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Ushering a renaissance in the Agro-Industry

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The primary role of an effective post-harvest system is to ensure that the harvested food reaches the consumer, while fulfilling customer satisfaction in terms of quality, volume and safety.



Post-harvest losses in the developed countries are lower than in the developing countries because of better farm management, and effective storage and processing facilities that ensure a larger proportion of the harvested foodies delivered to the market in the most desired quality and safety.

For the low income countries, post-harvesting management, processing, storage and market facilities are either not available or are inadequate. It is estimated that 10% of food grains produced in India are lost in storage. The

traditional methods of storage are responsible for about 10 percent losses. If better methods of storage are adopted, these losses could be reduced to just 0.5 percent and more food grains could be available to the starving population. It is estimated that 10-15 percent of crops perish due to lack of proper methods of storing. The loss in monetary term is estimated to be about Rs. 99,500- 1 Lakh crore annually in total. The country has abundant warehouses, but the adaption of best processes and immediate tracking to deplete the risks of wastage are still missing.

With the dream to provide scientific warehousing that can reduce the risk of crop damage, SLCM was commercialized in the year of 2009. Since then the Group has redefined the sector and with time demonstrated the capability in rolling out new and efficient products and services for the betterment of agri-logistics environment. Be it in the process 'AGRI REACH' (Patent Pending) which reduces post-harvest losses from 10% to merely 0.5% or 'Kissandhan' (Group's wholly owned NBFC to offer Warehouse Receipt Financing) which has changed the paradigm of agriculture financing.

SLCM has been handling more than 516 agriculture commodities, dry goods, perishables, spices etc. across India & Myanmar. As on May 2017, SLCM has managed a technology enabled network of more than 1954 warehouses and 19 cold storages pan India with a total capacity of over 5.68 Million MT spread over 35.68 Million sq. ft. and throughput of more than 510.91 Million MT. With the view to offer scientific support to agricultural economies

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of developing nations, the Group forayed into Myanmar market in April 2014 demonstrating the scalability of its proven warehousing model. In a short span, the wholly owned subsidiary (WOS) in Myanmar has expanded its footprints to 50 Industrial Zones, managing an area of 12.31 Million sq. ft. and handling 171 commodities with a throughput of 2.14 Million MT.

AGRI REACH: Empowering Agri Eco System throughout

Usage & Technology

The Group has successfully developed a proprietary SOP christened as "AGRI REACH". It is an algorithm which combines series of processes, audits and Real Time tracking of the facilities to give error-free results and deplete the risk of crop damage. It uses techniques like geo-fencing to Real Time tracking, bar-coded storage receipts to avoid thefts/ pilferage, 79 internal audits along with a "Maker and Checker" policy at each level. With this technological innovation. Since typical storage losses for agri produce in India accounts for approximately 10% (only for the food grains) of the entire production which is a staggering almost Rs. 1,00,000 crores, this results in a huge burden on the economy because one, it leads to inflation as additional supplies could have helped cool down prices and two, this production can go a long way in

providing food to millions of poor people in India at highly subsidized rates.

With the help of AGRI REACH, SLCM has reduced these post-harvest losses which are pegged at 10% to merely 0.5%. Henceforth, it has given interim solution to 'Food Security Problem' of India which is a major social challenge to our society.

The company has also launched a biometric hand-held device at most of its locations. This device is a smart portable system that is configured to track the record of the data inventory and communicate the same to the client on real-time basis.

This handheld device plays multiple roles:

- Data management in warehouse and real time capturing of data in SAP with real time reporting and controls.
- It facilitates digital signature and cuts down turnaround time.
- Configured to communicate to the MIS database kept at a remote location.
- Configured to fire SMS to the client upon validation of the data by the main database.

Through SAP solutions, SLCM has been able to link operations which are multi-located and multi-

layered with its central servers over a wireless network without compromising on the integrity of data through its innovative use of technology. SLCM had automated its processes by December 2010 with implementation of SAP across the processes.

Business Impact:

- *Reduction in Storage Losses: The reduction in storage losses from 10% to 0.5% can have huge impact, approx. USD 13 Billion per annum in India alone, if replicated across the system.*
- *Changing Paradigms of storage in India: The importance of processes is paramount in warehousing; while good infrastructure is important, it is more critical to have the correct processes. SLCM has demonstrated the achievements in even sub-optimal warehouse premises*
- *Benefits of scientific storage; SLCMs achievement shows that agri-storage is a science – effective knowledge can result in very tangible gains without large investments*
- *Customer expectations; SLCM is able to raise the expectations of consumers and create the need for better storage. Today SLCMs customers are ready to pay premiums for the better quality of storage; an achievement much needed in an industry traditionally known to have low margins.*

