

Navigate the Future with Precision



UI - MUST

**Supply Chain
Facilitator
&
Services**

Talk

Optimization

Digitize / Analytics

Change

Who are we?

Optimizing Supply Chain Operations

by

Empowering Decisions with Data-Driven Insights

UI-Must Snapshot

Why US

Strengthening Physical & Digital Business Processes
through
Data Driven Insights
that
Saves Cost by **25-50%**

Product offerings

Talk

Unbiased external view points

Optimization

Continuity, Implementation,
Development of Business
Processes & Operations

Digitize &
Analytics

Business Process Digitization &
Data Analytics

Change

Awareness, Interest, Trial,
Adaptation

Founder's Background



Pratik Choudhary

Chief Listener



Manufacturing | Supply Chain | 10 Years | Multiple Roles



Retail | Supply Chain | 10 Years | Multiple Leadership Roles



Logistics | Warehousing | 1.5 Years | Co-Founder

Our Advisors



Rajiv Ranjan Sinha
Head – SC Transformation
& Network Strategy

IKEA, SWEDEN

RAJIV advises us on
Supply Chain
Transformation,
Digitization and
Change Management with
focus on People, Process
& Technology

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Rajiv Mohapatra
VP – Global Legal
Compliance

MASTERCARD, INDIA

RAJIV advises us on
Legal and Compliance,
Corporate Governance
with regard to
Supply Chain Strategy,
Contracts, Managing
Legal & Regulatory Risks
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Jaswinder Singh Bhatia
VP – Supply Chain
Management & Expansion

EVERRENEW, INDIA

JASWINDER advises us
on
Supply Chain Strategy &
Operations Management
with focus on
Cost, Quality, Availability
and Sustainability

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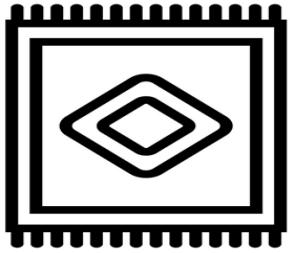
Walter Heid
President & Owner
ENERGY CORPORATION,
FRANCE

WALTER advises us on
European Business
Environment,
Development,
Opportunities & Threats,
Supports in JV and M&A

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Customers

CARPETS



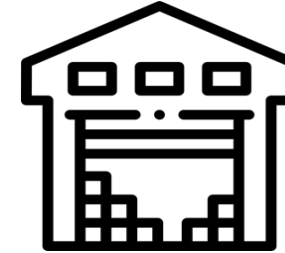
Setting up of an Export Consolidation Point. A Turnkey Project with focus on complete Process Transformation & Implementation

AGRICULTURE



Virtual Chief Fulfilment Officer – Direct 2 Farmer company. Fulfilment Process Management with focus on People, Process & Technology

