



**INSTITUTE OF MANAGEMENT NIRMA  
UNIVERSITY**

**MBA-FT (2020-2022)**

**Summer Internship Final Report**

**Project Title: Solution Design in Logistics and warehousing**

**Company: Edgistify**

**Sector: Supply Chain and Logistics**

**SUBMITTED TO : Prof. Rajesh Kumar Jain**

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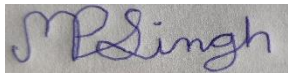
**Purpose of the Report:** Report for the fulfilment of the Summer Internship 2021 project for the MBA FT 2020-2022 program at Institute of Management, Nirma University

**Prepared for:** Institute of Management, Nirma University, Ahmedabad.

**Submitted to:** Prof.Rajesh Kumar Jain, Institute of Management Nirma University, Ahmedabad

# **DECLARATION**

I, Manendra Pratap Singh, hereby declare that this Summer Internship Report is an authentic work done by me. It is to the best of my knowledge and belief. This is to declare that the entire work involved in the completion of this Summer Internship Report such as research and analysis is a profound and honest work of mine.

A rectangular box containing a handwritten signature in blue ink that reads "MP Singh".

(Signature)

Manendra Pratap Singh

201324

# Acknowledgements

I am grateful to Edgistify for providing me with a fantastic internship experience that has benefited my professional growth and learning.

Furthermore, I am grateful to **Prof. Rajesh Kumar Jain**, my faculty mentor, and **Ms. Hema Yadav, Operations Manager, Edgistify, Thane**, my organisation mentor and guide, for providing much-needed timely direction and ensuring that my learning experience during the two-month internship programme was always a positive one.

I'd want to express my gratitude to all of the student members of the placement committee for their unwavering support during the summer internship program's recruitment process and also during the internship.

Finally, I am grateful to Nirma University's Institute of Management for giving me with such a tremendous opportunity. My Summer Internship provided me with a tremendous learning opportunity, as I was able to put the skills and knowledge that I had acquired during my First Year of MBA Program into action.

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# **Executive Summary**

This Internship report highlights my experience at Edgistify during the two month summer internship. Edgistify is a company which in Supply chain and logistics industry and provides one stop solution for all the types of services needed by the companies working in this sector.

First I was given training regarding the warehouse terms and operations. I was working as an Operations Intern in the company and was a part of Solution Design Team (Operations Team). Edgistify wants to expand its territory and acquire as many warehouses as it can and so are its competitors. In line to that strategy I was assigned cities one by one to contact various brokers and vendors and get the required warehouses. I worked on those cities and completed my tasks within the deadline. I had to contact a lot of brokers and vendors After that I also helped in sites visits and paperwork for the warehouses which were liked by the clients of Edgistify.

I gained a variety of new abilities and learned a lot as a result of the project, as well as numerous possibilities to use what I learned in my first year of MBA. The overall experience of this project was extremely informative, thanks to the project mentor's generous freedom. I not only learned the communication skills but also learned some paperwork and smart methods to get the work done.

# **Part- A : Profile of the Organisation**

## **Company Name**

Edgistify

## **Birth**

The company was founded in 2016 by Antim Suman, Kamal Kishore Kamawat and Umang Shukla in order to provide a one stop solution for logistics and operations needs of companies in Supply chain and Logistics Industry. Starting with planning and moving on through vendor discovery, evaluation, and finally finalisation. Working nonstop with the goal of providing clients with solutions and acting as an extension of their team. with the support of data-driven decision-making, an on-ground arm for logistics procurement . Today's platform Edgistify has become a popular end-to-end supply chain solution.

## **ABOUT EDGSTIFY**



Supply chain management is incomplete without logistics. From the point of origin to the point of consumption, it entails the planning, execution, and administration of commodities, services, and information. Logistics management is critical to the smooth operation of a company's supply chain. With proper logistics management, one may save time and money while also

providing excellent customer service. Storage, warehousing, and materials handling are among the salient features of effective logistics management.

Technology is growing at breakneck speed, altering supply chain processes in the process. The major criteria that determine good quality work and greater client satisfaction are efficiency and speed.

This is where Edgistify comes in as a one-stop solution for all of India's biggest enterprises' Logistics and Supply Chain needs across various industries such as FMCG, Pharmaceuticals, Telecom, E-commerce, and so on. Our ongoing goal is to make the supply chain and logistics requirements as simple, quick, and smooth as possible.

Edgistify's one-of-a-kind logistics procurement support platform enables businesses to meet their supply chain needs, which include vendor management, warehouse procurement, material handling equipment, manpower, selecting the right service providers, and completing every step of a warehouse deal, among other things.

