

## Logistics Workforce of Tomorrow



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## Dear Readers:

Bygones be bygones and let's enter the New Year 2024 with our usual vigor, goal setting ++. Be it a natural calamity – flood that happened in Chennai during the month of December or the other things elsewhere in the country, as 2023 has been a year of highs and lows for some and economic downturn, India's economic growth expansion has never been stopped!

With the hope we enter this year, investments pouring in for the new and good projects from Global Investors Meet GIM 2024, A big leap for Tamil Nadu, Vibrant Gujarat and for the other states similar happenings, are really good sign of growth at the beginning itself!

On the digital currency front, a 30% tax will be charged on the earnings from the transfer of digital assets that include crypto currencies, NFTs, etc. Just the cost of acquisition and no deduction will be permitted while reporting earnings from the transfer of virtual assets, it is learnt.

And we see bitcoin reaching new highs in 2024 because of more institutional access through ETFs and a broader narrative as a store of value, as the experts opined, adding that the halving and further regulation of the crypto currency industry are likely to produce positive results for investors.

The outlook for the industry in 2024, a stable trajectory emerges, underscored by three critical considerations – like a rising risk profile associated with ocean freight, the emerging challenges of manpower shortages, and an increasing impetus towards sustainability, let's strive hard to move forward!

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# Logistics Workforce of Tomorrow – Skills and Training for the Industry's Future

–By Mr. Darshan Ghodawat, CEO and Managing Director, AVA Global Logistics LLP

In navigating the current era of rapid technological advancement, a successful logistics professional must possess a multifaceted skill set that extends beyond technical proficiency. Dealing with the unseen and potential risks, mastering number crunching and data crunching, and possessing techno-commercial acumen are pivotal components of the logistics

professional's arsenal. Moreover, the ability to collaborate with different cultures across various geographies is equally crucial. This transformative evolution in the logistics industry demands a unique blend of capabilities, shaping the workforce of tomorrow.

Automated trust through blockchain is revolutionising

how logistics professionals secure, verify, and authenticate transactions, ushering in an era of heightened security and transparency. Simultaneously, the integration of automated decision-making through machine learning is reshaping the industry's operational dynamics, optimising processes, and enhancing efficiency. To thrive in this evolving environment, logistics



professionals must acquire a nuanced understanding of trade policies, customs rules, tariffs, and non-tariff barriers. This knowledge is pivotal for navigating the complexities of international trade and ensuring compliance with evolving regulations. The ability to seamlessly integrate automated technologies while maintaining a deep understanding of regulatory frameworks will be key to success in the logistics landscape of the future.

The seamless integration of technologies, such as the Internet of Things (IoT) and Artificial Intelligence (AI), has not only impacted the industry's landscape but has also redefined the skill sets required for success in this dynamic field. As the logistics sector continues its global expansion, the demand for professionals equipped with the right skills to navigate this changing terrain

has become more critical than ever. The logistics professionals of tomorrow will be characterised not only by technical proficiency but also by their adeptness in dealing with uncertainties, leveraging data, and fostering collaborative relationships across diverse cultures and geographies.

Adaptability to change and a forward-thinking mindset will be defining traits, ensuring that professionals can navigate the industry's dynamic landscape. Comprehensive training programs emphasising a balance between technical and soft skills will play a pivotal role in preparing this workforce for the challenges and opportunities that lie ahead. As partnerships between educational institutions and industry players strengthen, the logistics workforce is poised to emerge as a highly skilled and adaptable cohort, driving innovation and efficiency in

the evolving logistics ecosystem.

By incorporating automated systems in warehouses and leveraging data analytics for supply chain management, these advancements contribute to unparalleled efficiency and precision. Using machine learning algorithms aids in predictive maintenance, ensuring that vehicles and equipment remain operational, thereby minimising disruptions. The training and development of professionals in data analysis, problem-solving, and familiarity with emerging technologies become imperative, positioning them to harness the full potential of these innovations.

As technology streamlines processes, the need for effective communication across diverse teams becomes paramount. Teamwork and leadership skills are essential for managing



collaborative efforts and driving innovation within the rapidly changing logistics landscape. Adaptability stands as a cornerstone for success in shaping the logistics workforce of the future. As the industry evolves, professionals find themselves at the forefront of change, necessitating a proactive approach to embracing new skills and methodologies. Professionals who cultivate a mindset of adaptability position themselves to thrive in an environment where resilience and the capacity to embrace change become invaluable assets. In this era of rapid transformation, the logistics workforce's preparedness to adapt ensures individual success and contributes significantly to the industry's overall resilience and growth. An illustrative example of the importance of adaptability in the logistics industry is the widespread adoption of autonomous vehicles. As self-driving trucks and drones increasingly integrate into transportation networks, logistics professionals must adapt to new operational frameworks.

The logistics industry is poised to witness several trends, challenges, and opportunities in the coming years. Automation and digitisation will continue to drive efficiency, but they may also pose challenges related to workforce displacement. Balancing these advancements with ethical considerations and societal impacts will be critical. Opportunities for innovation, entrepreneurship, and sustainability within the logistics sector will rise, creating new avenues for skilled professionals.

As the logistics sector hurtles toward a future marked by innovation and efficiency, strategic partnerships between educational institutions and industry leaders are the linchpin for empowering professionals with the requisite skills. This





collaborative commitment to comprehensive training programs not only addresses the immediate demands of the evolving logistics landscape but also lays the foundation for a workforce that is not merely prepared for the challenges ahead but is architecting the industry's very future. The logistics workforce of tomorrow is a testament to the symbiosis between cutting-edge skills and proactive training, poised to redefine the industry's trajectory with unparalleled ingenuity and adaptability.











# A.P. Moller Maersk and the Government of Tamil Nadu enter a strategic partnership

**M**aersk will explore strategic investment opportunities in land development for logistics hubs, warehousing facilities and deployment of electric trucks for distribution network in a bid to enable the Indian state's growing trade.

Chennai: A.P. Moller – Maersk (Maersk) and the Government of Tamil Nadu signed a Memorandum of Understanding (MoU) today during the Tamil Nadu Global Investors Meet 2024. As per this MoU, Maersk and the Government of Tamil Nadu entered a partnership that allows both exploring strategic opportunities together and enabling the state's growing trade.

