CaseStudy 01

OEM Automotive Company

Introduction

This OEM Automotive company is a market leader in heavy-duty filter manufacturers for the automotive industry (air, fuel, lube, and hydraulic filters).

Problem Statement
The OEM automotive company faced significant challenges due to a complex pricing structure, inefficient sales strategies, and operational misalignments. These issues led to uncompetitive pricing, financial instability, and difficulties in meeting market demands, particularly in the aftermarket. Warranty disputes and a lack of focus on marketing further worsened the company's market position.

Findings
Opereaze Consultants identified pricing inefficiencies, erratic sales patterns, financial risks from credit reliance, aftermarket neglect, and poor inventory management that weakened market presence.

1. The company's pricing was 15-20% higher than competitors due to overly complex pricing and discount schemes.
2. A push-based sales model resulted in erratic ordering patterns, benefiting large distributors and causing end-of-month sales rushes.
3. Heavy reliance on credit led to inconsistent pricing and increased financial risks due to bargaining by distributors.
4. Aftermarket needs were neglected, causing delays, unpredictable sales, and a weak market presence.
5. Poor storage of discounted items resulted in frequent warranty disputes, damaging customer trust.

Solution Provided
Opereaze Consultants implemented a simplified pricing structure, optimized inventory and delivery, enhanced marketing efforts, and aligned operations to stabilize sales and improve distributor management.

- Simplified Pricing Structure: Eliminated volume-based discounts, introducing a straightforward, cash-only attractive pricing strategy that benefits both the company and distributors.
- Inventory and Delivery Optimization: Established buffer stocks for fast-moving items, ensuring timely delivery for cash purchases and allowing multiple smaller orders for better distributor inventory management.

- Marketing and Support Enhancement :Developed marketing materials and hosted Below-The-Line (BTL) activities to boost groundlevel sales and support.
- Operational Alignment: Decoupled plant operations from sales orders by utilizing a central warehouse system to manage stock levels and fulfil based on actual demand.

The After Training:

After the execution was done we trained the team total for ___ days hand holding them and ensuring the team followed the process every day as we believe that practicing techniques and methods can enhance the product activity in the long run and also make the team independent. Instead of a mere execution for a stipulated period can only help in the short run.

Summary

In just 11 months, Opereaze helped this OEM Automotive Company achieve a transformative supply chain shift. By moving from a push to a pull-based system, distributor purchases aligned with actual sales, driving sustainable growth. Cash sales skyrocketed from the low 30% range to the mid-80%, while distributor sales surged by 200% to 300% within six to eight months. On-time delivery rates improved significantly, reaching the high 80% from the mid-50%, and distributor inventory days dropped from 65 to less than 20. Additionally, a renewed focus on marketing and promotional materials revitalized the sales team's morale, further fueling success.

Customer Reviews of the Case

When Opereaze Consulting came on board, they reignited the confidence in our sales team. They transformed the strategies, thereby eliminating the month-end chaos of order pressures and stressful collections. Opereaze Consulting's approach allowed our team to focus on market development and distributor growth, with some growing up to 300% in just a few months. If you're looking for a partner who can truly transform your aftermarket operations and bring sustainable growth, I strongly recommend Opereaze Consulting."

Rajeev Dwivedi
General Manager,
Aftermarket Business,
OEM Automotive Company

CaseStudy 02

400 Crore Men's Clothing Retail Company

Introduction

This 400 crore men's clothing retail company has a presence across the country. In the last 30 years, the company has come a long way in Styling India.

Problem Statement

The 400 Crore men's clothing retail company struggled with chronic delays, poor internal communication, and operational disruptions that negatively impacted brand perception and sales. The company faced significant inefficiencies in its supply chain, order process, and decision-making due to lack of real-time data and outdated communication tools, ultimately harming its ability to respond quickly to market demands.

Findings

Opereaze Consulting Identified key inefficiencies in supply chain operations, communication, and decision-making that led to delays and operational bottlenecks.

1. Chronic delays occurred at every critical point in the supply chain, affecting timely deliveries and damaging the company's reputation.
2. An inefficient internal communication system using WhatsApp led to information overload, without effectively addressing key issues.
3. Operational disruptions, including bottlenecks in the order process, led to rare same-day dispatches and invoicing delays, impacting customer satisfaction.
4. The lack of real-time data created significant gaps in communication, making decision-making and reporting slow and ineffective.

