

LOGISTICS CONSULTANTS SPECIAL

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CXO
INSIGHTS

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AETOS DIGILOG
ASSISTING EMERGING ENTERPRISES
ACHIEVE LOGISTICS MATURITY
THROUGH DIGITALIZATION

₹150



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APPLYING DECADES OF EXPERIENCE TO
EVALUATE EXISTING INFRASTRUCTURE,
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Capt. Jatin Sharma,
Co-Founder and Director of Strategy

Aetos Provides A Single- Vendor Solution For Total Digital Transformation; They Do Not Sell Software Or Provide Consulting Services; Instead, They Are Responsible For Improving The Client's Logistical Operations Through Digital Intervention

AETOS DIGILOG

APPLYING DECADES OF EXPERIENCE TO EVALUATE
EXISTING INFRASTRUCTURE, OPERATIONS, AND
PROCEDURES & ASSIST CLIENTS ACHIEVE LOGISTICS
MATURITY THROUGH DIGITALIZATION

By Deepshikha Singh

Integrated end-to-end logistics solutions are in high demand in India today and the future. This would include a platform for integrated infrastructure and assets, a platform for integrated services, and a platform for integrated digital transactions. The domain is populated by a diverse set of participants, ranging from small exporters and importers to medium-sized and big dealers and MNCs. As a result, the industry will continue to see consolidation, process standardization, technology advancements, and digital transformations for more agility, as well as integration between modes of transportation, users, and third-party service providers.

Established in 2018, Aetos specializes in driving digital transformation by combining best-in-class methods with cutting-edge technology to help its clients achieve logistics maturity. Anil Arora, Founder, Aetos says, "Aetos was founded as an advisory and investment organization, guiding rising businesses looking to change their logistics operations. We brought a lot of domain knowledge and experience to the table. And one of the main ideas behind it was to change the way individuals manage their materials, both inbound and outbound. The other was putting money into intriguing logistics and technology

businesses. We have worked on both tracks and made some minimal technological and logistical investments, also have a large number of small and medium businesses, both in the manufacturing and logistics sectors.”

The fundamental requirement of Aetos' clients is to analyse and interpret the transactional data to take informed decisions, say solve choke points in the material flow, as there has inevitably been a disruption or a supply chain edge established by a competitor, as well as to reduce logistics costs. The Aetos team does is a complete analysis of the procedure and process involved today, and the target segment that Aetos is going after is very unique, and that every operation, manufacturing setup has some characteristics that are unique beyond the broad Canvas, but according to Indian environment each logistics operation is unorganised. Aetos sends in a team to learn about the issues faced, formulate a problem statement, and make recommendations for possible solutions.

Services Offered by Aetos

Aetos provides a single-vendor solution for total digital transformation; they do not sell software or provide consulting services; instead, they are responsible for improving the client's logistical operations through digital intervention. Aetos also conducts an as-is analysis, gap analysis, need analysis, and process correction, after which the company develops a digital intervention to try and




digitalize their clients' entire operation chain through their platform, which has all of the capabilities required to run an efficient logistics operation.

Aetos provides a collection of analytics that is customized to that operation after the platform is established and data begins to be collected granularly. As a result, to various levels of the organization, to make far more accurate decisions than just solely deciding on feelings or history. On the logistical front, the organization can deliver data-driven performance and data-driven decision-making. And the distinctive characteristic of Aetos is that, at the top end of the business, if clients sign up for a long time and conduct a full engagement with them, team Aetos is even open to sharing part of their fields to the game share that a client has. The company is willing to put its money where its mouth is.

Elucidating future roadmap Capt. Jatin Sharma (Co-Founder and Director

of Strategy) adds,, “We will eventually have just India-specific plans, with a heavy emphasis on the industrial sector. We want to change the way developing businesses and mid-level manufacturers operate so that we can assist our customers to get a lot more done with the same plant, people, and machinery. Geographically, we work all over the country and are very customer-focused. We're working on all four plants for one of our customers, who has ambitions for plants in several geographies. We also intend to introduce our services in some South Asian countries, since we believe there is a lot of overlap in the difficulties and logistics management practices in these countries.”

We work with established business excellence advisors and consultants as well, collaborating to bring all stakeholders on a single platform to enable benefit realization not just for the principal but for associated entities. 

10 Most Promising Logistics Consultants- 2021

Company	Management	Description
Actos Digilog Noida actosdigilog.com	Anil Arora, Founder & Director Capt. Jatin Sharma Co-Founder and Director of Strategy	Actos DigiLog offers integrated seamless solutions to MSMEs and Emerging Enterprises by collaborating with key logistics stakeholders and suppliers to make supply chain more agile and responsive at optimal cost.
Contiship Logistics Chennai contiship.in	Isaac Thiagarajan, Managing Director	Contiship Logistics is a pioneerign business that has been able to clock in impressive growth numbers owing to the quality of their offerings.
Englobe Logistics Noida englobelogistics.com	Pradip Verma, Founder Director	A leading logistics service provider offering integrated & turnkey services in Shipping, Logistics, Supply Chain Management & International trade.
Hesol Consulting: Logistics & Supply Chain Bengaluru hesolconsulting.business.site	Alvis Lazarus, CEO	Hesol Consulting is a pioneering business organization that has been able to offer customer-centric result-oriented services to their clients constantly
Last Mile Logistics Bengaluru lastmiletranstech.com	Ranjit Kedia, Founder & CEO	This pioneering business provide all formats of Warehousing and Transportation Services to provide you with Intelligent and Optimised Distribution for your
Navbharat Shipping India Ltd (NSIL) nsil.in Mumbai	Praful Prem Dwivedi, Director	Navbharat Shipping India Ltd (NSIL) is a pioneering business organization that is considered as one of the best freight forwarding and logistics service provider in India.
Omniscient Computer Consultants New Delhi omniscient-computers.com	Rajesh Pandey, Founder	This pioneering company ensures that they never fails to give the best supply chain management solutions to the clients who lay their faith in this firm.
Sri Chakra Consultants Chennai srichakraconsultants.com	Sundararajan Srinivasan, Founder Director	Sri Chakra Consultants is one unique business organization that was founded with the only goal of assisting their esteemed clients in all their financial needs.
Tetrahedron Manufacturing Services Bhubaneswar tetrahedron.in	Nitin Kumar, Founder	Tetrahedron provides Manufacturing Consulting Services with different COE's - Supply Chain Management, Manufacturing Excellence, Plant Layout Design, and Manufacturing Audit to name a few.
Value Chain Solutions Ahmedabad ecubix.com	Kamaldeep Singh, CEO	Value Chain Solutions is one of the best supply chain as well as sales & marketing solutions provider in the country owing to their innovative business strategies