WAREHOUSE



Process Study
Process Mapping
&
Process Digitization

BPO



Facilitation of BPO Operations in India for a Foreign Buyer

IT



SCM Knowledge partner in Supply chain & Logistics Platform Development

DRIVER MANAGEMENT



Process Study, Mapping, Improvement & Digitization

TRADING



Basic Transportation & End to End Process Digitization

EDUCATION



Development of Digital Platform for a Rubik's Cube Coaching company

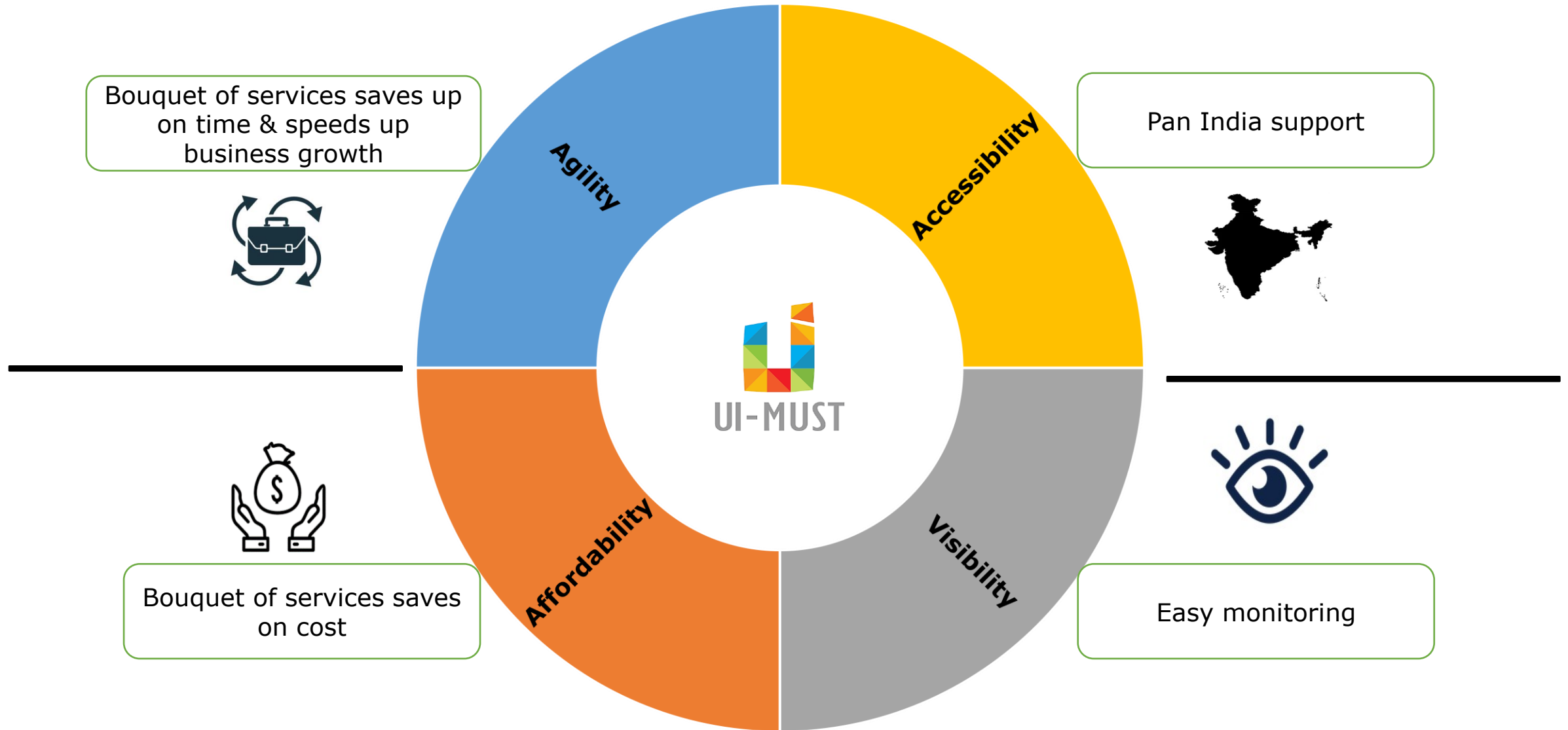
HOSPITALITY



Basic Transportation

And many Individual patrons.....

