

Vijay path

News & Topical views : V-Trans World

November - December 2024, Vol. 19-Issue 6

2025

THE YEAR OF GQ2.
GIVE QUALITY. GET QUALITY.



Other Divisions:



FROM THE DESK OF THE CMD

Dear Friends,

A very Happy New Year to one and all. May this new year bring good health and happiness for all.

This is our last issue of 2024, and we have captured some of the most special moments and key events of the year. This year has been filled with new ideas, initiatives, and additions to our leadership team. One of the most significant events for us has been the go-live of Vijayant. After extensive planning and preparations, we successfully launched our ambitious new ERP system. Vijayant is built for larger-scale operations and is capable of managing higher volumes with greater efficiency and improved controls.

Another important development last year was the addition of Vice Presidents to the group. We now have a robust leadership team supporting the management, acting as a strategic think tank, and guiding the team towards achieving the next level of growth. Starting with VP Strategy and Projects for V-Trans, Mr. Rajiv Bhattacharya, we welcomed Mr. Shiv Ravat as Group CHRO, Dr. Balvinder Banga as Group CTO, and Mr. Sanjay Kangne as Group CFO.

We have also made impressive strides in infrastructure development. Across the country, we upgraded existing infrastructure, enhanced our hubs and strategic branches, and opened several new hubs and branches. This effort has significantly strengthened our network, which now comprises over 64 hubs and 1,500 branches at the group level. Infrastructure is a cornerstone of delivering superior logistics services.

On the business front, V-Trans's performance has been moderate. While we achieved record-high business levels in October, our expectations were to see such highs more consistently. However, with much groundwork completed, we are confident about

achieving remarkable success in the near future.

V-Xpress has performed well, maintaining a strong focus on top-line growth while ensuring a decent bottom line. V-Logis is stabilizing and expanding its network at key locations with larger warehouses.

Looking ahead, with the tremendous groundwork already laid and essential resources in place, we are poised to achieve bigger goals. Our continuous drive to enhance our services is showing inspiring early signs, particularly with our Next Day Delivery (NDD) service. Guided by the key mantra of Scheduling – Connecting – Same-Day Delivery, we are setting new benchmarks for the group. Empowered by service excellence, our team is energized to achieve significant numbers, with clarity of goals and best-in-class resources.

Shortly, we will embark on setting the goals for the coming year. With state-of-the-art infrastructure, cutting-edge technology like Vijayant, a skilled and dedicated team, and an enhanced leadership structure, I am confident that the V-Trans Group is on the path to achieving much bigger milestones.

With our clear focus to deliver excellence in service and do quality business, we aim to solidify our position as the undisputed leader in the part truckload space. We aim to solidify our position as the undisputed leader in the part truckload space.

Wishing you all a very Happy New Year once again.

Best Wishes,
Mahendra Shah



PEOPLE PROFILE



In this edition of People Profile, We are highlighting Mr. Narendra Rathore, General Manager at V-Xpress. Mr. Rathore is a seasoned professional with over 25 years of extensive experience in the logistics and supply chain industry.

He began his career at DTDC and has since held key positions at Overnite Express, On Dot Couriers, and Skypak Financial Securities Ltd. Since joining V-Xpress in 2018, he has played a crucial role in developing the Pune region and now oversees Zonal Business across Maharashtra, Andhra Pradesh, Telangana, Goa, and Chhattisgarh, managing a team of over 200 direct and indirect reports.

Mr. Rathore graduated with a Bachelor of Science degree in Mathematics and later pursued an MBA in Management with specializations in Marketing and Human Resources. Additionally, he is a certified Logistics and Supply Chain Professional from IIT-Delhi.

On the personal front, Mr. Rathore's wife, Mrs. Ujwala Rathore, is a Botany lecturer and serves on the advisory board of a well-known Marathi newspaper. Their son, Yashwardhan, is a third-year B.Tech Aerospace Engineering student.

