



# BUSINESS PROPOSAL

SANDHYA ENTERPRISES



# INTRODUCTION

Sandhya Enterprises has been one of the emerging auto logistics service provider based at Chennai city, an automobile hub of India. It has ventured into auto logistics industry in 2018 with a humble start of two trucks serving in-bound logistics solutions to Hyundai Motors India under Swathi Transports , Chennai. Having its utmost focus on customer delight, the company was given the out-bound logistics business viz finished cars chassis transportation to PAN India while serving in-bound logistics from two trucks to six trucks in 2021 with considerable hike in share of business during the course of business At present we have are having 15+ of our own fleet and 50+ of attached fleet and Recently started bike movement also. Our mission is to meet the client needs and deliver the best of our solutions. Nevertheless our goal is to be a leading supplier in India who looks for global footprints.



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# PRODUCTS AND SERVICES



Our wide range of services include transportation of finished cars of various brands, inter-cord movement between mahindra&mahindra and its suppliers, warehousing of Mahindra cars on Ad-Hoc basis during peak time of cars dispatches and fabrication/turning services with its characteristics that are demonstrated to be unique and offer a clear value to our potential customers.

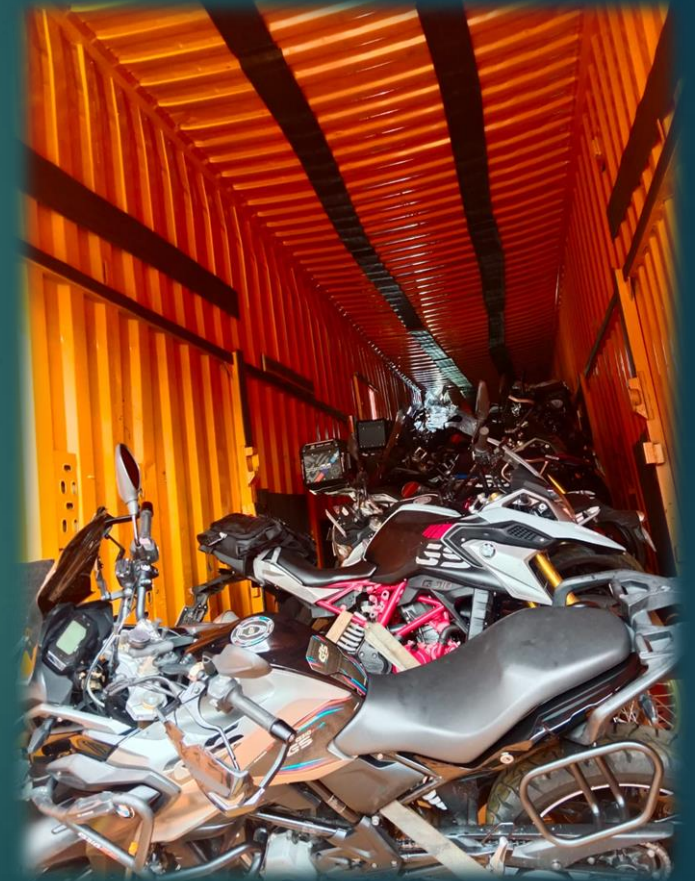


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# LOADING & UNLOADING



We Provide car and bike Loading and Unloading service to our clients as the Operation can only be performed safely when correct procedures are used. Because a lot of risks is involved in this activity, it's a difficult task and leads to injuries, if performed by an untrained persons.



# ANALYSIS OF CAR CARRIER MARKET

- ▶ We have been analysing the car carrier and bike transportation market closely and updating ourselves with latest developments in the industry. Our analysis includes the activities done by few of our competitors and enhancing our productivity at each stage to stay ourselves healthy in the competition.
- ▶ We understand better our targeted customers and how to reach them with the merit bearing professionalism while keeping our close competitors in calculation.

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# ANALYSIS OF CAR CARRIER MARKET

- ▶ Compared to the previous “one by one” transportation model, by transporting vehicles using car carriers, we have achieved “zero scraping” of new cars, ensuring high quality and more. Can attract customers.
- ▶ The volume of more cars will be more competitive in the market and will provide enough cars for our customers. With this distinctive feature, you can secure a large number of cars in a short time.

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# BUSINESS DEVELOPMENT STRATEGY

- ▶ We have been consistently reviewing our SWOT analysis to strategize our business to deliver success and learning experience.
- ▶ Our strength is we are the biggest in moving Mahindra cars from Mahindra logistics Chennai, Chakan and Nashik Plant to Various Destinations ranging 200 cars per month and moving about 100 cars per month M&M Out-Bound (Volvo, BMW, Renault). It has made us significant among all and most OEMs located in and around Chennai being we are a reliable and potential supplier in all export/import activities and southern states transportation.
- ▶ Our weakness could be recognized well as the industry is unorganized thus we try hard to channelize everything into organized to increase our productivity.
- ▶ The opportunities are considerable in Indian market as new OEMs like KIA motors, second unit of Suzuki Cars and Tata motors in Gujarat, export units of Hyundai and Renault Nissan have been gradually increasing and paving us way to get new business opportunity.

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# Our Clientele

- ▶ Mahindra Logistics
- ▶ Logistic Intergrators India Pvt Ltd
- ▶ Evm Autokraft India Pvt Ltd
- ▶ Isuzu Motors Ltd
- ▶ SWATHI TRANSPORTS
- ▶ Kun Motors Company Pvt Ltd
- ▶ Toyota Logistics Kishor India Pvt Ltd
- ▶ PARAMOUNT SHIPPING SERVICES PRIVATE LIMITED



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# CURRENT FLEET CAPACITY

OWN FLEET: 1.TR8 VEHICLES-15Nos  
2.Single car carrier-15Nos

ATTACHED FLEET: 1.TR8 VEHICLES-25Nos  
2.Single car carrier-25Nos

# CONCLUSION

Sandhya Enterprises have never been compromised on its service quality and always looks for new avenues of business opportunity to prove our mettle and to be participated in every new tasks delegated to us by clients. We hence hereby expecting the new business opportunities to associate ourselves a valuable business partner with our clients by keeping our mission and goal intact and alive.

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