## **Corporate Vision**

Be the leading Logistics Supply Chain Support Services Partner enabling Optimization and Operational Excellence driven by Technology & Data.

## **Headquarters**

Thane

## **Company's Offering**

### **1)Product: Warehouse Edge**

Warehousing could be a critical business decision, and organisations wish to possess multiple options before finalising one. Edgistify aims to be a one-stop warehouse identification and leasing solution. With a boom in the warehousing industry , there is a huge demand for the consolidation of warehouses. It's difficult to find the right fit for different warehouse



requirements Whilst, there are many options available, there has never been a single-point platform to resolve this issue. Warehouse Edge is a platform for warehouse procurement. Our aim is to rate and benchmark all warehouses across India using over 150+ parameters with the help of our platform. Each warehouse that is listed in our database has been physically verified by our team of City Leads based on the following key parameters.

### **Key Parameters:**

- City
- Specific Area (Geo Location)
- T ype of warehouse
- Carpet Area
- Rent
- Center Height
- Plinth Height
- Dock Height
- No. of Docks
- Floor-type
- Floor Strength
- Fire Compliance
- Commercial
- EHS Compliance

## **2)Product: MHE Edge**

Although the hustle associated with the procurement of any material handling equipment can be handled but monitoring the resources deployed is crucial as well. So with the aim to give you a clear view of your MHE resource utilization, we bring to you MHE Edge.

# **Working Department in Internship**

## **Operations Team (Solution Design Team)**

Operations team aka Solution Design Team is responsible for organizing and executing assigned business projects according to client requirements by carrying out comprehensive market research to provide exhaustive and customized logistics solutions to stakeholders within 48 hours or less.

## **Responsibilities SDT (SOLUTION DESIGN TEAM)**

The vital role of providing warehouse solutions, keeping in view the exact client requirements lies with the Solution Design Team. Edgistify's prime offering of rendering warehouse options within 48 hours or less is one of the core concerns of SDT .

The SDT responsibilities can be broadly described as

- Keenly understanding client priorities
- Product understanding
- Minute attention to exact geographical locations
- Carrying out exhaustive Market Research
- Professional vendor communication
- Building and maintaining vendor relationships
- Shortlisting competent warehouses and forwarding options to Sales team
- Taking care of undertaking procurement from vendors
- Effectively coordinating site visits with City Leads and vendors
- Carrying out negotiations as and if required
- Playing a key role in successfully closing a client requirement

In order to effectively carry out the SDT responsibilities, you need a thorough understanding of our tech portal, database, and the methodically defined process of carrying out

comprehensive market research. All of this information is explained in detail in the following sections of this manual.

## **Logistics and Supply Chain Sector Overview**

A collection of activities conducted to facilitate effective and efficient supply chain management can be described as logistics and SCM practises. Partnerships with suppliers, physical transportation of products, meeting consumer needs, and knowledge sharing through the supply chain are all examples. Prediction of customer requirements, reliable and successful delivery, integration and communication throughout the distribution chain, exchange of knowledge and vision using ICT as well as collaborative methods, including the use of specialists for performing unique jobs across the supply chain are all key logistics and SCM activities that have an impact on efficiency. Both of these methods have an effect on supply - chain performance.

In India, logistics and supply chain management were once seen as necessary evils; now, they are being used as a matter of necessity and comparative advantage. Companies are turning to specialist service providers to cut out non-core operations while they look at logistics and SCM strategically. Logistics service providers are experiencing a boom in market results as a result of a growing emphasis on outsourcing. As a consequence of the increased demand for transportation services, several businesses are changing their names to include the word "logistics" somewhere in the title, similar to the early 1990s dot-com boom.

Best-in-class businesses around the world have made major investments in infrastructure and technologies to make their supply chain vision a reality. Integrated supply chain cost models for decisive resource management, supply chain throughput technology, and computer networks capable of promoting visibility across organisational boundaries are just a few examples. Because of their safe and reliable strategy implementation, Dell Computers and Wal-Mart were able to assume leadership positions. Both also made significant investments in ICT to help them maintain a constant emphasis on consumer needs and supply chain efficiencies.

According to industry and academic figures, India spends about 13% of its GDP on logistics and supply chain management (GDP). Global figures range from around 13% of GDP in China to around 9% of GDP in the United States. In India, freight rates make up nearly 40% of total production costs, with more than half of all products transported by road. Freight accounts for

about 70% of all shipping costs and 60% of all logistics expenses. Small, unorganised players own 67 percent of the trucks on the road. The road comes first, then rail, and eventually maritime transportation. Due to narrow minded government policies and intrinsic shortfalls, Railways has been gradually losing territory.

