

## Total Logistics Solutions

The concept of total logistics, like that of marketing, has been somewhat alien to traditional Indian business ethos. Logistics signifies the integration of two or more activities for the purpose of planning, implementing and controlling efficient flow of raw materials, in-process inventory and finished goods from point of origin to point of consumption. Transportation is often the single largest cost in the logistics process. Logistics is a source of value addition. By streamlining transport, storage and handling operations, by reducing inventories (and the corresponding financial and storage costs) and by making the most cost-efficient use of available assets, logistics reduces the overall cost of the delivered goods while increasing their time and space utilities (right time, right place).

Presently in India there are about 17 container train operators including **CONCOR**. In addition, there are numerous road transportation companies offering container logistics services. Given the fierce market competition, every player is fighting to grab a chunk of the market share. **CONCOR's** aim is to provide total logistics solutions for containerized cargo of both EXIM and Domestic nature. In a bid to do the same, CONCOR is now focusing on creating Multi Modal Logistics Parks across various strategic locations in India which shall provide a single window clearance to all the logistics related needs of the customer.

### Advantages offered by **CONCOR** as Logistics Service Provider

- Efficient rail transportation of containers
- State of the art facilities
- Massive warehousing capacity
- Country-wide network
- Large fleet of containers
- Relationship with top-end customers
- Relationship with various intermediaries in logistics
- Intellectual capital.

For the growth of business, **CONCOR** plans to carve a niche for itself as provider of third party logistics services. This could involve the setting up of Distriparks, Freight Centers, Trade Development Centers etc. It could be achieved through Alliance, associations, Joint Ventures or just on its own, and the services offered could be total logistics solutions to select customers or, if required, as a common user service.