*"We have a long-standing 25-year relationship with the state of Tamil Nadu. The state's conducive business ecosystem, robust infrastructure and a future-proof talent pool make it an attractive destination to invest in. We offer robust integrated logistics solutions in Tamil Nadu to various global and local customers across sectors such as Renewables, Automotive, Electronics, etc. Looking at the potential for growth in trade out of the state, we are now ready to explore opportunities that will allow us to develop land for integrated logistics hubs, build warehousing infrastructure and a sustainable distribution network to strengthen our integrated logistics solutions",* said **Vikash Agarwal** Managing Director, Maersk South Asia



Tamil Nadu is currently the third-largest contributor to India's GDP, with the potential to become the second-largest next year. It is also the third-largest exporter from India, with an ambition to become a 1 trillion USD economy by 2030. In a state with such ambitions and a clear roadmap aided by a conducive business ecosystem, the right policy framework, a competitive environment and a large pool of young and future-proof talent, it is a win-win for Maersk and the state to partner and explore all potential opportunities for enabling trade.

#### Integrated Logistics in Action

The state of Tamil Nadu is currently connected to the global ocean network through Maersk's two major service calls. Further, Maersk has a robust distribution network that connects the ocean ports to the hinterland, where many of the manufacturers and consumers are located. Maersk also has a cold storage facility in Chennai, which caters to its customers' frozen and chilled cargo.

In addition to these, Maersk will now explore opportunities to invest in land development to create logistics hubs. These logistics hubs will implement the best

practices from global examples to drive maximum efficiency while delivering resilience to customers' supply chains. Maersk will also study the customer needs for storage facilities and build modern, state-of-the-art warehousing facilities that would incorporate the latest Warehouse Management Systems for the most efficient inventory management and focus on waste reduction. Finally, Maersk will also invest in building a fleet of electric trucks that will ensure sustainable and environment-friendly distribution. This is an imperative for some of the top customers of Maersk who have set for themselves stringent NetZero targets and who rely on logistics partners who can deliver decarbonised solutions.

*"We are happy to collaborate with Maersk as a strategic logistics partner. To attract global investments into the state, the availability of effective logistics and supply chain solutions is key. We believe this collaboration would bring the right global expertise, network, and ambition to enable the growth of trade in the state. Guidance, Tamil Nadu shall facilitate necessary support and bolster existing conducive environment to implement best*

*global practices for proposed investments",* said **V. Vishnu IAS Managing Director and CEO, Guidance, Tamil Nadu**

The Government of Tamil Nadu will provide Maersk with the right access to information, enable faster decision-making and provide a conducive environment to implement the latest in technology and best global practices.

#### Sectors in focus

While Maersk will continue serving the focus sectors of Renewables, Automotive, Electronics, Textiles & Apparel, and Chemicals, it will also explore potential opportunities in serving the sunrise sectors of pharma, footwear and finished leather goods and technical textiles. Maersk will further work towards creating integrated logistics solutions with a special emphasis on these sectors to enable them to achieve scale and global competitiveness.





# MAERSK

**"We have a long-standing 25-year relationship with the state of Tamil Nadu. The state's conducive business ecosystem, robust infrastructure and a future-proof talent pool make it an attractive destination to invest in."**

# Pragati Warehousing and Tamil Nadu Government Seal ₹1,500 Crore MoU for Economic Development

Tamil Nadu, Pragati Warehousing, a key player in industrial and logistics real estate development, has recently formalized a Memorandum of Understanding (MoU) with the Tamil Nadu government, signaling a substantial investment exceeding ₹1,500 crores over the next five years. This agreement was formally announced during the recent Global Investors Meet held in Chennai on January 7th-8th.

This decisive step cements Pragati Warehousing's steadfast commitment to propelling economic development in Tamil Nadu. The company is strategically positioned to contribute significantly to the region's growth, with plans to invest in the development of industrial and

logistics parks. This investment is projected to generate direct employment opportunities for 500 individuals and create an additional 2,000 jobs indirectly.



**Lt Col Jitender Yadav, Chairman and Founder at Pragati Warehousing,** emphasized: "At Pragati, our efforts are dedicated to transforming the Indian

warehousing landscape. This MoU reinforces our commitment to add global standard assets to the Indian logistics and industrial real estate. We believe in setting new industry benchmarks and ensuring that our contributions elevate the standard and efficiency of the entire sector."

**Maneesh Jain, Chief Investment Officer at Pragati Warehousing,** commented on the MoU signing: "From ease of doing business to a well-established industrial ecosystem, Tamil Nadu offers a compelling proposition for any investor. Tamil Nadu's strides in electronics and auto manufacturing make it a pivotal hub for our expansion. This collaboration is a testament to the state's forward-thinking policies, and Pragati Warehousing is



*excited to contribute to the state's thriving industrial landscape."*

**Chandraveer Singh, Chief Financial Officer at Pragati Warehousing,** added:

*"This MoU with the Tamil Nadu government will be instrumental in achieving shared objectives. It also lays a solid foundation for our further expansion in the key micro markets of the state. We are excited to be the state's partner in progress."*

**"At Pragati, our efforts are dedicated to transforming the Indian warehousing landscape. This MoU reinforces our commitment to add global standard assets to the Indian logistics and industrial real estate."**

In tandem with this commitment, Pragati Warehousing is actively engaged in an ongoing investment of ₹350 crores for the development of a Grade-A industrial and warehousing park in Sriperumbudur. Spanning over 35 acres of land parcel, this project offers 0.7 million sq. ft. of Grade-A leasable space and is progressing on schedule for completion within the current year.

Pragati Warehousing is set to augment its portfolio by 18-20 million sq. ft. over the next five years, focusing on key tier-1 micro markets across India. This expansion plan aligns with the company's commitment to contribute to the nation's production and supply chain ecosystem.





# SpiceXpress Expands Domestic Cargo Network in Partnership with Star Air

**To Manage Belly Space Capacity for Cargo Transportation in Star Air's Fleet of Nine Aircraft**

**G**URUGRAM: SpiceXpress, a subsidiary of SpiceJet, has entered into a partnership with Star Air, to manage the belly space capacity for cargo transportation in Star Air's fleet of nine aircraft.

Star Air, operating five Embraer 145 jets and four Embraer 175 jets, will significantly enhance SpiceXpress's domestic network, incorporating nine new destinations: Belagavi, Bhuj, Kalaburagi, Kishangarh, Kolhapur, Jamnagar, Jodhpur, Nagpur, and Shivamogga. This collaboration underlines SpiceXpress's commitment to expanding its reach and strengthening the nation's air cargo infrastructure, aligning with SpiceJet's mission to cater to the underserved regions in India.

SpiceXpress's domestic network will increase from 39 to 48 destinations helping the company strengthen its Door-to-Door delivery and postal service. The three-year agreement, extendable by mutual consent, establishes a foundation for seamless cooperation between the two companies.





