




## SLCM GROUP IN NEWS:

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### Sohan Lal Commodity Management is modernizing warehouses with technology

SLCM is bringing progressive tech tools in warehouse management system and facilitating quality testing, and secure storage with the help of technology.

As the country's largest one-stop Agri Logistics platform, [Sohanlal Commodity Management](#) facilitates everything from food grain procurement to financing, quality testing, and secure storage. To learn more about modernizing warehouses with [technology](#), [The Catalyst](#) interacts with **Salman Ullah Khan, Chief Business Officer, SLCM**. The organization is bringing progressive tech tools in warehouse management system.

**What inspired SLCM to develop a digitally enabled warehouse management system?**

SLCM was inspired to develop a digitally enabled warehouse management system to address significant inefficiencies in India's agricultural supply chain, particularly in the post-harvest handling of commodities. Traditional storage practices were plagued by high wastage rates—over 10% of grain production was lost annually due to inadequate storage and poor management. Recognizing that the issue stemmed more from improper management than a lack of storage infrastructure, we had developed 'Agri Reach' a technology-driven solution to address wastages that occurred during the post-harvest process.

This system was designed to standardize processes, ensure real-time monitoring, and minimize human error. By integrating technology with physical services, such as handheld devices for managing commodities and audits, barcoded receipts for inventory tracking, and real-time data transmission to the head office, SLCM ensured transparency, quality, and efficiency at every stage. These innovations not only reduced wastage to an impressive 0.5% (FICCI Report) but also built trust with stakeholders, including farmers, banks, and businesses, enabling SLCM's receipts to be accepted as collateral for loans.

The motivation behind these efforts was to empower farmers, reduce inefficiencies in Agri-logistics, and create a scalable, agnostic, asset-light model that could adapt to diverse geographies. This visionary approach has positioned SLCM as a leader in commodity management, transforming the way agricultural produce is stored, managed, and monetized in India.

SLCM is more than just a company—it is a mission dedicated to transforming Indian agriculture through a seamless fusion of physical and digital services.

**Please highlight the technology utilized in your warehouse management solution and how it enhances operations.**

The '[Agri Reach](#)' application is an amalgamation of digital and physical services enabling effective warehousing solutions agnostic of infrastructure, geography, and crops. It ensures efficient storage, quality control, and inventory tracking to minimize losses and maximize value for stakeholders in the agricultural supply chain.

'[Agri Reach](#)' acquired two patents by Intellectual Property India, Government of India. The innovation marks a milestone in Agriculture industry, by real-time monitoring of the quality of commodities at all stages of the warehouse management operations to ensure health of commodity during the whole process.

**Technology-Driven Operations**




Image Credit – Salman Ullah Khan, Chief Business Officer, SLCM

**Fully Digitized Warehouse Management System:** By utilizing automation in warehouse management and AI in quality checks, SLCM assists manual processes with technological interventions. This not only accelerates operational workflows but also ensures accuracy, reducing downtime and enhancing productivity at all levels.

**Data-Driven Decision Making:** The implementation of data analytics tools provides real-time insights into the operational aspects of the business. By leveraging these insights, SLCM can make informed decisions regarding resource allocation, inventory management, and logistics, leading to cost-effective and efficient scaling.

#### **Standardized Processes and Protocols**

**Operational Standardization:** One of the key factors enabling SLCM to scale efficiently is the standardization of processes across its warehouses and Agri-logistics operations. Whether managing crops, or collateral services, SLCM has developed **robust SOPs (Standard Operating Procedures)** that are uniformly followed across locations. This helps ensure that the quality of service is consistent, regardless of the geographical spread.

- **Scalable Operations:** Agri Reach is highly scalable and can be set up in any area of preference by the client under 24 hours. This highly efficient technology enables SLCM to effectively manage a vast network of leased warehouses across the country without owning land or infrastructure, optimizing resources and scalability.
- **Transparency for Stakeholders:** Agri Reach provides stakeholders, including banks and Agri-stakeholders, with reliable real-time data on stored commodities and transactions, fostering trust and ease of credit facilitation.

#### **Share inputs on Agri Reach and Agri Suraksha and its role in ensuring real-time inventory tracking and management across different locations.**

SLCM Unified Agri Supply Chain Platform combining **Agri Reach** and **Agri Suraksha**, are transforming the post-harvest landscape by offering end-to-end services including warehousing, logistics, quality testing, surveillance and financing, creating a one-stop solution for farmers, traders, bankers and corporations.