A strong believer in detail-oriented micromanagement and unwavering loyalty, Mr. Rathore emphasizes that these principles are essential for achieving success in any endeavor. His commitment to excellence and strategic vision drive operational success at V-Xpress and inspire his team to reach new heights.



Narendra Rathore & Family

PARTNERS IN PROGRESS



Mr. Lokesh H & his family

In the series of "Partner in Progress," we are delighted to highlight Mr. Lokesh H, the landowner of our V-Xpress Bengaluru Hub. His impressive 100,000 sq. ft. warehouse on Doddaballapura, main Road in Bengaluru has become a vital hub in our logistics network. Over the past four years, this facility has emerged as one of the best hubs in the V-Xpress network, playing a crucial role in our logistics operations.

Reflecting on his collaboration with V-Xpress, Mr. Lokesh describes the experience as seamless and rewarding. He commends our V-Xpress team's dedication to professionalism and reliability, highlighting the exceptional upkeep of our facilities. "Working with V-Xpress has been a pleasure; their approachability and efficiency truly set them apart in the logistics industry," he shares.

Mr. Lokesh particularly appreciates V-Xpress's unwavering commitment to punctuality and operational excellence. He emphasizes that these qualities make our partnership not only dependable but also enjoyable. Looking ahead, Mr. Lokesh is excited to continue building on this strong foundation of cooperation and shared success.

V-TRANS IN MEDIA

V-Trans hosted a highly impactful press conference at The Lalit, New Delhi, on March 7, earning extensive media coverage and industry recognition for unveiling its ambitious future growth plans.



Glimpse of Delhi press meet

वी-ट्रांस का उत्तरी भारत में विस्तार

सुई दिल्ली। वी-ट्रांस का उत्तरी भारत में विस्तार का उद्घाटन कार्यक्रम शुक्रवार को नई दिल्ली में हुआ। वी-ट्रांस के अध्यक्ष महेंद्र शाह ने कहा कि उत्तरी भारत में विस्तार का उद्घाटन कार्यक्रम शुक्रवार को नई दिल्ली में हुआ। वी-ट्रांस के अध्यक्ष महेंद्र शाह ने कहा कि उत्तरी भारत में विस्तार का उद्घाटन कार्यक्रम शुक्रवार को नई दिल्ली में हुआ।

CONSISTENT MEDIA PRESENCE THROUGHOUT THE YEAR

PRINT NEWS

Delivering innovation, consistently

Mahendra Shah, Chairman & MD, V-Trans India, outlines how finely balancing consistency and innovation has paid rich rewards

Achieving a delicate balance between consistency and innovation is crucial for brands to remain relevant while preserving their core identity. Many brands have achieved timeless appeal by mastering this equilibrium over decades. It's imperative for brands to have a clear understanding of their core values, mission, and identity right from the start. These values serve as guiding principles, ensuring both consistency and innovation.

By leveraging market research, consumer insights, and the evolution of the brand, companies can gradually introduce new styles that align with changing consumer expectations. Brands can maintain consistency while innovating by integrating their core values and identity into their brand storytelling, ensuring coherence across various platforms. This approach allows them to introduce new products, services or campaigns that resonate with their audience and reinforce their brand narrative. Brands must acknowledge that change is inevitable and staying relevant necessitates adaptation.



Coverage in Economic Times

Managing the change journey

Mahendra Shah, Chairman & MD, V-Trans India, highlights how holistic approaches are essential to executing a vision and changing it on the fly

In a rapidly changing business environment, logistics companies must focus on a holistic approach. Evolving from a fragmented industry to a technologically infused industry poses its own challenge in transition, both from skill gap to adaptation. Keeping a balance between tradition and technology is the key to staying agile and resilient. As a company with a legacy of over 6 decades, V-Trans has evolved with times and has regularly adopted best practices in the journey. Some of the key strategies that have worked best for us are digital transformation and automation, investing in real-time visibility and enabling data-driven decision-making. Investing in team upskilling and having a high focus on service excellence keeps us ahead. Building a collaborative partner network helps in creating a robust network across the country, coupled with investing in strategically located large infrastructure and creating job opportunities across the country. InnoVex, our center of excellence, which is the recent strategic initiative of the group, is going to be a nucleus for various macro-level strategic projects. Our customers are at the centre of all our efforts and hence our strategies greatly encompass being customer-centric.