**Jai Singh Sadana, Chief Business Officer, SpiceXpress**

**Jai Singh Sadana, Chief Business Officer, SpiceXpress,** said, *"This partnership with Star Air marks a significant milestone for SpiceXpress as we broaden our domestic cargo network. The extended reach to these nine destinations aligns with our vision of connecting underserved regions, contributing to economic development, and bolstering the logistics landscape in India."*

*"The collaboration not only grants SpiceXpress access to additional delivery points and increased daily cargo volume but also enhances our last-mile presence. Door-to-door connectivity will now be extended to pin codes that were previously untouched, showcasing the transformative potential of this partnership," Sadana said.*



**Capt. Simran Singh Tiwana, Chief Executive Officer, Star Air,**

**Capt. Simran Singh Tiwana, Chief Executive Officer, Star Air,** said, *"Star Air is happy to announce this exciting partnership with SpiceXpress. The flexibility gained through this alliance empowers Star Air to unlock the cargo potentials in Tier-2 and Tier-3 cities across the country. This strategic partnership exemplifies the commitment of both airlines to redefine India's cargo landscape and drive the nation's economic growth."*

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**"This partnership with Star Air marks a significant milestone for SpiceXpress as we broaden our domestic cargo network"**

# GUJARAT AND DP WORLD SIGN AGREEMENTS TO STRENGTHEN LOGISTICS

## GUJARAT AND DP WORLD SIGN AGREEMENTS TO STRENGTHEN LOGISTICS IN THE INDIAN STATE

**D**P World to develop multi-purpose deep-draft ports, container terminals, SEZs, and Gati Shakti Cargo Terminals (GCT) in Gujarat

Gandhinagar, India 10 January 2024: DP World has signed multiple Memorandums of Understanding (MoUs) worth INR 25,000 crores (INR 250 billion) with the Government of Gujarat, covering the development of new ports, terminals, and economic zones, strengthening its commitment to supporting trade in a growing Indian state.

Signed at Gandhinagar, during Vibrant Gujarat Global Summit 2024, the MoUs highlight Gujarat's prowess as a role model of development and the Growth Engine of the nation while leveraging its logistics and maritime infrastructure.

DP World Group Chairman and CEO, Sultan Ahmed bin Sulayem exchanged MoUs around potential investments in Gujarat with **Mr M K Das, Additional Chief Secretary, Government of Gujarat** in the

august presence of **His Highness Sheikh Mohamed bin Zayed Al Nahyan, President of UAE, and Shri Narendra Modi, Honourable Prime Minister of India**, as part of the summit in Gandhinagar.

DP World has also signed an MoU with Gujarat Maritime Board to jointly identify opportunities to develop additional ports along the coast of Gujarat.

**CEO**, said, "We are very committed to India, where we have been operating for nearly 20 years. In that time, we invested almost \$2.5 billion and we are going to invest more in the next 3 years in these projects. The policies of the government and our experience here is what gives us the confidence to do even more in India. We have also been present in

### The MoUs underscore DP World's commitment to facilitating trade in Gujarat by developing:

- Multi-purpose deep-draft ports in South Gujarat and around the western coast of Gujarat towards Kutch,
- Special Economic Zones in Jamnagar and Kutch,
- Gati Shakti Cargo Terminals (GCT) and Private Freight Stations at Dahej, Vadodara, Rajkot, Bedi and Morbi

Commenting on the signing of the MoUs, **Sultan Ahmed bin Sulayem, DP World Group Chairman and**

*Gujarat since 2003 and are proud to have been part of the state's growth story. We are honoured*





*to continue our partnership in the state by committing to strengthening its logistics and maritime infrastructure to further enable trade in Gujarat."*

DP World's existing investments in Gujarat include a container terminal in Mundra, along with rail connected private freight terminals at Ahmedabad and Hazira. This is complemented by cold storage facilities in Surat and Bharuch, freight forwarding offices in Ahmedabad and Gandhidham, and express cargo services across the state. Additionally, DP World ensures global connectivity for businesses in the region by running weekly coastal services via DP World's Unifeeder Group, linking Mundra, Kandla, and Hazira ports to several international ports.

The company recently launched a first-of-its-kind dedicated scheduled Rail Freight Service, 'SARAL' connecting traders from south Gujarat such as Surat, Vapi, Valsad Vadodara, Bharuch, Ankleshwar to the markets in and around North Capital Region (NCR).

On 25 August 2023, DP World signed a \$510 million concession agreement with the Deendayal Port Authority to develop, operate and maintain a new 2.19 million TEU per year mega-container terminal at Tuna-Tekra in Kandla. On commencement, this greenfield terminal will have state of the art equipment and a 1,100 m berth capable of handling next-generation vessels carrying more than 18,000 TEUs.

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**"We are very committed to India, where we have been operating for nearly 20 years. In that time, we invested almost \$2.5 billion and we are going to invest more in the next 3 years in these projects."**

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# Philippine Airlines employees fly high with IBS Software's iFly Staff

**T**hiruvananthapuram, Philippine Airlines (PAL) and its affiliate carrier, PAL Express (PALex), have embarked on the next phase of their journey to deploy IBS Software's iFly Staff travel solution.

Built to improve travel operational efficiency for airline employee travellers, iFly Staff is a SaaS solution designed to automate the end-to-end business and leisure travel booking process for airline employees. The partnership with iFly Staff enables PAL and PALex employees, dependents and retirees to plan, book and manage their travel requirements for leisure and business trips via multiple channels and devices.

PAL is the first Southeast Asian SaaS customer of IBS Software and the fourth from the Asia-Pacific region.

Since the go-live, iFly Staff has significantly improved the travel experiences of PAL employees by replacing tedious paper-based manual processes with self-service booking capability, reducing staff travel booking time from days to minutes. Additional benefits include a reduction in general office backlogs, enhanced policy and security compliance, and the facilitation of multiple payment options.