Agri Reach is SLCM's flagship proprietary solution that brings unparalleled transparency and trust into the supply chain:

The system enables centralized oversight of inventory by:

- **Real-Time Crop Monitoring:** Provides accurate and on-demand data about inventory status, crop conditions, and movement across warehouses.
- **Dynamic Quality Control:** Ensures precision in quality assessments during inbound and outbound processes, reducing human error and increasing operational transparency.
- **Scientific Preservation:** The Company uses advanced techniques like fumigation and moisture management to prevent spoilage and maintain the quality of produce.

This Phygital ecosystem ensures operational consistency regardless of geographic or infrastructural challenges, making Agri Reach a cornerstone for efficient warehouse management.

Agri Suraksha complements Agri Reach by focusing on centralized real-time monitoring and security at the warehouses. Its features include:

- **Solar-Powered CCTV Cameras:** Ensures 24/7 surveillance across warehouses, even in remote areas with limited electricity access. This capability guarantees zero downtime in monitoring operations.
- **Digital E-Locks:** Prevents unauthorized access to inventory, adding an additional layer of security and safeguarding stakeholder interests.
- **Integrated Security Protocols:** The system combines physical and digital measures to provide real-time alerts, improving responsiveness to potential threats.

#### Combined Impact on Real-Time Inventory Management

The collaboration of these technologies ensures:

- **Seamless Operations:** Centralized systems eliminate silos, ensuring synchronized operations across all locations.
- **Enhanced Stakeholder Trust:** Real-time data availability and fortified security measures instill confidence among farmers, traders, and financial institutions.
- **Sustainability:** Solar-powered solutions reduce dependency on conventional power sources, supporting eco-friendly warehouse operations.

By leveraging Agri Reach and Agri Suraksha, SLCM has set a new benchmark for technology-driven innovation in the agricultural value chain, enabling stakeholders to manage their inventories with unmatched efficiency and peace of mind.

#### Q.5. What role does automation play in improving warehouse efficiency within your system?

At SLCM, automation lies at the heart of its warehouse management system, transforming traditional practices into highly efficient, accurate, and scalable operations. Here's how automation drives efficiency and adds value across its operations:

##### Fully Digitized Warehouse Management System

Automation accelerates warehouse workflows while reducing errors and optimizing productivity.

- **Technology-Assisted Manual Processes:** By integrating automated systems with manual operations, SLCM ensures that tasks such as inventory tracking, space utilization, and documentation are more accurate, faster, and trackable at every stage.
- **Minimized Downtime:** Automation streamlines processes such as inbound and outbound inventory management, reducing delays and improving overall warehouse throughput.

##### AI-Powered Quality Checks

AI integration enhances the precision and consistency of quality control processes.

- **Time-Saving:** AI-powered QC by Agri Reach app can deliver the quality assessment report for a crop in about 90 seconds which is highly efficient in comparison to the conventional 48 hours' time. This not only saves time but also costs for traders working with SLCM.
- **Infrastructure Agnostic:** With AI quality checks available through mobile application of Agri Reach, there's also very less dependency of traditional infrastructural needs of lab testing.

- **Improved Accuracy:** Automation eliminates human error and biases in quality assessments, ensuring the quality of food grains are maintained for the right market value.

Agri Reach has successfully conducted nearly **2,44,508 inspections**, assessing approximately **11 million metric tonnes** of crops. The platform has been instrumental in ensuring quality standards across **90 different varieties of commodities**, making it a game-changer in post-harvest agricultural logistics. (as on 31<sup>st</sup> Dec' 24)

#### Data-Driven Decision Making

Automation enables the collection and analysis of operational data to enhance decision-making.

- **Real-Time Insights:** Data analytics tools provide visibility into inventory levels, crop conditions, and storage capacity, enabling SLCM to allocate resources effectively.
- **Cost Optimization:** Automated data processing identifies inefficiencies in logistics and storage, allowing for targeted interventions that reduce costs and enhance scalability.

#### Enhanced Productivity

Automation ensures that resources, including workforce and warehouse capacity, are utilized to their full potential.

- **Increased Throughput:** Faster and more accurate inventory movements boost operational capacity, enabling SLCM to handle larger volumes without compromising quality or efficiency.

#### Scalability and Sustainability

Automation facilitates the seamless expansion of operations without proportionate increases in cost or complexity.

- **Consistent Standards:** Automated systems ensure that standardized practices are maintained across all warehouse locations, supporting efficient scaling.
- **Environmental Benefits:** Automation reduces wastage and energy consumption by optimizing processes for example, just by switching to solar-powered cameras for Agri Suraksha, SLCM was able to save 78 tonnes of carbon emissions last year.