Solution Provided

Opereaze recommended process re-engineering, technology integration, performance metrics, and stakeholder alignment to streamline operations and improve efficiency.

- Process Re-engineering: Mapped the entire order execution process, identifying stakeholder roles and creating clear action blocks with prioritization of the end customer.
- Technological Integration: Implemented systems to enhance stakeholder coordination, including real-time reporting and daily dispatch planning.
- Deadline and Performance Metrics: Set strict deadlines for accounting processes and developed a scoring system for logistics partners to encourage promptness and efficiency.
- Stakeholder Alignment: Aligned Sales, IT, Finance, and Warehouse functions with external logistics partners through technology and transparency

Data Analysis

FACTORS	BEFORE	AFTER
Invoicing to Dispatch Efficiency	20s%	**90s%**
Real-Time Reporting	Negligible	90s%
On-Time Delivery	40s%	**90s%**
Raw Material Receiving Timeliness	40s%	mid 90s%
Operational Efficiency		O overtime

Summary:

To conclude, in just ___ months, Opereaze helped this **400 Crore Men's Clothing Retail Company** optimize its operations and supply chain efficiency, leading to significant performance improvements. Invoicing dispatch efficiency improved dramatically from the high 20% range to the high 90s%, while real-time reporting, previously negligible, reached the high 90s%, transforming decision-making. On-time delivery rates surged from the low 40s%

After Training

After the execution was done we trained the team total for ___ days hand holding them and ensuring the team followed the process every day as we believe that practicing techniques and methods can enhance the product activity in the long run and also make the team independent. Instead of a mere execution for a stipulated period can only help in the short run.

Customer Reviews of the Case

Partnering with the Opereaze Consulting team has been transformative. They worked closely with our Sales, IT, Finance, and Warehouse teams to design a seamless process that boosted our delivery from the warehouse to customers during peak seasons. For almost two years now, we've experienced ontime deliveries without any chaos, allowing our people to actually enjoy the festive season. Opereaze Consulting's expertise has made a remarkable difference, and I highly recommend their services to any organization looking to streamline their warehouse operations.

Amit Ladsaria
Supply Chain Head,
400 Crore Men's Clothing Retail

CaseStudy 03

Company:A 500 Crore Writing and Stationary Company

Introduction

A 500 cr company, well established for over five decades, is a dominant market player and has presence across India

Problem Statement

The 500 Crore writing and stationery company faced significant inefficiencies in production planning, inventory management, and operational coordination. An inaccurate production strategy led to overproduction, while poor material planning resulted in excessive stock. Manual operations and miscommunication between departments caused inventory mismanagement, missed sales, and delayed deliveries, affecting overall business efficiency and profitability.

Findings

Opereaze consultants discovered that this writing and stationery company was suffering from inefficient planning, stock mismanagement, and poor coordination thaat led to operational delays, overproduction, and missed sales opportunities.

1. The company's production planning was reactive, focused on avoiding shortfalls, leading to frequent overproduction and inefficiencies.
2. Poor material stock management caused excessive accumulation of raw and packing materials, tying up capital and storage space.
3. Heavy reliance on manual operations resulted in frequent miscommunication between departments, leading to inventory errors and operational delays.
4. Inefficient coordination led to missed sales opportunities and delayed deliveries, impacting customer satisfaction and business performance.

Solution Provided

- To address these challenges, Opereaze Consulting implemented a multi-pillar strategy to harmonize operations with the overarching goals of enhancing SKU availability and OTIF delivery:
- Production Planning System: Introduced mandated work orders and flow, 7-day operational outlook for each department, prioritized OTIF achievement at the departmental level.
- Synchronized Store Management: to align with planning needs, timely purchase requests and supplier delivery tracking
- SAP Integration: Enhanced SAP usage driving the central system, all operational decisions, real-time data accuracy and operational efficiency.
- Technological Enhancements: Automated both the planning and store management systems

Data Analysis

FACTORS	BEFORE	AFTER
OTIF Delivery:Elevated	Low 60%	High 80%
SKU Availability	Mid 70%	Mid 90%
WIP Inventory	60 days	<10 days
Inventory Accuracy	Low 80%	High 90%
System Transparency		100%

The After Training
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Summary
The comprehensive solutions implemented by Opereaze Consulting yielded remarkable improvements across all operational facets:
ü OTIF Delivery: Elevated from low 60%to high 80%
ü SKU Availability: from mid 70% to mid 90%
ü WIP Inventory: from 60 days to less than 10 days.
ü Inventory Accuracy: from the low 80%to high 90%.
ü System Transparency: Achieved 100%.