TRADE MAGAZINE

Advanced technologies to improve logistics sector

A key milestone was the rollout of Vijayant, which enhances operational efficiency and faster transit times. Initiatives such as same-day dispatch with mantra of scheduling and elevating service standards. We realigned regional structures, strengthened leadership, and expanded infra with new transshipment hubs and branches, setting the stage for sustained growth. As we welcome 2025, our focus remains on leveraging these advancements for sustainable growth. We aim to prioritise innovation and scalability. AI and predictive analytics will optimise logistics. But one must keep raising the bar.



Mahendra Shah
CMD
V-Trans

AI & predictive analytics will optimise logistics. But one must keep raising the bar.

Cargo Talk

Sustainable fashion logistics: A strategic approach

Aditya Shah, Executive Director, V-Trans India, emphasises the evolving role of logistic industry in a sustainable and regulatory compliant, last-mile delivery system crucial in shaping the customer experience. It goes beyond speed, business or reliability, transparency, and responsiveness. Companies are embracing advanced tracking systems, optimising delivery routes, and establishing local hubs to reduce delays. By ensuring seamless and dependable deliveries, businesses can exceed customer expectations, build trust, and enhance loyalty. These efforts significantly impact the overall customer experience, fostering customer satisfaction and brand reputation.

KEY STRATEGIES INCLUDE REAL-TIME TRACKING, AI AND AI-POWERED ANALYTICS FOR UNIFIED SUPPLY CHAIN VIEW

Cargo Insight

Journey of marketing visionary and strategist

Emphasising on Rajni Bhattacharya's journey in revolutionising B2B logistics marketing. From digital strategies to sustainable branding, witness his innovative process in navigating challenges, fostering collaboration, and achieving excellence.

Rajni Bhattacharya, Vice President Strategy & Planning, V-Trans Group, emphasises the marketing team's role in driving customer-centric strategies and reimagining the digital landscape. Proficiency in mastering a robust online presence, the team utilises targeted advertising, content marketing, and CRM to engage business leaders. In the past, B2B procurement decisions in the logistics sector were based mostly through industry events, resulting in long sales cycles. Their contribution extends to enabling an impactful differentiation strategy.

Rajni Bhattacharya champions seamless collaboration between marketing and sales teams in the logistics industry.

Cargo Insight

V-Trans unveils transshipment facility in Pardi of Gujarat

Engineered with advanced technology and sustainable infrastructure, including renewable energy sources, the new transshipment facility optimises the company's commitment to redefining industry benchmarks. The modern hub is seamlessly integrated with significant industrial clusters across South Gujarat.



Located on NH-48, the transshipment facility is seamlessly integrated with key industrial clusters across South Gujarat.

Cargo Talk

RECOGNITIONS IN 2024

Our Organization received some of the prestigious awards from the renowned industry bodies & forums. Sharing below the accolades bestowed on our brand & leadership.

AWARD



Business Person of the year, by Tv09



Lifetime Achievement Award 2024, TV09



Excellence in logistics award presented by Mr. Sourav Ganguly



Best responsiveness award to VX 2024 by Schneider Electric



Most Trusted Brand of India 2024



50th CVOCA Entrepreneurship & Leadership Award 2024



The road raksha : Road safety initiative 2024



CII - Scale our all excellence award 2024

THOUGHT LEADERSHIP - CONFERENCES & EVENTS

We partnered with the industry's leading and powerful knowledge-sharing platforms, to enable brainstorming sessions & discussions around logistics challenges & solutions.