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**“We are  
delighted  
to have PAL  
as our first  
Southeast  
Asian  
customer on  
board iFly  
Staff.”**

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**Jo-Ann Maluenda, Vice President of Human Capital at PAL, remarks:** *“PAL’s primary objective is to provide our valued employees, their families, and loyal PAL retirees with a smoother, more streamlined, and user-friendly process for availing of their employee travel benefits. With iFly Staff, our employees can now book their trips anytime, anywhere with just a few clicks. We partnered with IBS Software to achieve end-to-end automation of our employee travel booking and administrative processes, introducing industry-best practices without compromising PAL-specific processes. Our PAL and PAL Express employees work*

*diligently to deliver exceptional service to our customers worldwide, and they deserve a flexible and user-friendly travel experience. We also anticipate substantial savings in back-office work.”*



**Vijay R Chakravarthy, VP  
& Head of iFly Staff at IBS  
Software,**

**Vijay R Chakravarthy, VP & Head of iFly Staff at IBS Software, comments:** *“We are delighted to have PAL as our first Southeast Asian customer on board iFly Staff. It is significant that PAL has achieved the objectives of this transformation journey and is starting to reap the benefits. We look forward to working closely with stakeholders to enhance experiences and maximize the potential of the solution deployed at PAL.”*

# Driving Success as Amazon's Trucking Partner in Northeast India



## Driving Success as Amazon's Trucking Partner in Northeast India – Amarnath Banik

- Amazon supports SMEs, opening avenues for small businesses to leverage skills for faster transport
- Amarnath delivers Amazon packages to Northeast India using a fleet of 200 trucks and 250 drivers

**N**ational, The rugged terrain in north-east India presents many challenges for truckers but is also filled with economic opportunities. Entrepreneurs from diverse backgrounds are venturing into the industry to serve the growing needs of e-commerce and logistics industry, gradually paving the way for robust transportation networks. One such trailblazer is Amarnath Banik, a 38-year-old entrepreneur from Guwahati. His journey with Amazon's trucking partner





program has not only transformed his family's trucking business but has also helped his company earn a stellar reputation for navigating the unique geographical and infrastructural challenges of the region, making them an ideal partner.

Amarnath's entrepreneurial journey began at an early age, kindled by the environment of his family's successful trucking business established in 1984. In 2006, he joined his father's business, and by 2015, he had established strong collaborations with several e-commerce companies, recognizing the potential of serving the growing online retail sector. The turning point came in 2019, when Amarnath learned about Amazon's trucking partner program. To expand his business, he partnered with Amazon, initiating operations with a modest fleet of 50 trucks and 60 drivers. Over the years, the business expanded into an impressive fleet exceeding 200 trucks and boasting a dedicated team of over 250 drivers. Operating in three established routes, his logistics network spans the entirety of the Northeast region, encompassing

13 cities such as Guwahati, Tinsukia, Shillong, and Kohima, among others. This partnership also reaffirms Amazon's commitment to supporting local businesses by addressing logistical challenges and providing a robust platform for SMEs to thrive in their business.

**Abhinav Singh, Vice President, Operations, Amazon India,** says, *"Amarnath's remarkable journey as an Amazon trucking partner is an excellent example of the entrepreneurial spirit that fuels our nation's progress. He has transformed not only his family business, but also the logistics landscape for the region and has enabled Amazon in delivering its promise of seamless deliveries to customers in many parts of north east India."*

Reflecting on his transformative partnership with Amazon, **Amarnath Banik, Director, Amarnath Paribahan** shares, *"Being a part of Amazon's trucking program has not only boosted my business but also provided me with unparalleled opportunities. Their support has allowed me to grow my business quickly while also improving our skills and knowledge. Amazon has*

*provided me a versatile range of technology-driven products and value-added services (VAS). Leveraging VAS has empowered the growth of my business by facilitating convenient access to finance at reduced interest rates. This initiative has created opportunities that has significantly contributed to the expansion of my business".*

Navigating through the northeast region presents several challenges, including landslides and heavy monsoon rains. These difficulties become particularly pronounced during peak seasons or events like Prime Day and the Great India Festival, when there is a surge in order demand. However, Amazon's trucking partners overcome the daily challenges with local ties, skilled drivers, and a strong contingency plan.

Amarnath ensures driver safety with backup routes, regular health check-ups, and comprehensive accident insurance, showcasing its unwavering commitment to drivers' safety. He possesses a deep understanding of Amazon's array of technologies. For instance, he utilizes the Relay app (Relay for carrier and Relay for driver). Relay for Carrier gives visibility on all his trips and performance in real time. Relay for Drivers streamlines check-in, checkout, and real-time communication during contingencies, ensuring immediate support.

Amarnath's strength extends beyond his professional success and lies within his family. His wife efficiently handles the company's finances, adding to their shared entrepreneurial journey. Backed by Amazon, Amarnath pioneers into new territories, embodying determination, collaboration, and technology's boundless possibilities in entrepreneurship.

# EV logistics tech startup **EVIFY** raises \$1.3 million



**EV logistics-tech startup EVIFY raises \$1.3 million in pre-Series A round led by GVFL, Piper Serica Angel Fund**

**S**urat, EVIFY, a Surat-based electric vehicle logistics startup, has announced that it has raised \$1.3 million in funding in a Pre-Series A round led by venture capital firms GVFL and Piper Serica Angel Fund.

Existing investors We Founder Circle and IVY Growth, along with a few angel investors, also participated in the round.

The startup had earlier raised around \$100k in August last year.

Founded in 2021 by logistics expert Devrishi Arora and cleantech specialist Pragya Mittal, EVIFY is a technology-driven company that focuses on electric vehicle-based logistics to transition India's D2C/FMCG/E-commerce last-mile delivery to electric vehicles. EVIFY seeks to revolutionize the electric vehicle logistics sector in India by making it carbon-negative through technological innovations.

Evify will use the fresh funds

to expand its operations across Gujarat and product innovation. The aim is to grow the existing fleet from 400 to 4,000 electric bikes by March 2025. Currently, it is operational in Surat and Ahmedabad.

**Devrishi Arora, CEO of EVIFY,** said, *"Over the past 18 months, we have grown exponentially with revenues increasing fivefold. With our full-stack, in-house technology platform, we aim to become the go-to last-*



*mile EV logistics partners for FMCG and e-commerce companies."*

Devrishi added that the company is looking at more partnerships with various ancillary industries, including battery swapping companies, battery manufacturers, and vehicle and spare parts makers, to develop the infrastructure for EV vehicles in BHARAT or India beyond the metros.

*"We have developed a sustainable growth environment for our gig workers, especially women drivers, improving their quality of life,"* said **EVIFY's cofounder Pragya Mittal**, who comes from a green industry background with solar panel and, lithium-ion battery manufacturing and recycling.

EVIFY works with Big Basket, BB Now, Swiggy, Zomato, Flipkart, e-Com Express, and Blue Dart. The plan is to onboard more e-commerce and pharma delivery partners this year. It works with around 500 delivery

partners and will increase the headcount ten times by end of this year, thus creating more employment opportunities in Gujarat.



