

# KEY HIGHLIGHTS AND TAKEAWAYS FROM





# AN ASIAN PAINTS STORY





The vision was to build the biggest and best paint plant

5x more budget requirement than initially estimated

The management took the bet

Losses reduced from about 1.5% to 0.2%

THEY HADN'T ENVISAGED THIS HUGE GAIN!



# **ATTRACTING YOUNG TALENT**





Young people don't want to join manufacturing

They need advanced tools to enable them

Apart from increasing efficiency, Industry 4.0 technologies will attract young people to manufacturing



# **AUTOMATION BENEFITS**





# Automation results into

Higher scale, increased speed and land saved

Better health of shop floor worker

Higher throughput with lesser manual work and

Significant reduction in losses



## **AUTOMATION AND MANPOWER**





Automation will create more high-skill jobs
It is not a means of Manpower reduction

It can give 10x more production with the same plant size and the same number of workers

The onus lies on the companies and industry fraternity to educate people to take the first step



# **EVOLUTIONARY NEEDS**





Some people change when they see the light

Some people change when they feel the heat

Fail at both, then you meet the fate of the dinosaurs

BECAUSE EVOLUTION IS THE LAW OF NATURE!







Addressing the industry needs of Technology (T), Automation (A) and Robotics (R)

But if you don't add Solution (S) to it, which must be very customer-centric & user-centric, all that remains is TAR



# P (PROFIT)





To maximize P
Increase Numerator, Decrease Denominator

Things in Numerator

3V's – Volume, Velocity & Visibility

Safety, Working Conditions and Quality

Things in Denominator

Space, Manpower, Cost of Poor Quality



## PROBLEMS IN LOGISTICS





## **Customer Case**

3 Lack SKUs with up to 12% of wrong dispatches

Why are Logistics costs high today?

High Leakages, Multi-point interactions and

Lack of visibility about where things are

**On-Road Truck Time** 

USA – 70-80%, India – 40-50%

**NEED FOR MASSIVE IMPROVEMENTS IN INDIA!** 



# **LOGISTICS SOLUTIONS**





Logistics solution providers should partner to solve the specific problems of the customers

#### MOST CUSTOMERS ARE LOOKING FOR THAT!

# **KPIs**

Speed of delivery

Manpower utilization

Packaging automation



# **SUPPLY CHAIN WOES**





Severe semiconductor supply shortage in COVID time

Now, there is a semiconductor glut – a huge surplus of inventory due to ordering about 3x of the need

For about 95-98% of the time, goods are reaching on time It is important to fix 2-5% because it is critical for visibility



# STATE OF SUPPLY CHAIN





After 2002,
A lot of Innovation
A lot of Consolidation
Happened in Supply Chain

The Supply Chain is no more a service provider It has become make or break for businesses

Post GST (2017 onwards), warehousing took off Automation is starting to take off now



# **PRODUCT LOGISTICS**





## Two Models

Pull – Hasn't worked in India (needs Innovation)

Push – Needs Monopoly

Model effectiveness depends on product type

Push Examples

Consumer FMCG Products (Coca-Cola, Haldiram's, etc.)



# HYUNDAI - A STELLAR CASE





Hyundai never stopped producing, even in the peak of COVID

Because they had invested in Industry 4.0 and automation

Only about 16-17 people were able to manage almost the same production from all their plants at different locations

THEY ARE NOW THE MARKET LEADERS!



## **CREDITS**

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## **REACH OUT**





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And looking to leverage Industry 4.0 for your manufacturing and / or logistics operations in your business?

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# **HELP OTHERS**





Hope the information is beneficial to your business!

Please give it a like or comment to help this reach other businesspersons so they too may benefit from it.







Your attention is much appreciated!

Thank you.

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