Value Proposition

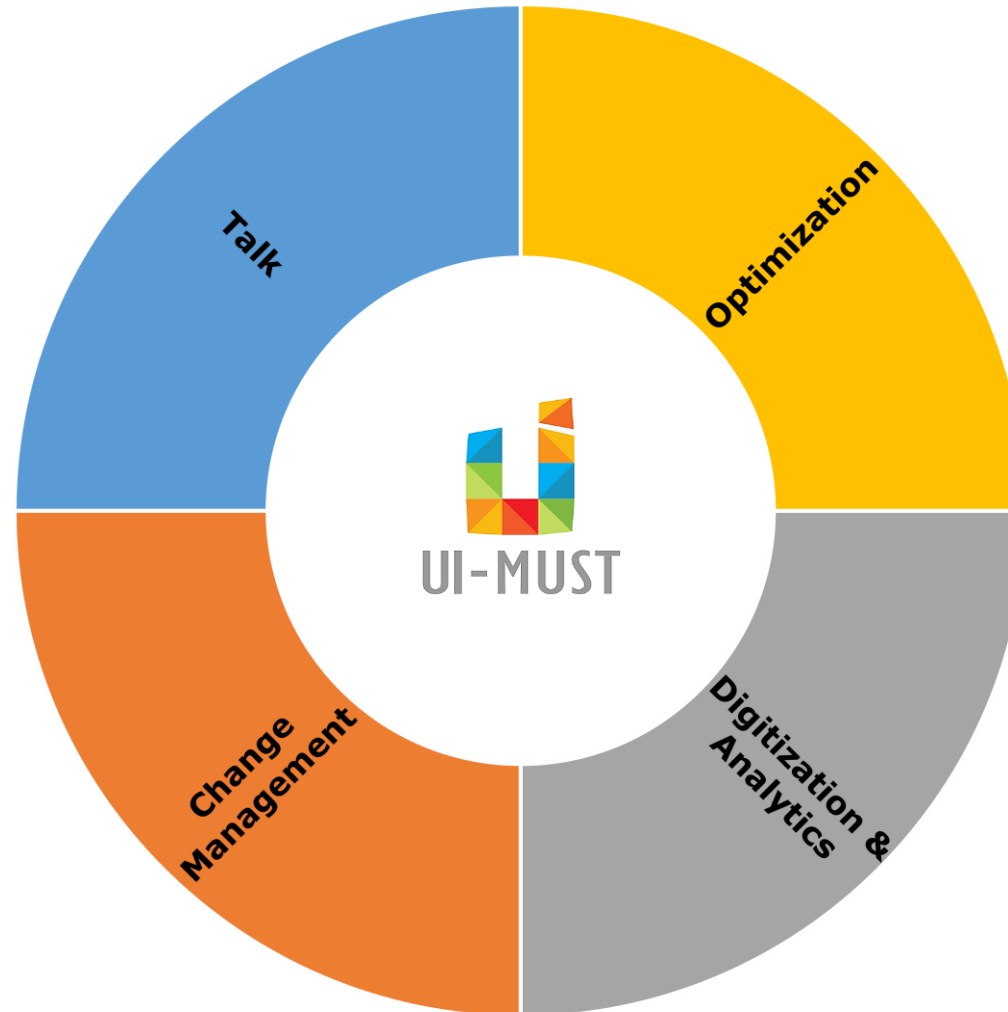


Product Offerings in detail

UI-Must bring the **power of 4** -

Support decision making become efficient (faster, easier and clear) by 25-50%

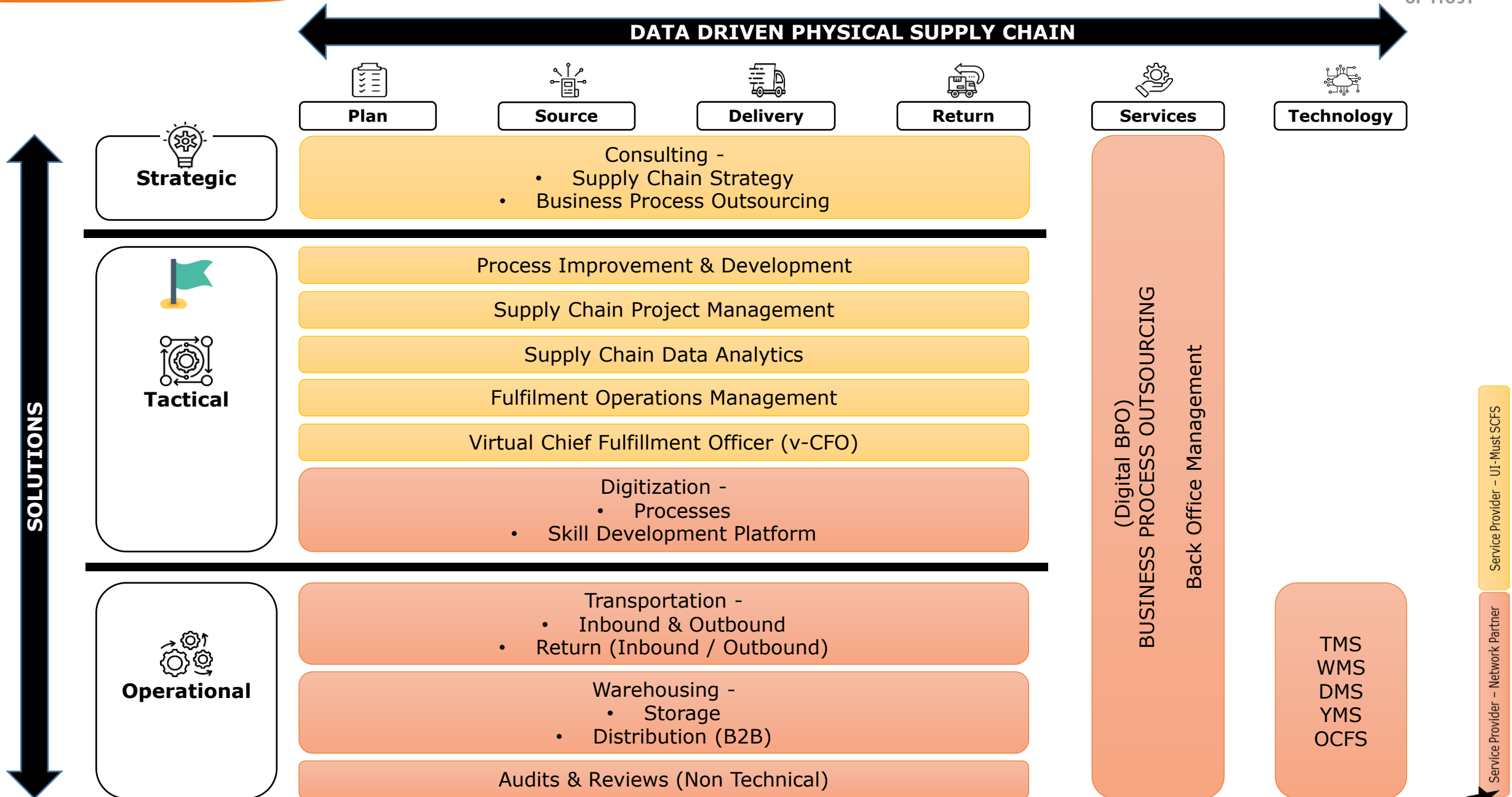
Manage effective transformation of an activity in an organization from people, process and system perspective



Allows organizations to focus on core area thereby saves cost by 25-50%