Chemlog event highlight

GAIN SKILL 2024



SCLWC, Gain Skill conference glimpse

OTHERS



Industrial Real Estate and Warehousing Conclave 2024



KCF Global Summit



ICC Logic voices Viksit Bharat conclave



NUA Odisha Global Summit



JITO Business Network Summit



The Leaders of Road Transport Conclave

EXHIBITION & COLLABORATIONS

CHEMSPECH EXHIBITION

V-Trans participated in the notable event CHEMEXPO 2024, a renowned exhibition for the chemical industry.

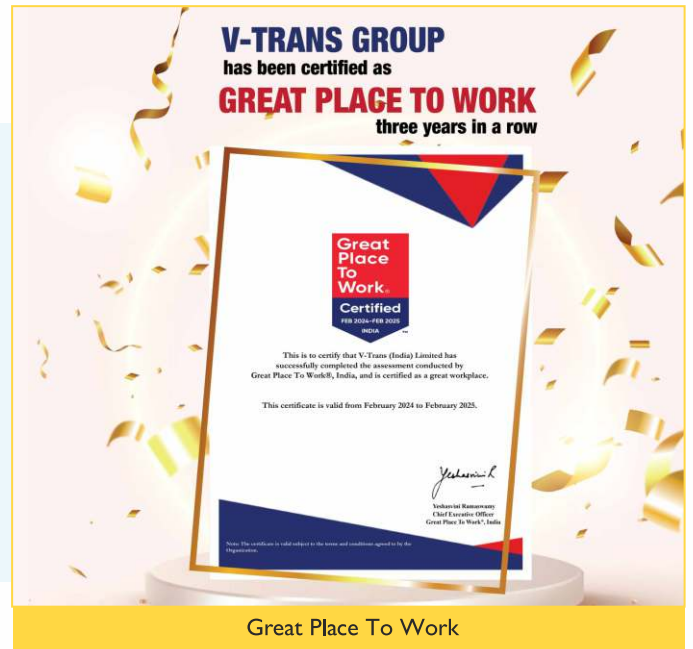


Chemspech exhibition glimpse

GREAT PLACE TO WORK



V-Trans Achieves 'Great Place to Work' Recognition for Third consecutive Year Running (2023-24)



Great Place To Work

KARGIL VIJAY DIWAS

Proud to partner with a bike rally organized by the Indian army to commemorate the victory of Kargil Vijay Diwas.



Ground event highlights

STRENGTHENING THE SENIOR LEADERSHIP TEAM

To support the management as a strategic think tank and guide the team toward achieving the next level of growth, we have on boarded senior leaders to strengthen the team.



Mr. Shiv Rawat
Group CHRO



Mr. Sanjay Kangne
Group CFO



Mr. Dr. Balvinder Banga
Group CTO



Mr. Digant Shah
AVP - Accounts
& Finance



Mr. Vishnu Dev Mishra
Corporate Manager
-Operations



Mr. M L Panday
Zonal Operations
Manager, Gujarat

DEEP DIVE TO UNDERSTAND & TRANSFORM

To support the growth & align the team with fast-track trajectory it was essential to bring a change. The cultural exercise that we initiated in the first quarter, provided the direction to all for this change. Starting with the management & senior leadership team, this exercise was conducted across the country to guide colleagues at all levels.



"Upgrid" Book unveiling ceremony with senior management



CMD address to the team



Collaborative workshops and engaging activities



Group pics after the session.

V-XPRESS - AOP MEET

To achieve our ambitious targets, the V-Xpress team, in collaboration with senior management, convened the AOP meeting for 2025-2026. This meeting underscored the significance of proactive preparation and on time execution to ensure our success in meeting the desired goals.



CMD addressing the VX AOP 2025-26 meet



Group pics



VX AOP meet



VX AOP- Team building exercise

CAMPUS RECRUITMENT DRIVE - PATHWAY TO LEADERSHIP

Our Senior colleagues visited IIM Jammu, IIM Punjab, Lovely Professional University in Jalandhar, and the School of Management Sciences in Varanasi for campus recruitment, driving V-Trans Group's talent and innovation goals.