Abhay Agarwal, Founder –  
Piper Serica Angel Fund

Talking about their investment in EVIFY, **Abhay Agarwal, Founder of Mumbai-based Piper Serica Angel Fund**, said, *"Our investment in EVIFY not only underscores the burgeoning potential of the EV logistics market in India but also marks a pivotal step towards the decarbonization of the logistics sector. As the Indian economy expands, the demand for efficient and sustainable logistics solutions has never increased. With the potential*

*to tap into a market projected to reach \$100 billion by 2030, EVIFY stands at the cusp of revolutionizing the logistics landscape through innovative electric vehicle technology."*

EVIFY also offers a comprehensive logistics management solution including a fleet and driver management, route optimization, battery management, telematics, and financial services.

*"We are excited to lead the Pre-Series A round for EVIFY, recognizing their potential to revolutionize the logistics sector through innovative and sustainable solutions. EVIFY's commitment to decarbonize the industry aligns perfectly with our focus on supporting scalable and technology-driven business models. We look forward to witnessing their growth as they expand their electric vehicle fleet and contribute to a greener future for logistics in India,"* observed **Kamal Bansal, Managing Director at GVFL Ltd.**

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**"We have developed a sustainable growth environment for our gig workers, especially women drivers, improving their quality of life"**



# Cogoport and IIM Amritsar conclude Inaugural Batch of Post- Graduate Certificate Program

**Cogoport and IIM Amritsar conclude Inaugural Batch of Post-Graduate Certificate Program in Global Logistics and Freight Management**





*~ Graduates will be integrated into various departments of Cogoport across India, Vietnam and Indonesia business ~*

**G**urgaon, Cogoport, a leading name in the logistics and freight management industry, has announced the successful conclusion of its first batch of the Post-Graduate Certificate Program in Global Logistics and Freight Management. This achievement is a testament to Cogoport's commitment to nurturing talent and promoting excellence in the continually evolving realm of logistics.

The graduating batch has completed a comprehensive program that positions them for success in the global logistics landscape. These graduates will seamlessly integrate into various departments within Cogoport, contributing their acquired skills and knowledge to further elevate the company's standing in the industry.

In collaboration with the prestigious Indian Institute of Management (IIM), Amritsar, the Post-Graduate Certificate Program represents a pioneering

initiative within the international logistics and global supply chain sector. Developed and executed by industry experts and renowned educators, this program provides participants with a unique blend of theoretical knowledge and practical applications, offering insights into the complexities of managing freight globally.

Congratulating the first batch on the successful completion of the program, **Hrishikesh Kulkarni, Chief Operation Officer at Cogoport** stated: *"We are thrilled with the successful culmination of our inaugural Post-Graduate Certificate Program. This program underscores our commitment to nurturing talent and equipping professionals with the skills needed to excel in the dynamic world of global logistics. We look forward to these skilled individuals making an impact in the industry."*

**Professor Harpreet Kaur, Associate Professor, IIM Amritsar**, said: *"Armed with a profound understanding of supply chain and logistics, these graduates are well-prepared to make significant contributions to the field. As they embark on their professional journeys, we wish them continued success and growth in their careers."*

With the ongoing expansion and evolution of the logistics and freight management industry, Cogoport maintains its commitment to providing educational avenues that empower individuals to excel in this dynamic sector. Future cohorts of the Post-Graduate Certificate Program are already in development, reflecting Cogoport's dedication to fostering the growth of a greater number of professionals in global logistics.





# Kerala Roadways (KRS) Appoints Jothi Menon as CEO

## Kerala Roadways (KRS) Appoints Jothi Menon as CEO to Spearhead Expansion into Express Cargo Sector

**B**engaluru : Kerala Roadways (KRS), India's leading logistics enterprise, has announced the appointment of Jothi Menon as its CEO and Member of the board.

With this strategic leadership appointment, KRS is set to expand its services into the fast-growing Express cargo space, which is currently witnessing a compounded annual growth rate of 15% with high-profit margins for industry leaders.

The move signifies KRS's commitment to being an end-to-end logistics player in one of the vital and fast-growing sectors of the Indian economy.

Jothi Menon brings to KRS' exceptional credentials as one

of the few women leaders in the Indian logistics sector.

As co-founder of Spoton Logistics, Menon played an instrumental role in Spoton's growth, fundraising efforts, and successful acquisition by Delhivery in 2022. A graduate from the prestigious XLRI, Menon's career prior to Spoton includes significant leadership roles at IBM, Accenture, and AOL.

On the appointment, **M K Siraj, Chairman of the KRS board**, said: *"Jothi Menon is an accomplished leader whose execution track record, deep logistics industry knowledge, understanding of technology, and people skills make her the perfect candidate to lead KRS as we embark on this transformative journey to capitalize on the expected*

*economic growth in India over the next decade."*

Established in 1962 by VK Moidoo, KRS has grown over six decades to a network spanning 400 offices servicing over 1000 locations. The company boasts an impressive daily movement of 7,500 tonnes of cargo with a fleet of 1,500 trucks and a dedicated team of over 3,500 employees.

*"KRS's legacy in the Indian logistics sector is legendary. I am excited to contribute to KRS's evolution into a complete logistics provider that will play a pivotal role in the unfolding India growth story. My vision is to ensure KRS reclaims its rightful spot as one of the top 10 logistics enterprises in India. At a planned revenue growth of 7X across business lines driven by technology enablement and customer centricity we aim to be in the top 10 profitable logistics companies in India by 2030", said Menon.*





# Pankaj Singh, New CCO of Ecom Express

## Ecom Express designates Pankaj Singh, ex-Founder at prop-tech start-up, as Chief Commercial Officer

**G**urugram : Ecom Express Limited, a technology-driven end-to-end logistics solutions provider, announces a new role of Chief Commercial Officer at Ecom Express, with Pankaj Singh, ex-Founder of a proptech venture – Multiliving Technologies, taking up the role effective from 4th January, 2024.

In this key role, Mr. Singh will spearhead the company's end-to-end procurement, covering sourcing, spend management and strategic management of cost levers of the supply chain. This is a new role and structure being created by Ecom Express in building a stronger P&L focus and driving a clear cost management

agenda.

Pankaj Singh comes with a distinguished career as an entrepreneur, founding and managing multiple successful businesses at the intersection of physical set-up in real estate and technology solutions. In his previous stints, he has handled multi-thousand crore spends across large brands. He was previously the Chief Growth Officer at The House of Abhinandan Lodha. Pankaj is an IIM-Ahmedabad graduate, batch of 2011.