Data Analysis

FACTOR	BEFORE	AFTER
OTIF Delivery	**low 60%**	**high 80%**
SKU Availability	**mid 70%**	**mid 90%**
WIP Inventory	**60 days**	**less than 10 days.**
Inventory Accuracy	**low 80%**	**high 90%.**
System Transparency		**Achieved 100%.**

Customer Reviews of the Case
Despite significant investments in training and software for sales, operations, and inventory management, we faced challenges in implementing these changes on the ground. The Opereaze Consulting team was the game-changer, bridging the gap to ensure real-world execution. By aligning our teams with a common language and creating clear, actionable metrics, they empowered us to streamline operations. I wholeheartedly recommend Opereaze Consulting for their ability to transform challenges into lasting solutions."

Ekta Jalan
Head of Operations, Quality
& HR, A 500 Crore Writing and Stationary Company

OEM Automotive Company

Introduction

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Problem Statement
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Findings
1. The company's pricing was 15-20% higher than competitors due to overly complex pricing and discount schemes.
2. A push-based sales model resulted in erratic ordering patterns, benefiting large distributors and causing end-of-month sales rushes.
3. Heavy reliance on credit led to inconsistent pricing and increased financial risks due to bargaining by distributors.
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Solution Provided:

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Customer Reviews of the Case

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allowed our team to focus on market development and distributor growth, with some growing up to 300% in just a few
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strongly recommend Opereaze Consulting."

Rajeev Dwivedi
General Manager,
Aftermarket Business,
OEM Automotive Company

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Add these values to the what does Opereaze Stand for

1. Competitive Advantage-Enhancing client OTIF to help them outpace competition and drive market success.

2. Market Perception– Building trust and strengthening brand identity through efficient, system-driven processes that command respect and enhance negotiating power.

3. Creating Investability– a foundation of dependability and reliability, making businesses attractive to investors by showcasing predictable and scalable systems.

4. Time–Empowering our clients to focus on growth by reclaiming their valuable time.

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Testimonials in order as seen in deck - Done

What started as a trial project in logistics and warehousing has now grown into a three-year partnership spanning operations, planning, quality, inventory management, and beyond. The Opereaze Consulting team has become like an extended family to us. Their deep understanding of our challenges, collaborative approach with our team, and relentless focus on creating lasting value have truly transformed our processes. I highly recommend Opereaze Consulting to any organization looking for a fresh, results-driven approach to business improvement.

MD & Chairman, LINC Limited Deepak Jalan

Despite significant investments in training and software for sales, operations, and inventory management, we faced challenges in implementing these changes on the ground. The Opereaze Consulting team was the game-changer, bridging the gap to ensure real-world execution. By aligning our teams with a common language and creating clear, actionable metrics, they empowered us to streamline operations. I wholeheartedly recommend Opereaze Consulting for their ability to transform challenges into lasting solutions.

Head of Operations, Quality & HR, LINC Limited Ekta Jalan

Opereaze Consulting has been instrumental in redefining the strategic direction of our aftermarket business, by shifting our mindset from reactive to proactive, they instilled a structured, data-driven approach to market growth and operational efficiency. This has boosted

our market presence and empowered our teams to drive sustainable growth with confidence. I highly recommend Opereaze Consulting to any organization seeking to reshape their future.

MD, Allied Nippon Limited, ted Rohan Talwar

Partnering with Opereaze Consulting , turned our aftermarket operations into a cash-generating engine. Within 10 months, cash orders surged from for just 33% of total orders to 78%, drastically improving our working capital and operational efficiency. Their unique dashboards facilitated data-driven decisions. Their expertise has transformed our competitive edge, and I wholeheartedly recommend them.