## **Trends-**

Many firms, including India's logistics and supply chain industry, struggled during the pandemic and subsequent lockdown, which lasted for the majority of 2020. Despite some losses at first, India's logistics and supply chain industry contributed significantly to holding the supply chain for essential goods going. Furthermore, the pandemic's difficulties have outlined the necessity to develop a stronger and more effective infrastructure that can not only withstand large-scale disturbances but also adapt and return to operational efficiency almost instantly in the event of potential conflicts.

### **1)Emphasis on cold supply**

According to the 'Indian Cold Chain Industry Outlook 2022,' the Indian cold supply chain sector will develop at a CAGR of 17-18% until 2022, owing to increased demand for cold storage, which will be driven solely by the pharmaceutical sector, especially the vaccine supply chain in early 2021, followed by seafood, meat, and other related industries. Given the ongoing virus threat, the introduction of a government-led COVID immunisation programme will drive growth, but the growing e-commerce market for FMCG, dairy, meat, and fish will also significantly help prop up the sector. Healthcare goods currently account for 3.6 percent of the Indian cold chain market, according to IMARC services, which is expected to grow by around 6% by the end of 2021

### **2)Increase in 3PL and 4PL-**

In 2021, the main goals for a flexible supply chain network will be agility, speed, and versatility, with the preference for 3PL and 4PL service providers setting the tone for growth. Although manufacturing was one of the early adopters of 3PL and 4PL service providers, other industries are likely to benefit from leasing their supply chains to experts in the near future, especially within the wake of the pandemic. Furthermore, the transformation of these service

providers into business players, providing specialist, edge solutions ranging from reporting, monitoring, warehousing, legal enforcement, and even kitting in some cases at competitive prices, has made them a profitable option for most enterprises still recovering from the economic meltdown. During the forecast period of 2020-2025, the Indian 3PL market is anticipated to grow at a pace of over 11.5 percent, with a strong emphasis on valuation services that improve customer loyalty and delight.

### **3) Reasonably Priced Road Transport-**

The government of India intends to construct a vast road network in the future, with a focus on developing infrastructure such as dedicated freight corridors and warehousing stations. India needs to develop an intermodal and multimodal transit system to lower warehousing and distribution costs, which are currently very high. However, existing road infrastructure limits the maximum distance that heavy road transport can travel on highways. To address these issues, the Government of India has agreed to reduce the existing transportation costs of India's GDP within next two years with the assistance of the Ministries of Railways, Transport, Shipping, and Aviation.

### **4) Adopting Technology in the sector-**

This is yet another big development that is expected to have a significant effect on the industry. With companies embracing new technologies such as artificial intelligence (AI), machine learning (ML), big data, and so on, the manufacturing sector is no exception when it comes to automating processes and operations. Machine intelligence has only made it easier to make processes more effective, beneficial, and dependable. Innovation such as the internet of things (IoT) aids in the maintenance of a seamless supply chain network, which helps to increase awareness, customer engagement, and trust.

Given the government's goals and opportunities for growth, which range from making India a Hub of manufacturing across the globe to focusing on strengthening local businesses through initiatives such as "Atmanirbhar Bharat," "Vocal for Local," and "Start Up India," all of which are fueled by widespread technology adoption, there is an immediate requirement and effectively address shortcomings at the core of supply chain management networks.

# **Part B: Project Work**

## **How a Requirement is raised**

The Sales staff is primarily responsible for gathering client requirements. Consistent interaction with clients is a big element of that. Every client has their own set of expectations and working style. Thus, a member of Edgistify's Sales team's job in acquiring a demand entails the following.

- Various web resources are used to research the client's profile and background.
- Setting up meetings and initiating contact via email or phone.
- Ensure that requirements are clear from beginning to end, and that you understand why they need it, in order to deliver the greatest possible answer.
- Maintaining potential client ties by regular follow-up and updates on requirements, while also striving to secure continued business from them.

## **Roles and Responsibilities as an Intern**

- To Understand the requirement of warehouse given
- To Familiarize with the area of the requirement on the map
- To shortlist the correct warehouse by recognizing them through photos and through details given
- To communicate with the owners/brokers to see whether the warehouse is available or not and get the missing details
- To send the shortlisted warehouses to the client and coordinate their visits to the selected warehouse
- To close the deal by giving the agreement form to the vendors/brokers.