*"Pankaj's deep understanding of running start-ups and sharper focus on driving cost efficiency will enable tangible results and drive a larger P&L impact for the company,"* said **Ajay Chitkara,**

**CEO & MD of Ecom Express.** *"We are confident that his leadership will propel Ecom Express to even greater heights, solidifying our position as a leader in the logistics industry."*

**"Pankaj's deep understanding of running start-ups and sharper focus on driving cost efficiency will enable tangible results and drive a larger P&L impact for the company,"**

# Godrej & Boyce strengthens market presence in North India

## Godrej & Boyce strengthens market presence in North India contributing 26% of its material handling business

*~Chandigarh branch of Godrej Material Handling is growing at 15% CAGR since FY22 contributing 7% of the MHE business in the North*

**Delhi:** Godrej & Boyce, the flagship company of the Godrej Group, is making significant strides in expanding its footprint and market share in North India, with a special focus on the Chandigarh region. The Chandigarh branch of Godrej Material Handling, responsible for covering Jammu & Kashmir, Leh & Ladakh, Himachal Pradesh, Punjab, and parts of Haryana, has been on an impressive growth trajectory. With a robust CAGR of over 15% since FY22, the branch is poised to achieve revenues of more than INR 50 crores in FY24.

Chandigarh branch plays a vital role in Godrej Material Handling's North region, contributing 6-7% of the total MHE business, and the North region as a whole accounts for 26% of the company's business. Recently, Godrej Material Handling also announced the inauguration of a state-of-the-art dealership

in Ludhiana, represented by its trusted partner, Viren Engineers. Ludhiana has emerged as a prominent destination for businesses looking to establish warehousing facilities.

North-India has attracted significant investments in various sectors including food processing, auto-ancillaries, pharmaceuticals, renewable energy, animal feed, and horticulture. Godrej Material Handling has been working with these companies to provide indigenous intralogistics solutions to help them with efficient and productive solutions to handle material to reduce the overall cost







of intralogistics. Companies like Tata Steel, Jindal Steel, and Tafe are also making investments.

Commenting on this, **Anil Lingayat, Executive Vice President & Business Head, Godrej Material Handling, Godrej & Boyce**, *“North is a key market for us owing to its rapid industrial expansion and development. Godrej Material Handling recognizes the evolving dynamics of the northern region, with a growing focus on e-commerce and retail warehousing. We are committed to providing innovative and sustainable solutions to address these shifting market needs. With a strong presence in North India and a customer-centric approach, we are positioned for continued success and growth in the material handling industry.”*

In recent years, the strategic decision to shift toward electric forklifts, driven by their lower operating costs and the industry's commitment to sustainability, has

further propelled the demand for material handling equipment in the northern region. The company now commands more than 60% market share among domestic manufacturers of electric forklifts, positioning it as the go-to supplier in the region.

Godrej's success in the north region is not only due to its quality products but also its unwavering commitment to after-sales support, a critical aspect of the Material Handling industry. The branch's local presence extends to dealer offices in Ludhiana, Baddi (Himachal Pradesh), Jammu, and a resident team in Srinagar. Jammu region has witnessed investments from more than 200 companies after the abrogation of Article 370. The business plans to develop an office in Srinagar by FY25 to cater to the local Controlled Atmosphere (CA) Apple storage industry, where Godrej already enjoys a strong presence.

Godrej Material Handling's

dedication to north India's industrial growth is pivotal in establishing this region as a key player in India's manufacturing sector. With a range of advanced material handling products, Godrej & Boyce has always been at the forefront of making global technology viable for Indian customers.

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**“North is a key market for us owing to its rapid industrial expansion and development”**

# Warehouse robotics startup Accio Robotics raises \$1.8 Million

**Warehouse robotics startup Accio Robotics raises \$1.8 Million, as part of their Pre-Series A funding**

- The round is led by BIG Capital, venture arm of Bitexco with participation from Unisync Angels
- The round also saw investment by some of the existing investors like Roots Ventures and angel investor, Anuj Bihani (Founder – Impaq Robotics/Alstrut)

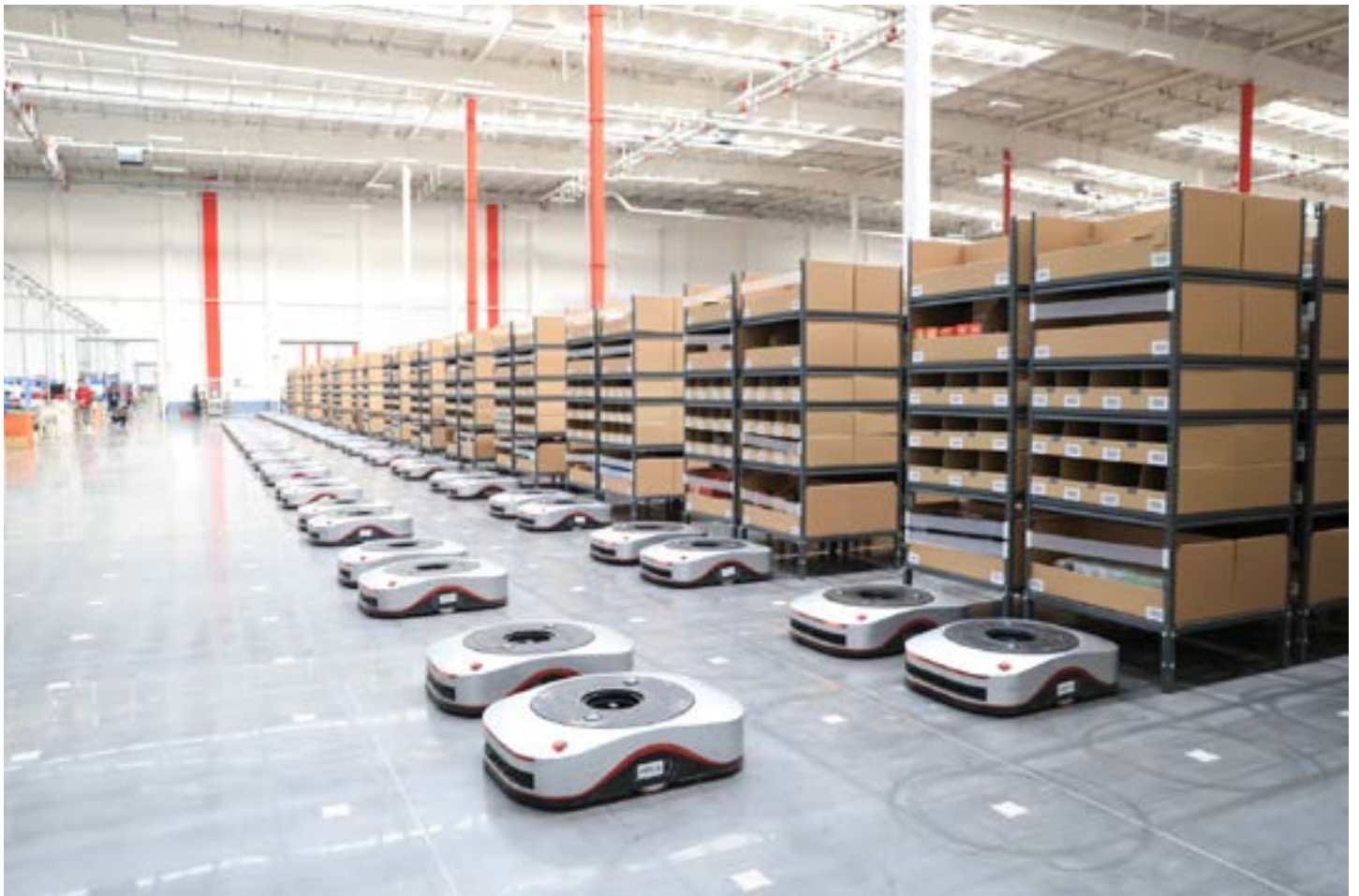
**B**engaluru, Bengaluru based Warehouse robotics startup Accio Robotics recently announced that they have raised a funding of \$1.8 million in Pre-Series A with investors like BIG Capital, Unisync Angels, Daniel Fitzgerald and some existing investors like Roots Ventures, and Anuj Bihani (Founder – Impaq Robotics/Alstrut).