CEO, Allied Nippon Limited, Jitendra Singh

Partnering with the Opereaze Consulting team has been transformative. They worked closely with our Sales, IT, Finance, and Warehouse teams to design a seamless process that boosted our delivery from the warehouse to customers during peak seasons. For almost two years now, we've experienced ontime deliveries without any chaos, allowing our people to actually enjoy the festive season. Opereaze Consulting’s expertise has made a remarkable difference, and I highly recommend their services to any organization looking to streamline their warehouse operations.

Supply Chain Head, Turtle Limited, Amit Ladsaria

The Opereaze Consulting team has been a true partner in redefining our supply chain, planning, quality, and vendor management processes. With them we have been achieving availability in high nineties of finished goods and input materials, OTIF against Sales order in high eighties with efficiency in high nineties. I highly recommend Opereaze Consulting for any organization looking to elevate their operational excellence.

Head of Factory Operations, Warehousing & Logistics, LINC Limited .Shailesh Didwania

With Opereaze Consulting’s support and their flow-based solution we not only started seeing a drastic reduction in Slow and non-moving inventory but also stopped in generating the same. We started operating at an Inventory accuracy of 98%+ and our inventory turns almost doubled from the previous standards. Their expertise has been crucial in keeping our costs low, providing us with a strong competitive edge. I highly recommend Opereaze Consulting for any organization looking to optimize operations and drive continuous improvement.

Head of Purchase & Inventory Management, LINC Limited, Deepak RJ

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development and distributor growth, with some growing up to 300% in just a few months. If you're looking for a partner who can truly transform your aftermarket operations and bring sustainable growth, I strongly recommend Opereaze Consulting.

General Manager, Aftermarket Business, Allied Nippon Limited, Rajeev Dwivedi

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Services
Supply Chain Optimization

At Opereaze Consulting, we maximize product availability, minimize inventory, and shorten cycle times. We analyze operations to identify and eliminate micron-level process inefficiencies, ensuring the right product reaches the right place at the right time. Our expertise drives efficiency and optimizes supply chain performance.

Operations Enhancement
At Opereaze Consulting, we align supply chains to prevent delays and shortages. Our flow-based solutions enhance material and process flow, enabling swift responses to market demands. We also improve supplier and vendor alignment to drive efficiency and optimize overall supply chain performance**.**

Warehouse and Logistics Management
At Opereaze Consulting, we optimize facility layouts to minimize inventory, reduce costs, and enhance order accuracy. Our strategic approach streamlines operations, boosts efficiency, and drives overall supply chain performance.

Distribution and Sales
At Opereaze Consulting, we build efficient distribution networks to drive market presence and increase cash business. Our targeted below-the-line activities boost secondary sales, enhancing market reach and overall business performance.

Project on-time Delivery
At Opereaze Consulting, we navigate complexities to ensure timely and successful project outcomes. We deliver customized solutions every time, tailored to meet unique challenges and drive impactful results.

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A 500 Cr. Luggage Manufacturer

Opereaze identified operational misalignment as the core issue, leading to chronic insufficient product availability. This directly resulted in:

Operational Misalignment: The core issue was a significant disconnect across various operational functions.

Increased Costs: This misalignment directly led to higher operating expenses.

Reduced Customer Satisfaction: Frequent delivery delays severely impacted client happiness.

Unidentified Bottlenecks: Multiple hidden obstacles within the processes were hindering efficiency.

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A Part of 5000+ Cr. Automotive Group

Identified pricing inefficiencies, erratic sales patterns, financial risks from credit reliance, aftermarket neglect, and poor inventory management that weakened market presence.

The company’s pricing was 15-20% higher than competitors due to overly complex pricing and discount schemes.

A push-based sales model resulted in erratic ordering patterns, benefiting large distributors and causing end-of-month sales rushes.

Heavy reliance on credit led to inconsistent pricing and increased financial risks due to bargaining by distributors.

Aftermarket needs were neglected, causing delays, unpredictable sales, and a weak market presence.

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400 Crore Men’s Clothing Retail Company

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An inefficient internal communication system using WhatsApp led to information overload, without effectively addressing key issues.

Operational disruptions, including bottlenecks in the order process, led to rare same-day dispatches and invoicing delays, impacting customer satisfaction.

The lack of real-time data created significant gaps in communication, making decision-making and reporting slow and ineffective.