# Project Objectives

As belongs to Supply chain and Logistics sector and like every other company related to this sector, Edgistify is seeking to expand its territory throughout the country and the most important aspect in that is warehouses. Edgistify is trying to acquire as many warehouses as possible in various areas to operate it under its brand name. So, I am as part of the operations team of the company is working as frontline workers who are responsible for the expansion of company.

# Project Deliverables

Procurement of warehouse is the task we have been given, when clients of the company ask for warehouses around any part of the country the details are sent to us the operations team. So, the following **activities** discussed below are being performed by me as part of the Operations team to help in procuring warehouses to provide it as many options as possible to the clients. It is a live project in which I am working on real requirements and also equally responsible for the growth of company as others are.

# Task Structure

## Activities

### Shortlisting

- 1) Shortlisting by Warehouse Edge software-

This software is of the company and it has details of warehouses from the owners and agents to whom the City Leads team has already contacted. So, when requirement comes the location is opened automatically. Then we apply filter about the type of warehouse we need e.g. size, type etc. All the warehouses within the region and of

specified filters then are visible on the map. Then we have to find and shortlist the warehouse within a radius given around the location.

2) Shortlisting by Web Research-

If we don't find any warehouses or very less warehouses then we have to go to third party web sites such as 99Acre, Magic brix etc which are added in the software for market research. There we find warehouses by applying filters and shortlist them. If we still don't find any warehouses then we start finding real estate agents who can provide warehouses and we shortlist them.

3) Shortlisting by Google Maps-

If none of the above works then we have to go to google maps and find 3PL companies, warehouse owners or agents from that near the location given for the warehouse. And then we shortlist them.

## **Calling**

Now, after shortlisting everything and getting the options in the software we go in the calling section. And we start calling the owners and agents one by one and update about the call details in the software itself. For example, owners answered or not, warehouse available or not, will the brokerage be taken etc. If anyone does not pick-up the call then we have to follow up after some time or on the next day.

### **Main details needed through calling**

Images of warehouse, rent, carpet and build area, infrastructure details, discussing about Lease and Lock in period, google address of the warehouse location, height, number of entrances etc.

This procedure includes -

- Calling the respective vendors
- Briefing them about the company and the requirement
- Asking if the warehouse is available for lease (In case we have all the details)



- Ask for details if we don't already have them
- WhatsApp/ Email as convenient to the vendor

## **Final Shortlisting and Sending to Sales team**

If the warehouse details are matching the requirement to the closest then we shortlist that option for sending it to the sales team, as sales team will then show the options to the client.

## **Site Visit**

If the client likes a warehouse and selects it then we have to coordinate the visits between the client and the warehouse owner/ agent. We have to arrange a meeting on the warehouse location for inspection and discussion of the terms and conditions and finance.

## **Closure**

After everything is discussed and done then we have to make sure that the closure of the deal between the client and warehouse owner/agent takes place.

## **Tasks Assigned**

We as Solution Design team are assigned tasks to find the warehouses. We are given a city and some selected localities are also chosen for us to work on. With the help of the Reference address of the localities of a particular city we have to find the warehouse options within 7km radius of that address. Till now I have been given seven cities to work on in which there are multiple localities. I have attached below the screenshots of cities and localities given to me.

# Ghaziabad Locations

Preferred locations Up Requirements .XLSX

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S no.	State	City	District	SubDistrict	Locality	Reference Address	Lat	Lng	Pincode
1	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Kallupura	s, Kallupura, Ghaziabad, Uttar Pradesh. 27 m from Bangla Restaurant pi	28.666	77.4326	201001
2	Uttar Pradesh	Ghaziabad	Ghaziabad Distric	Ghaziabad	Vaishali	, Block A, Sector 3, Vaishali, Ghaziabad, Uttar Pradesh. 55 m from Harsh	28.64008	77.33668	201019
3	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Vasundhara	rg, Sector 4B, Vasundhara, Ghaziabad, Uttar Pradesh. 57 m from Gate 7	28.6666	77.38015	201012
4	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Shyam Park Extension	hyam Park Extension, Ghaziabad, Uttar Pradesh. 62 m from Panchshee	28.67942	77.36149	201005
5	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Shalimar Garden	ck B, Shalimar Garden, Ghaziabad, Uttar Pradesh. 39 m from Suhan Me	28.68611	77.33529	201005
6	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Sarvodaya Nagar	h, Sarvodaya Nagar, Ghaziabad, Uttar Pradesh. 12 m from General Shop	28.64349	77.41238	201009