Support organization saves resource effort and time ~50%

Product Offerings in detail Contd.....



Case Study - Few Examples....

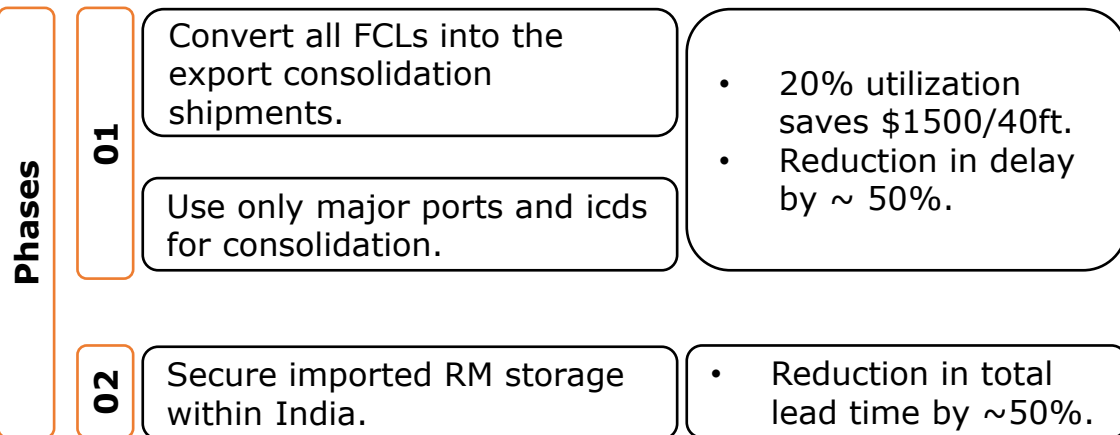


Background

Carpets

- A US based buyer having multiple sizes and shapes of carpets leading to sub-optimization of the FCL containers.
- Inexperienced custom handling personnel at the smaller locations leading to delay in shipments.
- Imported RM ordering to FG dispatch lead time is almost 6 months.