Automation has redefined warehouse management for SLCM, combining advanced technologies such as AI, data analytics, and digitized workflows to enhance efficiency, accuracy, and sustainability. This strategic approach not only meets the current needs of the agricultural value chain but also positions SLCM to address future challenges effectively.

#### How can technologies help warehouses ensure higher levels of security and compliance with industry standards?

At SLCM, technology plays a pivotal role in maintaining high levels of security and ensuring compliance with industry standards across our warehouses. Our proprietary solutions, **Agri Reach** and **Agri Suraksha**, have been specifically designed to address these challenges with precision and efficiency.

- **Real-Time Monitoring and Surveillance**

SLCM's warehouses are equipped with **solar-powered, SIM-based CCTV cameras** that ensure uninterrupted surveillance, even in remote locations or during power outages. This setup guarantees zero downtime in monitoring, ensuring continuous oversight of all warehouse activities. The real-time video feed is accessible centrally, allowing for swift action in case of any anomalies.

- **Digital E-Locks for Access Control**

To enhance security, we utilize **digital e-locks** on warehouse doors. These locks prevent unauthorized access and provide an additional layer of security. The system also maintains an audit trail of access, ensuring accountability and transparency.

- **Quality Control and Traceability**

SLCM has implemented a patented **real-time quality control monitoring system** that ensures the condition of commodities is consistently evaluated and recorded. This enhances traceability and accountability and meets compliance requirements for food safety and storage regulations.

- **Integrated Automation**

Through automation, SLCM reduces manual errors and ensures consistency in processes such as stock verification, inventory audits, and quality assessments. These automated workflows align with industry benchmarks, further supporting compliance efforts.

- **Data-Driven Insights for Compliance**

Leveraging data analytics, SLCM generates reports and insights that support regulatory compliance. This includes maintaining detailed records of storage conditions, inventory movements, and quality metrics, which are crucial for audits and certifications.

By embedding these technologies into our operations, SLCM not only safeguards the security of stored commodities but also aligns with the highest standards of compliance, ensuring reliability and trust across the Agri-value chain.

**Given the various platforms SLCM is building, how do you foresee the adoption rate of these technological initiatives by your audience?**

At SLCM, we are optimistic about the rapid adoption of our technological initiatives due to the tangible value they provide to stakeholders across the agri-value chain. The agriculture sector has traditionally been slow to adopt innovation, but the pressing need for efficiency, transparency, and security is accelerating the willingness to embrace technology. Here's why we believe our platforms will see strong adoption rates:

- **Immediate and Measurable Benefits**

Our platforms directly address critical pain points in warehouse and inventory management, such as pilferage, quality degradation, and lack of traceability. The immediate ROI in terms of reduced losses, improved efficiency, and enhanced transparency serves as a compelling reason for stakeholders to adopt these solutions.

- **Increased Trust through Proven Results**

The patented technologies developed by SLCM, including our real-time data and quality control systems, have demonstrated measurable success in enhancing operational efficiency and maintaining compliance. This track record builds trust among clients, encouraging adoption.

- **Stakeholder-driven Demand**

The growing demand for transparency and accountability from lenders, insurers, and regulatory bodies is driving the adoption of our tech-enabled systems. Our solutions provide real-time data and compliance-ready reports, meeting the expectations of all stakeholders in the value chain.

- **Centralized Inventory Management**

Our patented **real-time data management system** enables centralized monitoring of crop conditions and movements across warehouses. This system ensures that inventory data is accurate, up-to-date, and accessible, which is critical for compliance with industry standards and audits.

- **Support for Training and Awareness**

SLCM actively invests in training and educating users about the benefits of its platforms, ensuring they are confident in leveraging the technology. This proactive approach reduces resistance to change and accelerates adoption.

By focusing on delivering practical, scalable, and proven solutions, SLCM is confident that its audience will continue to embrace its technological initiatives, driving innovation and efficiency throughout the Agri-value chain.

Today, Sohanlal Commodity Management stands elevated with over 17,000 warehouses spanning over 350 million square feet of storage and handling a throughput exceeding 5,000 million metric tonnes, 36+ cold storages, 1000+ agricultural commodities. It also maintains partnerships with 16 leading banks to positively impact 7 crores of farmers and stakeholders within the agricultural industry. By leveraging AI-driven analytics, IoT-enabled storage, and automated management systems, the company is driving a smarter, more resilient agricultural ecosystem.

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