Up Grofers requirement Niraj krutika Manendra Minti Broker Details

# Mumbai, Nashik, Palghar, Vasai Virar Locations

Mumabi Preferred Locations - DS .XLSX

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State	City	District	SubDistrict	Locality	Reference Address	Lat	Lng	Pincode
Maharashtra	Palghar	Palghar District	Palghar	Laxmi Puram Housing Society	Mahim Road, Laxmi Puram Housing Society, P	19.6958	72.7672	401404
Maharashtra	Nashik	Nashik District	Nashik	Dwarka	Ashita Apartment, Pakhal Road, Agni Tabya N	19.99	73.7965	422011
Maharashtra	Vasai Virar	Palghar District	Vasai	Nallasopara East	3, Shiv Darshan, High Tension Road, Ostwal N	19.4304	72.8173	401209
Maharashtra	Mumbai	Mumbai Suburb	Mumbai Suburb	Kandivali East	25, Vishwadarshan, Dattani Park Road, Samat	19.2076	72.8682	400101
Maharashtra	Mumbai	Mumbai Suburb	Mumbai Suburb	Dahisar West	Building 1 Wing B, Rustom Irani Marg, Dahisa	19.2413	72.8571	400068
Maharashtra	Mumbai	Mumbai Suburb	Mumbai Suburb	Kandivali West	609-D8, Shree Samartha Sadguru Kadsiddhes	19.2163	72.836	400067

Mumbai Grofers Requirement Minti Krutika Manendra Rohan Brokers for Mumbai

[https://docs.google.com/spreadsheets/u/2/?authuser=2&usp=sheets\\_web](https://docs.google.com/spreadsheets/u/2/?authuser=2&usp=sheets_web)

# Bangalore Locations

Bangalore Preferred Locations - Dark Stores .XLSX ☆ 🌐 📄

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S no.	State	City	District	SubDistrict	Locality	Reference Address	Lat	Lng	Pincode
1	Karnataka	Bengaluru	Bengaluru Urban Dis	Bengaluru East	Gunjur	Gunjurupalya Road, Gunjur,	12.91974686	77.72961037	560087
2	Karnataka	Bengaluru	Bengaluru Urban Dis	Bengaluru East	K Channasandra	3, 1st Main Road, Muni Laks	13.03984346	77.67610234	560043
3	Karnataka	Bengaluru	Bengaluru Urban Dis	Bengaluru East	Ulsoor	17, 3rd Cross Road, Kalhalli,	12.98614905	77.62426792	560008
4	Karnataka	Bengaluru	Bengaluru Urban Dis	Bengaluru East	Devara Beesana Halli	Block 4B, Doddakannelli Roa	12.92729293	77.69440933	560103
5	Karnataka	Bengaluru	Bengaluru Urban Dis	Bengaluru East	CV Raman Nagar	Purva Seasons, Kaggadaspu	12.986132	77.6663464	560093

+ ☰ Grofers Bangalore Requirements Niraj Rohan Minti Krutika Manendra Broker Details

# Kolkata Locations

Kolkata Preferred Locations - Dark Stores .XLSX ☆ 🌐 📄

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S no.	State	City	District	SubDistrict	Locality	Reference Address	Lat	Lng	Pincode
1	West Bengal	Bidhan Nagar	North Twenty Four Parganas District	Rajarhat	Sector 3	Navarun	22.57980589	88.40249867	700097
2	West Bengal	New Town	North Twenty Four Parganas District	Rajarhat	Action Area 3A	New Town	22.563979	88.48348404	700156
3	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	Belghoria	27/6, Baidya	22.66350592	88.38701472	700056
4	West Bengal	Bidhan Nagar	North Twenty Four Parganas District	Rajarhat	Sector 2	E5, 3rd	22.5844299	88.42276548	700091
5	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	Dum Dum	59/1,	22.63541657	88.41567529	700028
6	West Bengal	New Town	North Twenty Four Parganas District	Rajarhat	Gauranga Nagar	Jay Kalindi,	22.59425808	88.44910022	700059
7	West Bengal	New Town	North Twenty Four Parganas District	Rajarhat	Action Area 2B	Gitanjali, Street	22.61165457	88.4701049	700135
8	West Bengal	New Town	North Twenty Four Parganas District	Rajarhat	Dashadron	1/3, Unnamed	22.62926895	88.44974392	700136
9	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	Patipukur	89, Sadhana	22.6021643	88.39588682	700048
10	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	Arjunpur	C/AM-6/1,	22.62321533	88.42626458	700080
11	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	Baranagar	17/2, NSPD	22.63862731	88.37106923	700036
12	West Bengal	Panihati	North Twenty Four Parganas District	Barrackpur 2	Sodepur	49, Unnamed	22.70888631	88.39021397	700110
13	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	South Dum Dum	Radharani	22.61343367	88.40404794	700055
14	West Bengal	Barasat	North Twenty Four Parganas District	Barasat 1		Unnamed	22.72693376	88.45687729	700126
15	West Bengal	Madhyamgram	North Twenty Four Parganas District	Barasat 1	Ganga Nagar	Radha Rani	22.67553122	88.45452458	700132
16	West Bengal	Barrackpore	North Twenty Four Parganas District	Barrackpur 2	Titagarh	Barakpur	22.75181976	88.39221168	700119
17	West Bengal	Bidhan Nagar	North Twenty Four Parganas District	Rajarhat	Sector 2	101, 1st	22.59211343	88.42724508	700091
18	West Bengal	Kolkata	North Twenty Four Parganas District	Barrackpur 2	South Dum Dum	115,	22.60989173	88.41959208	700055
19	West Bengal	New Town	North Twenty Four Parganas District	Rajarhat	Action Area 2B	636/19/540,	22.61284821	88.4696262	700135

