis	Business Continuity Process / Contingency Plan	Gemba Walk	Training Identification and Calendar

Vistar Logitek Escalation Matrix

“ We strive continuously for a quickest possible response to every queries / Complaints “

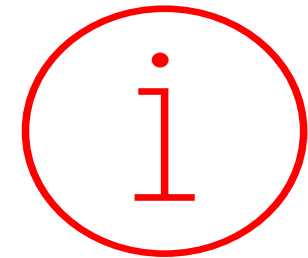


Project Implementation Team : Vistar Logitek



Function / Role	Responsibility
Project Sponsor / Steering Committee	Provide senior-level support for the project. Help the Project Manager and Operations Owner overcome organizational barriers as needed. Ultimately responsible for success of the project
Project Manager	Manage the day-to-day aspects of the project. Track, assign, communicate, and help to resolve issues and scope changes. Communicate project status to the team and stakeholders.
Design and Engineering	Define Concept of Operations. Document, processes, procedures, metrics, and reporting.
Human Resources	Handle all issues related to hiring, wages, compensation, and associate relations
IT and Comms	Implement the IT solutions and all necessary infrastructure hardware and software
Business Development	Develop the Operating Services Agreement. Co-ordinates client communication and establishes overall team strategy
Quality, Health and Safety	Guides, monitors the safety, health and quality parameters of the project
Procurement	Specification, procurement and delivery of capital items including racking, shelving, forklift, etc.

Frequency	Report/ Communication	Who
Daily	Site Meeting	Project Team
Weekly	Status Report Mail	Project team & Steering Committee
Monthly	On Site Review/ Zoom/Teams Call	Project team & Steering Committee
Quarterly	On Site Review	Project team & Steering Committee



Similar team structure from you is expected for flawless launch

- Critical Activities which require skills and experience will be identified
- These positions will be filled with adequate knowledgeable, regular and competent workforce
- A back up will be created to each of such positions.
- Skill Matrix tool is being used by Vistar to identify gaps in the skills and immediate corrective actions are deployed to strengthen the sections
- “+1” and “-2” level of upward and downward skills will be imparted to sustain any case of disruptions

Vision

Our Vision is to be a preferred Supply Chain partner, who is offering innovative, comprehensive and customized solutions & services in the 'Critical Logistics' domain & laser sharp focus on operations and achieve the same by implementing daily monitoring SLA and SOP oriented operations.

Mission

To encourage teamwork & create a work environment encouraging the workforce to continuously strive for quality & excellence, providing high-quality service, Cost control and innovative Ideas to customers under one shelter to sustainable Growth of Business and Society.

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- Integrity
- Process Oriented
- Technology Focus
- Capability Development
- Customer Orientation
- Reliability
- Responsiveness

Safety ,Health & Environment Policy



Vistar Logitek Pvt. Ltd. is committed to faster & safer ,Healthier and cleaner environment in every community in which our people live and work through the following activities:

- Our intention as a company to provide a safe and healthy work place. This Company will establish and insist upon safe work practices by all employees at all times. All supervisors must make employee safety an integral part of his or her management duties.
- Provide adequate working conditions with proper facilities to safeguard the health and safety of personnel and to ensure that any work which is undertaken produces no unnecessary risk to health or safety.
- Maintain safe environment for the use, handling, storage and transport of articles and substances.
- Make workplaces safe, healthier and clean environment.
- Undertaking reviews to ensure continual improvements to EHS performance.

Effective Date: 10th Jan 2016

Prashant Tamhankar
Managing Director

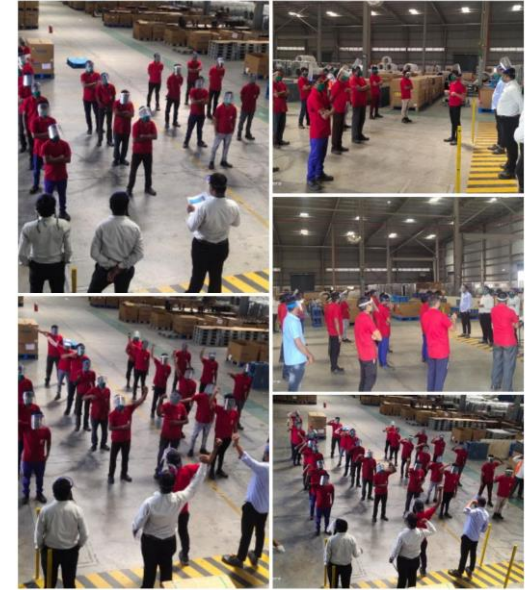
Our Business Review Process

... Our principles in delivering the commitments!!!