Project



Phase 01 Activities

- Consolidation, Network Planning & Preparation for the RFQ.
- Purchasing Activity for the Consolidation Requirement.
- Startup activity for beginning of operations at the CP.
- Managing Consolidation Operations, Quality and Performance Control.
- Facilitation of Consolidation Documentation & Payment.

Case Study - Few Examples....

Background

Agriculture



- A start-up in Gurgaon/Chhattisgarh, engaged into home delivery of farm inputs right at the farmers door.
- Fulfilment activities with regard to order management, transportation, warehousing and procurement were happening without any processes.
- Logistics cost was going up above the roof, at a point of time was ~35%.

Project-

Business as usual - Act as a "Chief Fulfilment Officer" - Run complete fulfilment function ranging from procurement, warehouse management, distribution, and reconciliation.

Set up processes, systems, and people to run the fulfilment process.

Help evaluate the current team and hire or replace the team to be able to sustainably run the fulfilment function.

Outcome -

- Created 73 Processes & 4 Manuals & Guidelines.
- Streamlined transport operations (Cost brought down 5-10%).
- Process based technology development.
- Procurement & Warehouse operational efficiency increase.
- Cluster & sub cluster based approach and distribution.

Case Study - Few Examples....



Warehousing

Background

- The company is into CnF business and handling lots of big national and international brands, majorly in North India.
- One customer one warehouse (Studied 2 warehouses)
- Capacity & efficiency improvement is one of the major challenges.

Project-

Study the as is process and explore the automation and digitization possibilities.

How communication with the customer is happening and improve possibilities.

Study currently used different systems in the warehouse and explore the integration possibilities.

Outcome -

- Automation is ruled for time being due to very nature of the goods, volume and dedicated warehousing solution.
- Focus only on process digitization + infra and safety + soft skill development for efficiency and capacity development.
- Space utilization can be increase considering the customer surrender the unutilized space (Cost optimization for both)
- Improvements are suggested for infra & safety, handling, planning, process, communication and reporting.

Case Study - Few Examples....



Background

BPO

- The company is in US looking to offshore few roles to India that can primarily be remotely managed, not client facing and mostly computer work.
- HR, Logistics, Technology, Finance and few other roles could be offshored.
- Idea was to go for cost optimization without compromising on quality.

Project-

How good India can support BPO operations and what are the tentative cost and saving to be taken in next financial year 2024.

Need identifications, market research, vendor selection, RFQ, Proposal evaluation, Due diligence and Negotiations.

Communication, meeting with the customers, support internal deliberations and finalization of the BPO service provider.

Outcome -

- The US company is able to finalize a BPO service provider without wasting any time (2 months)
- The targeted savings are taken into account for the FY2024, which should be in the range of USD 01Mn.
- Implementation started.

Case Study - Few Examples....

Driver Management

Background

- The company is the Full Stack Commercial Driver Management Platform in Noida, India.
- Efficient and Effective Management of the Drivers with regard to People, Process & Technology was a Big Challenge.
- Idea was to go for complete over-hauling of the ways of working without compromising on quality.



Project-

Understand and capture the As - Is process through user stories and practical experiences.

Write the To - Be process by capturing smallest of the step in the process and validate the same with the respective users.

Digitization of the validated processes with the support of the in-house IT team, followed by users testing and feedback.

Outcome -

- Created 37 Processes in totality for Sales, Operations, HR, CRM & Finance.
- Processes were Digitized and is expected to reduce the manual intervention by +50%.
- Visibility in Operations is expected to increase by ~ 50%.
- On ground Implementation started.

Let's Connect



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Thank you!