I have aggregated the details according to the city column because of similar difference of location of agents from the multiple reference address

+ ☰ Grofers Kolkata Requirement Niraj Rohan Krutika Manendra Broker Details

# Task Completed

I have completed all the tasks with respect to the cities that were assigned to me by the mentor of my internship. I contacted as many options as possible within the given deadline. I have found some warehouse options and shared with the sales team. After that site visit took place which was coordinated by me between the warehouse owner/agent and the Client. Following is the summary of the tasks I did for various cities.

a)

**City-** Ghaziabad

**No of Options contacted-** 40

**Owners-** 27

**Agents-** 13

**No of Options Shortlisted-** 5

**No of site visits by client-** 2

b)

**City-** Bangalore

**No of Options contacted-** 37

**Owners-** 28

**Agents-** 9

**No of Options Shortlisted-** 1

**No of site visits by client-** 1

c)

**City-** Kolkata

**No of Options contacted-** 34

**Owners-** 28

**Agents-** 6

**No of Options Shortlisted-** 2

**No of site visits by client-** 2

d)

**City-** Delhi

**No of Options contacted-** 50

**Owners-** 30

**Agents-** 20

**No of Options Shortlisted-** 8

**No of site visits by client-** 3

e)

**City-** Mumbai, Palghar, Nashik

**No of Options contacted-** 36

**Owners-** 8

**Agents-** 28

**No of Options Shortlisted-** 2

**No of site visits by client-** 0

# The Procedure

For better understanding about the process I have attached screenshots about how I went about completing my tasks for a particular city. This is an example and it consists of city Ghaziabad.

## Task Assigned

Tasks assigned are given in a sheet which consists of information about city, localities we will be working on and reference address.

S no.	State	City	District	SubDistrict	Locality	Reference Address	Lat
1	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Kallupura	116, Dasna Marg, Kallupura, Ghaziabad, Uttar Pradesh. 27 m from Bangla Restaurant pin-201001 (India	28.666
2	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Vaishali	utam Palvi Road, Block A, Sector 3, Vaishali, Ghaziabad, Uttar Pradesh. 55 m from Harshika Properties p	28.64008
3	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Vasundhara	raja Agrasen Marg, Sector 4B, Vasundhara, Ghaziabad, Uttar Pradesh. 57 m from Gate No 14 pin-20101	28.6666
4	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Shyam Park Extension	nd Trunk Road, Shyam Park Extension, Ghaziabad, Uttar Pradesh. 62 m from Panchsheel Park pin-20100	28.67942
5	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Shalimar Garden	amed Road, Block B, Shalimar Garden, Ghaziabad, Uttar Pradesh. 39 m from Suhan Medicos pin-20100	28.68611
6	Uttar Pradesh	Ghaziabad	Ghaziabad District	Ghaziabad	Sarvodaya Nagar	, Unnamed Road, Sarvodaya Nagar, Ghaziabad, Uttar Pradesh. 12 m from General Shop pin-201009 (In	28.64349

## Dashboard

Dashboard is the place where all the assigned requirements come up in the Warehouse Edge software. We click on it and go forward for database and we research for warehouses.

The dashboard features a navigation bar with the following categories: **Yet to Start**, **Work in Progress**, **Visit/Feedback Pending**, **About to Close**, and **Closure Achieved**.