Accio Robotics had previously raised investment from 100X.VC, CIO Angel Network and a clutch of angel investors led by renowned angel investors Ajay Sarupria and Uday Sodhi. Accio plans to utilise the funds towards reinforcing the technology and product team, establish channels for international growth and to enable more robot deployments.

Speaking about their investment, ccc), said, “we are excited to join Accio Robotics as the company transitions to scaling up its hardware and software solution for warehouse automation. We were particularly impressed by the simplicity and







efficiency of the product offering, ability to deliver attractive ROI to its customers and in the process enabling enterprises to redeploy expensive human capital towards higher value activities. Accio robotics ability to operate in both 2D and 3D configuration makes it particularly attractive choice for warehouse automation and we look forward to supporting the company achieve great success”.

**Pranav Srinivasan, Co-founder, Accio Robotics** said: *“This fundraise comes at a great time for Accio. It puts us in a fantastic position to showcase our products in the global landscape, as well as put us in a better position to assemble a stronger team. We are grateful for the support that our investors have shown us. It is definitely going to help us realise our goal of building world class robotics products at a global level.”*

**Ravinder Vashist, Partner (Roots Ventures),** who made a follow-on investment added that, *“We are quite impressed with the*

*vision of Tuhin and Pranav and what they have executed so far. Accio Robotics’ aim to enhance*

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**“We are extremely optimistic about the market potential for warehouse robotics and more particularly, about Accio Robotics, given the profile of their founders and robustness of their business model”**

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*efficiencies in warehouses sits well with our investment theme of identifying technology led disruptors across sectors. This equity raise will help the company further improve its technology stack and sharpen their go-to-market strategy.”*

Further speaking about the round,

**Ninad Karpe, Partner (100X.VC), Accio’s first investor,** concluded that, *“We are extremely optimistic about the market potential for warehouse robotics and more particularly, about Accio Robotics, given the profile of their founders and robustness of their business model. As the first institutional investors in Accio Robotics, we are delighted that they have raised their Pre-Series A round which will lead them to a path of rapid growth.”*

Accio is building mobile robotics solutions for warehouses and fulfilment centres wherein they’re primarily automating the process of order picking. The robotic solutions not only help drive order fulfilment productivity, but also help in hyper optimisation of space utilization.

The Bangalore based startup plans to officially launch and showcase their product globally in February 2024 and will be targeting a global market presence beyond that.

# Tamil Nadu's Integrated Logistics Plan is a Boon for the Logistics Sector

## Tamil Nadu's Integrated Logistics Plan is a Boon for the Logistics Sector – Aakanksha Bhatt, VP, Jassper Shipping

Tamil Nadu is one of India's most progressive and rapidly developing states, with a strong focus on infrastructural growth. Tamil Nadu has retained its top spot as an "achiever" state in the Logistics Ease Across Different States (LEADS) 2023 rankings, highlighting its robust logistics infrastructure and efficient operations. The state aims to grow its logistics sector from USD 48.1 billion in 2020-21 to USD 250 billion by 2030-31, contributing significantly to its ambitious economic targets. The state's logistics sector has undergone a significant transformation, driven by the state's proactive approach towards developing multi-modal logistics parks and improving first and last-mile connectivity. This has led to increased efficiency and cost-effectiveness in the movement of goods and

contributed to the state's position as a major logistics hub in Southern India.

The government has recognised the need to improve first and last-mile connectivity and has taken proactive measures to address the issue. The state has been focusing on the development of multi-modal logistics parks in various key locations, including Chennai, Kattupalli, Madurai, and Coimbatore. These parks provide a one-stop solution for all logistics activities, including storage, transportation, and value-added services by bringing together different modes of transportation.

What role do Shipping Companies play?

The shipping companies in Tamil Nadu play an instrumental role in introducing innovative solutions to overcome the challenges faced by the logistics sector.

They use blockchain technology to streamline documentation and improve transparency in the supply chain. Shipping service providers have also played a significant role in facilitating trade and commerce in the state. With the efficient movement of goods, these companies have opened up new opportunities for businesses to expand and trade internationally.

Aakanksha Bhatt, Vice President of Jassper Shipping, highlights, "The government's role in enabling a unified policy and building multi-modal parks is a commendable step. This further enables the shipping industry to improve the state's logistics landscape by providing efficient and cost-effective solutions. With a strong infrastructure, both first and last-mile connectivity improves, enabling cost savings for the entire supply chain."

How do Shipping Companies help in Building Connectivity to Multi-Modal Parks?