Objective	Frequency	Details	Reports.	Main Participants
<i>Snap Shot on KPI</i>	<i>Every Day Morning</i>	<i>All KPI parameter for the day and cumulative for the month with Performance %</i>	<i>Dash Board</i>	<i>Vistar Warehouse Manager will send to all concerned team members of Customer</i>
<i>Review of transactions and communication of information to key customer's Logistic Coordinator</i>	<i>Daily</i>	<i>Project sends report on receipts, dispatch and stock</i>	<ol style="list-style-type: none"> <i>1. Receipt statement</i> <i>2. Stock statement</i> <i>3. Stock take and variance</i> 	<i>Vistar WH Manager; Customer's Executive / coordinator</i>
<i>SLA Review</i>	<i>Monthly</i>	<i>Project teams send report on outstanding issues, exceptions and SLA deviations.</i>	<i>Binning efficiency</i> <i>Stock Accuracy</i> <i>Picking efficiency</i> <i>VOR Service</i>	<i>Vistar Executive; Customer's Logistics coordinator</i>
<i>Review Customer business needs and re-assess scope of business. Management expectation from each parties. Unresolved issues.</i>	<i>Quarterly</i>	<i>Discuss quarterly performance</i> <i>Evaluate strategic issues, plan business needs for the forthcoming quarter.</i> <i>Provide resolutions to open issues</i>	<ol style="list-style-type: none"> <i>1. Issues tracker.</i> <i>2. SLA report</i> <i>3. Business projections and requirements</i> 	<i>Vistar Director; Customer's Logistics Head</i>

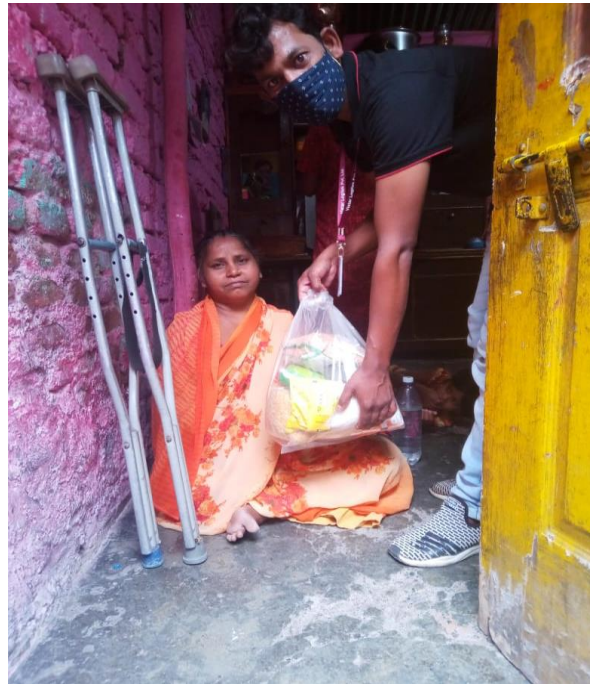
Safety

Safety awareness training and various events conducted at all project from Safety Week



CSR Activities

- ❑ CSR team organized tree plantation & voluntary of employees in sand Ganpati Idol distribution.
- ❑ CSR team organized necessary grocery distribution in COVID lockdown
- ❑ Voluntary effort of Vistar Team at Chai Point : Donated 52-unit blood at Chai Point foundation day.



Why Vistar Logitek ?

- *WMS: Customer Order status real-time visibility*
- *Improved OTIF (On-Time In-Fill)*
- *Bettering TAT for trucks*
- *Accuracy in Inventory*
- *Stock status / Availability*
- *Improved picking time*
- *Cubic space utilization / floor space optimization*
- *Better MHE planning / Asset management*
- *Re-engineering layout based on analytical tools*
- *Scalable : Flexible manpower for peak/festive periods*
- *Less NVAs as automatic reporting from WMS*
- *Deploying Competent and Industry experienced resources*
- *AI powered milk run-delivery planning and execution*

Commercial and Confidentiality Terms



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Thank you !!!

Vistar Logitek Private Limited