Below the navigation bar, there are several requirement cards. Each card displays the following information:

- Location:** PALGHAR, MUMBAI, MAHARASHTRA; BENGALURU EAST, BENGALURU, KARNATAKA; VASAI, MUMBAI, MAHARASHTRA; GHAZIABAD DISTRICT, GHAZIABAD, UTTAR PRADESH
- Carpet Area:** 3000 sqft
- Req By:** 21st May, 28th May, 21st May, 6th Jun
- Type:** RCC
- REQ ID:** 0521182630, 0521222638, 0521182630, 0521252640, 0521182631, 0621032650

## Database Search

This is the database of the company in which we apply filter and search for warehouses and select the relevant ones.



## Web Research

After database search we go search on web and on third party websites and we select the relevant options and add them.

Unverified | Web Research | Calling | Requirement Details | **KABOOM!**

99Acres | NoBroker | **MagicBricks** | WarehouseIndia | IndiaProperty | LinkedIn | PropertyWala | RealEstateIndia | OLX | JustDial | Others

### Option Detail

Source: MagicBricks | Source Link:

Specific Area:  | Approx size range (in sqft): Choose one | Structure Type: Choose one

Contact Type: Choose one | First Name:  | Last Name:

Mobile Numbers (Use comma to add more):  | Email (Use comma to add more):

**Save**

ADDED BY YOU				
Source	Name	Size	Email	Mo
MagicBricks	Veer Pal Sharma	0-5,000	.	9891
MagicBricks	Arbab Hasan	undefined	.	9910
MagicBricks	Mukesh	0-5,000	.	7017
MagicBricks	Mukul Tyagi	0-5,000	-	9899
MagicBricks	Abhinav	0-5,000	-	9873
MagicBricks	Atbeer	undefined	-	7503
MagicBricks	Rakesh	0-5,000	-	9873

## Calling

Then starts the calling phase in which we call all the options we have selected.

The screenshot displays a web application interface for property management. On the left, there are two tables: 'Shortlisted for calling (3)' and 'Need Follow-ups (37)'. The 'Shortlisted for calling' table lists three properties with their names, sources, size ranges, and types. The 'Need Follow-ups' table lists seven properties with their names, sources, size ranges, types, and follow-up dates. In the center, a call log shows a call to 'C1' with a 'Shortlisted' status and a 'History' section indicating an 'Answered' call on 5th Jun 21 at 4:12PM. On the right, a 'Location Info' form contains fields for Latitude, Longitude, State, City, Specific Area, Landmark, Pincode, and Country, with a 'Save' button.

Shortlisted	Name	Source	Size Range	Type
-	Sachin Gupta	Web Research	0-5,000	
✓	Ashok Kasana	Web Research	undefined	RCC
✓	Vasav Dutta	Web Research	undefined	RCC

Shortlisted	Name	Source	Size Range	Type	Follow-up
-	Sourabh nagar	Web Research	0-5,000		04-Jun 04:00PM
-	Pramod Trar	Web Research	0-5,000		03-Jun 04:00PM
✓	Ashwani Sharma	Web Research	5,001-10,000	RCC	05-Jun 04:00PM
-	Sanjeev Singhal	Web Research	0-5,000		05-Jun 04:00PM

## Shortlisting

After getting the image, location, rent and other details we shortlist the options and send them to sale.

Relevant	Option ID	Location	Vendor POC	Source	Type	Size	Rate	Status	Action
✓	42422	Sector 66, Noida, Uttar Pradesh	Karthik chauhan	DB Search	RCC	undefined	15	Sent to Sales	📞
✓	42517	PLOT NO-1/48, SSGT ROAD IND. AREA, Ghaziabad, Lal Kuan, Ghaziabad, Delhi NCR, Ghaziabad, Uttar Pradesh	Arbab Hasan	Web Research	RCC	undefined	30	Sent to Sales	📞
✓	42665	near divyansh partham society Indrapuram Ghaziabad, Ghaziabad, Uttar Pradesh	Ashok Kasana	Web Research	RCC	undefined	15	Sent to Sales	📞
✓	42550	Ghaziabad, Uttar Pradesh	Ashwani Sharma	Web Research	RCC	5,001-10,000	20	Sent to Sales	📞
✓	42669	Sahibabad, Ghaziabad, Uttar Pradesh	Vasav Dutta	Web Research	RCC	undefined	70	Sent to Sales	📞

## Updating on Sheet

Lastly, we update the sheet we were given in the beginning about the options found and number of brokers connected. We do not update the number of owners contacted in the sheet.



