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20 Most Promising Hire Carrier Service Providers - 2018

Since time immemorial, logistics has played a vital role in shaping our society and our day-to-day lives. Sun Tzu, the famous Chinese strategist & writer named once said, "The line between disorder and order lies in logistics". With the recent tech advancements and growing need of interconnectivity between far-flung regions, the logistics segment has transformed from being just a service of transporting goods from one place to another, into a potent link connecting various stakeholders in almost every industry. As per a new research by Allied Market Research, the global logistics market is anticipated to reach \$12,256 billion by 2022 with a CAGR of 3.48 percent from 2016 to 2022.

The scenario is no different in India; as currently, around 14.4 percent of our GDP is spent on logistics & transportation. Associated Chambers of Commerce and Industry of India, in its recent report revealed that the logistics market in India is expected to be worth \$307 billion by year 2020; the e-Commerce boom playing a major role in this phenomenon. Despite portraying such fascinating figures, a major part of India's logistics industry remains unorganised due to lack of proper infrastructure, climatic variations, lower staff count, and sev-

eral on-going licensing & tax laws. Aiming to improve these hindrances and boost the industry, the Indian Government has undertaken various initiatives, as a result of which a large number of companies are now foraying into the transport & logistics segment, going neck-to-neck to with each other by investing heavily on their R&D and offering cutting-edge logistics tailor-made as per each customer's requirement.

Bringing to light such exemplary companies, siliconindia brings to you '20 Most Promising Hire Carrier Service Providers - 2018'. A distinguished panel industry's topmost CIOs, CEOs, VCs and industry experts, including siliconindia's Editorial Board scrutinized the list of companies in different business touch points, analysed their business practices and compared them against industry standards to ensure that the work is of best in class quality and finally came-up with this listing. While this archive intends to bring to light such outstanding logistics companies, it also puts forward a hassle-free platform for people to partner with the finest, who in turn become an alter-ego for their clients providing better solutions and transforming Indian transport & logistics sector into a high valued and sought-after market to foray into.



Company:

Freightco India

Key Persons:

Rajiv Gupta,
 Managing Director

Description:

An environment committed organization providing high-quality comprehensive logistics services like pan-India freight movement, warehouse management services, and cross-border logistics along the BBIN network

Website:

freightco.in

Freightco India: Forming an Intense Chemistry between Transport & Environment

Trucks & transportation are almost immediately perceived to have an antagonistic relationship with the environment. It is hard to believe that the two can coexist. However, Freightco considers the search for solutions to environmental problems as important as the realization of economic goals. With its go-green initiative, Freightco is one of the first in the country to use Bio-Diesel as an alternative fuel, thereby enabling its vehicles to cut emissions by up to 50 percent. Furthermore, Freightco's tie-up with Michelin for tyre rethreading doubles their useful life and keeps them on the road, away from landfills.

Delivering Beyond Boundaries

With a fleet strength of 280 vehicles, access to 500+ partner vehicles, and over 30 branches across India, Freightco is a one-stop logistics firm providing suitably fit solutions. Distinguished brands in the automotive, alcoholic beverages, and FMCG space (e.g., Ashok Leyland, AB InBev, Coca-Cola, Carlsberg, Emami Papers, Tata Motors, Tetra Pak) have availed and enjoyed hassle-free services because of Freightco employees who possess tremendous experience in dealing with complex orders and industry nuances.



On the Indo-Bangladesh border where congestion drives-up costs, Freightco smartly insulates its assignments from heavy rent-seeking with its own Logistics Park

Freightco is also a major facilitator of cross-border logistics over the BBIN network covering Bangladesh, Bhutan, and Nepal. Specifically, on the Indo-Bangladesh border where congestion drives-up costs, Freightco smartly insulates its assignments from heavy rent-seeking with its own Logistics Park and provides effective land customs support (CHA services), hence reducing cost, as well as transit time.

In Safe Hands! Always!

At Freightco, journey safety is given utmost priority. The

company has a stringent hiring process in place onboarding only quality drivers who are then given rigorous trainings like defensive driving, fatigue management, and anti-skid/rollover. As an added safety measure, a proper journey management plan is worked-out for each trip, wherein driver fitness assessment, vehicle inspection, and timeline mapping is performed. Freightco also offers track & trace service with the help of geo-locating and geo-fencing, which enables its customers to monitor their consignments on real time.

The company gives all its customers direct access to its management. Constant communication at this level often evolves into winning logistics strategies. Setting-up of a fully functional office within days anywhere in the country to service a client's need is an example of the personalized attention this mid-sized company offers.

A New Thinking

At a time when the country is running dry of drivers, Freightco enjoys the presence of many third-generation employees. Rajiv Gupta (Managing Director, Freightco) is on a novel mission to make the life of truck drivers better by setting-up 100+ Highway Stoppes, wherein they can rest, get hygienic diet, securely park their vehicles, and much more. "Truck drivers are the lifeline of the logistics industry and in turn also the lifeline of our economy. We ought to take more care of them," mentions Rajiv. Interestingly, Highway Stoppe falls in sync with Hon'ble Minister of Road Transport and Highways of India, Nitin Gadkari's vision to offer wayside amenities along highways.

Between FY 2014 and 2017, Freightco enjoyed double-digit EBITDA margins and a CAGR in revenue of 20.1 percent. The company has an optimistic business model and intends to further expand its network, especially into Bangladesh. Freightco credits its growth in logistics to a process-driven work culture. Now, complementing its processes with technology, Freightco is working on a web application that captures all storage and movement details for its customers, thus giving them the edge of carving better solutions using data.



Rajiv Gupta,
 Managing Director