

20HiGH OMNI

(TMS + Built-In WMS)

In AGRO INDUSTRY

CASE STUDY



Customer Background

A leading Indian fruit producer & exporter specializing in bananas, apples and grapes, ships over 2000+ FCL containers monthly. They manage their entire supply chain, from farm harvesting to global distribution manually using Excel sheets, impacting efficiency, transparency and visibility. Aiming to enter European markets, they sought a structured, tech-driven solution.

OBJECTIVES

The Client has a vision of streamlining, automating & replacing all Excel based processes by a well-integrated modern SCM solution so as to achieve better traceability & control, greater collaboration, more accurate planning and lesser pilferage; a system that can truly scale with their rapidly growing business

PROBLEMS

- **Data Discrepancies:** Manual entry causing errors
- **Weak Warehouse Management:** Failing to support the scale
- **Unstructured Processes:** Reducing ROI
- **Limited Visibility:** Gaps in tracking and storage
- **No Traceability:** Leading to losses

RESULTS ACHIEVED

40% Reduction in Storage & Logistics Cost

End-to-end automation, optimized load planning, and real-time inventory visibility delivered a 40% reduction in storage and logistics costs, while improving inventory accuracy and shipment utilization.

Faster Job Completion Rate

Made daily jobs complete 45% faster through automated warehousing workflows, improved fruit and non-fruit inventory flow visibility, Control Tower based Milestone tracking, single window logistics planning & dispatching for local or international shipments

Sustainability & Environmental Impact

Reduced paper-based work by 50% reducing the Carbon footprint, lesser wastage of packing materials minimizing environmental impacts

Arrested Pilferage & Wastage

With better produce-to-delivery cycle traceability, losses due to pilferage and wastage were reduced by 30%

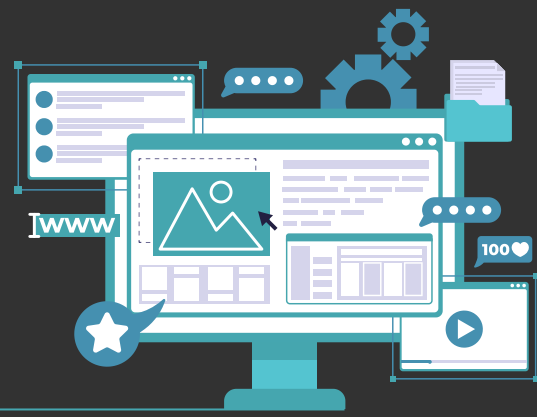
Compliance & Safety Standards

Integrated quality audits and compliance frameworks ensured adherence to global food safety standards, enhancing product marketability

Seamless System Integration

A mobile-accessible, centralized platform enabled real-time decision-making and improved financial control through third-party tool integrations

OUR SOLUTION



PHASE 1 (12 WEEKS)

- Implement 20High TMS for Order Consolidation, 3D Load Optimization (AI Enabled), Smart Carrier Recommendation, Track & Trace, Freight Audit, Control Tower
- Seamlessly integrate the TMS with Tally, ensuring automated synchronization of invoices, ledgers, and financial data
- Completed customer onboarding in 4-weeks followed by customization

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PHASE 2 (8 WEEKS)

- Implement WMS in Cold Stores for inventory, Demand Planning, sales orders, fulfillment, packing, labeling, invoicing, & payments
- Implemented fruits and non-fruits (packaging material) consumption flows, TMS integrated container stuffing plans and automated vendor invoice file auditing
- Develop dashboards for data-driven decision-making with a focus on reducing cost-to-serve
- Integrate with TMS & Tally for automated shipment and finance synchronization

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PHASE 3 (16 WEEKS)

- Build a custom Farm management solution to manage farm data, pre/post-harvest processes, crop quality, alerts, forecasting, and budgeting
- Developed a control tower to enhance cost-to-serve analysis and improve traceability for maximum efficiency

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KEY HIGHLIGHTS



MIGRATION & INTEGRATION IN 4 WEEKS:

Simple migration into a secure environment led by easy modular integrations and fast implementation



RETURN ON INVESTMENT:

Save 20% on Annual Logistics Costs with 20High TMS



CRITICAL B-A-U ENABLEMENT:

Enable customers to continue with business-as-usual without disruptions