K	L	M	N
No. option four	Distance in KM	No. of Brokers connected	
2	5	5	
1	3-5	2	
1	2	1	
		2	
		1	
1	7.6	2	

## Conclusion

The internship can be said as a mix of experiential, some amount of research from database and some amount of problem solving but, mainly it is an experiential project work with close to 70-80% experiential learning. As we can see that I had to spend most of my time calling people and talk to them, research and problem solving were a part of the experience but not very visible.

## **Suggestions and Recommendation to Organisation**

- The company lacks in speed of communication between upper management and lower level workers. There were a lot of times where there was no answer from the upper management about whether the warehouse was selected or not, due to which I had to keep them waiting for many days, so this should be changed.
- The work given should be announced beforehand so that the employee is prepared, as sometimes there was not work and sometimes there was work given at random times of the day without clear instructions.

# **Part C: Learning from Summer Training**

## **Project**

### **Learnings**

- I learned different methods of cultivating and maintaining relationships with vendors
- Have fun with it and make mistakes so that you gain a lot of knowledge about what not to do
- I learned that everyone has to be responsible no matter at what post we are working because everyone has to do their part well for the company to do well
- I discovered how little I knew and, more significantly, how much I could learn and offer to the team throughout this internship.
- It is important to understand the work first and know what client wants so that we can work properly.
- I also learned how to be confident and not get afraid of anyone who I speak to
- I also learned a lot about the industry and warehouse through the training sessions

### **Skills Developed**

- Strong verbal communication skills
- I developed interpersonal skills to communicate with vendors, some of them are-
  - ✓ Active listening
  - ✓ Patience while talking
  - ✓ Motivation and flexibility in working
  - ✓ Convincing the people through different techniques

- Negotiation skills
- Assertiveness
- To juggle many providers and various product services, you'll need multitasking skills which I developed while working'

## Challenges Faced

- Picking the right vendor-

It's critical to pick the ideal vendor from a pool of candidates who fulfil your company's standards and specifications while also guaranteeing exceptional warehouse property.

- Vendor Reputation Risk-

While some vendors may do an excellent job on your project, others may put up with bad performance and cause all of your deadlines to be thrown off. As a result, background checks are required before any decision is taken.

- Handling the 'NO'-

The quickest way to lose your sanity and despise your career is to become enraged when people say no. This was a very difficult task to handle the No

- Lack of trust

Demonstrating some faith in your warehousing vendor is important. Our problem-solving approaches would benefit from the light show of confidence, and can see great results, even though you cannot trust them you have to show it in some critical situations

## Application of Skills

- I was able to apply the tools like Excel, Word and Power-point presentation in my internship which I learned in the first year and I improved on these tools and learned new things from the work given

- I was able to use the experience of pressure handling from the college to meet the deadlines and do the work properly
- The basic information about supply chain and warehouses which I learned from first year really helped to get a head start In the Internship.
- The communication skills and techniques learned from the business communication subjects in college really helped me in verbal and written communication, I was able to apply them and learn new things also

## **Insights About Managerial Role**

Managerial role has a lot of pressure and responsibilities with the role. We have to do our work as a manager as well as see how other members are doing. We work as a front line workers in the operations field because we have to get the resources

## **Future Career Path**

After working in the Internship I realised that I want to pursue my career in the warehouse and logistics area as it has a lot of scope in India. There is a huge potential and resource availability in this area but all of it is unorganized. A proper plan can take a lot of advantage of this that I why I would like to have experience In this area and then go on to open my own venture in this field. I always wanted to have my own venture and now I know the field in which I want it to be.

# Annexure

## Internship Report

**Edgistify** | Giving Edge to  
Supply Chain

**Ref: Edgistify/EDGSIP5/2021**

**Date: 12-July-2021**

### INTERNSHIP CERTIFICATE

This is to certify that **Mr. Manendra Pratap Singh** pursuing MBA in Institute of Management, Nirma University has successfully completed 02 (Two) Months (From 1<sup>st</sup> May 2021 to 1<sup>st</sup> July 2021) of internship program in Operations domain with Edgistify with our entire satisfaction.

During the period of his internship program with us, he had been exposed to different challenges and was found punctual, sincere, and inquisitive with a professional attitude.

His association with us was very fruitful and we wish him all the best in his future endeavors.



**Antim Suman**  
**Director & Co Founder**  
**Optisupply Chain Solution Pvt. Ltd.**

Optisupply Chain Solution Pvt. Ltd. | 105, First Floor, Amfotech Park, Opp Old Passport Office, Wagle Estate, MIDC Thane(W) - 400604

[www.edgistify.com](http://www.edgistify.com)