To capitalise on Tamil Nadu's logistics evolution, the industry can explore several strategic options:

## To capitalise on Tamil Nadu's logistics evolution, the industry can explore several strategic options:

- **Technological Integration:** Shipping companies should embrace constant digital transformation by utilising state-of-the-art transportation management systems, route planning software, and real-time tracking devices, enabling them to optimise their operations and provide timely updates to their clients. This not only helps to improve the efficiency of their operations but has also increased customer satisfaction.
- **Constant Innovation:** Shipping companies constantly invest in research and development, exploring new technologies and solutions to further enhance first/last mile efficiency. This ensures they remain at the forefront of the evolving logistics landscape in Southern India.
- **Data-Driven Decision Making:** These shipping companies recognise the power of data and utilise analytics to inform strategic decisions. By analysing traffic patterns, cargo volumes, and operational data, they optimise their services and cater to specific needs within the multi-modal park ecosystem.
- **International Expertise:** Companies dealing with international clientele can collaborate to create efficient intermodal transportation plans. The company's wider reach and deeper understanding of the local as well as global terrain and challenges can help the state to leverage the right resources, and knowledge and pave its way to evolution.
- **Focus on Sustainability:** Implementing green logistics practices and fuel-efficient technologies not only attracts environmentally conscious clients but also reduces carbon footprint and operating costs. By optimising routes and reducing transportation time, the company focuses on reducing carbon emissions and contributing to Tamil Nadu's sustainable development goals.
- **A Symbiotic Relationship:** By proactively addressing first and last-mile challenges, shipping companies can not only enhance their competitiveness but also contribute to the overall growth of Tamil Nadu's logistics sector. By providing efficient and cost-effective solutions, they can attract more businesses to utilise the state's multi-modal parks, further boosting its position as a logistics powerhouse.

### The Road Ahead:

*"Shipping Companies focus on first/last mile connectivity within Tamil Nadu's multi-modal parks aligns perfectly with the state's vision to become a global logistics hub. By leveraging technology, collaboration, and a commitment to innovation, companies like Jassper Shipping have the potential to bridge the critical gap in the logistics chain and unlock the full potential of these multi-modal parks",* adds **Aakanksha Bhatt**.

As Tamil Nadu's industrial landscape continues to grow, the state is poised to develop the State Integrated Logistics Plan. This plan will connect inter-state sea routes, ensuring the seamless transport of industrial goods to consumers through cold storage and warehouse facilities. This, in turn, will not only boost trade and economic growth but also create a more efficient and sustainable logistics ecosystem for Tamil Nadu and beyond.





# BITS Pilani and Gati Shakti Vishwavidyalaya sign MoU

**BITS Pilani and Gati Shakti Vishwavidyalaya sign MoU to propel collaborative efforts in education, research and innovation**

**A**ims to leverage unique strengths and expertise of both institutions, fostering a synergistic environment for evolutionary initiatives in diversified transportation and logistics areas

National, BITS Pilani, a renowned institution known for its commitment to innovation has formalized a Memorandum of Understanding (MOU) with Gati Shakti Vishwavidyalaya, India's first transportation University, to propel collaborative efforts in the realms of research and development, teaching, executive education, curriculum development, joint programs, faculty training, entrepreneurship, incubation, as well as joint conferences and workshops.

The collaboration aims to leverage the unique strengths and expertise of each institution, fostering a synergistic environment for transformative initiatives. By pooling resources and knowledge, BITS Pilani and Gati Shakti Vishwavidyalaya

aspire to push the boundaries of research and education, addressing challenges and opportunities in the dynamic fields of Transportation, Logistics, Supply Chain, Sustainability, Artificial Intelligence, Semiconductors, Sensors and beyond.

Speaking on the occasion, **Prof V Ramgopal Rao, Vice Chancellor, BITS Pilani** said, *"this strategic partnership marks a significant milestone in our commitment to advancing education, research, and innovation. The MOU reflects our shared dedication to pushing the boundaries of knowledge in key supply chain sectors which will dominate our industries and business of tomorrow. The need of the hour is to create a dynamic ecosystem that fosters transformative initiatives and gives students and learners enough platforms which encourages them to achieve new heights of excellence."*

**Prof Manoj Choudhary, Vice Chancellor, Gati Shakti Vishwavidyalaya** said, *"This is*



**Abhay Agarwal, Founder – Piper Serica Angel Fund**

*an excellent opportunity for both the institutes to learn beyond boundaries from each other in various fields of transportation and logistics. By joining forces with BITS Pilani, we aim to create a powerhouse of innovation and excellence in areas that are crucial for the sustainable development of our society, nation and economy; and to contribute towards Viksit Bharat@2047."*

This historic collaboration was marked by the presence of esteemed leadership teams from both institutions who, despite geographical distances, came together virtually to sign the MOU, solidifying a commitment to foster innovation, knowledge exchange, and academic excellence.

# Snowman Logistics expands its operational capacity in North East, India

- Operations commenced at its newly acquired warehouse in Guwahati, Assam, featuring advanced 'multi-temperature control' capabilities.
- With a capacity of 5,152, the facility is equipped with the latest infrastructure

**M**umbai, Snowman Logistics Limited a leading cold chain and integrated temperature-controlled logistics service provider in India, has initiated operations at a newly leased multi-temperature-controlled warehouse in Guwahati, Assam. The total capacity of the warehouse is 5,152 pallets and this facility features eight chambers and four loading bays, equipped with the latest infrastructure. Specifically designed to accommodate products from ambient temperatures to minus 25 degrees Celsius, the warehouse will primarily focus on providing storage, handling and transportation services for ice cream, poultry, ready-to-eat food, dairy products, confectionery, bakery products, seafood, fruits and vegetables. Other products include pharmaceuticals, specialised chemicals and various commodities.

**Mr. Sunil Nair, CEO, Snowman Logistics** said *"The inauguration of our latest facility in Guwahati signifies a momentous achievement for Snowman Logistics. This establishment marks our initial venture into a fully leased cold storage facility, aligning with our strategic move towards becoming asset-light. With this expansion, our overall pallet capacity has soared to an impressive 1,41,000+ pallets, strategically distributed across 20 cities, thereby expanding our foothold in Northeast India".*

He added further: *"Snowman Logistics has garnered extensive expertise in the storage, handling, and transportation of diverse products, spanning the food, healthcare, pharmaceuticals, and specialized chemicals sectors. Our commitment to innovation is evident through the incorporation of technology-enabled facilities and platforms. This, coupled with our unwavering dedication, allows us to consistently provide tailor-made solutions that cater to the dynamic needs of the industries we serve".*

*"As an organization, we take pride in setting industry operating benchmarks. Our ability to seamlessly adapt to the rapidly evolving requirements of our customers is a testament*



*to our agility and commitment to excellence. With the inauguration of the Guwahati facility, Snowman Logistics reinforces its position as a leader in the logistics industry, poised to continue its journey of growth and innovation."*

**"The  
inauguration  
of our latest  
facility in  
Guwahati  
signifies a  
momentous  
achievement  
for Snowman  
Logistics"**





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