Presentation & Interaction with students during the drive program



2024 EXPANDING THE INFRASTRUCTURE ACROSS INDIA

In the dynamic logistics landscape, remaining competitive requires ongoing innovation and strategic growth. As customer expectations rise, V-Trans is prioritizing network expansion by launching advanced facilities, super hubs, and well-connected branches to enhance service delivery.

Here are some highlights from our network expansion.



Inauguration event glimpse of State-of-the-art super hub at Pardi



Dankuni hub opening highlights



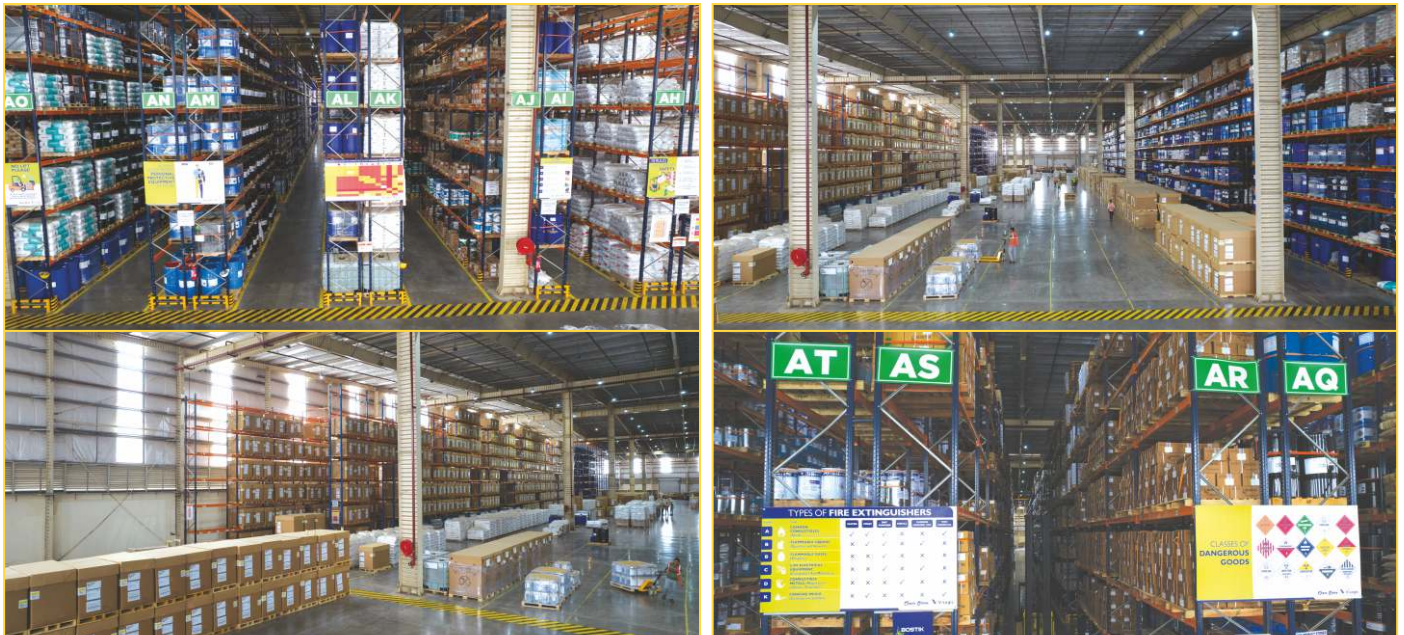
Padra branch opening ceremony

Zirakpur warehouse inauguration



Our State-of-the-art facility pics

2024 EXPANDING THE INFRASTRUCTURE ACROSS INDIA



Our best in class storage facility

TOGETHER FOR TOMORROW

Making the environment winner with 'Together for Tomorrow' Tree Plantation Drive

"Together for Tomorrow" was a pivotal initiative in our 2024 journey. Over two weeks, our V-Trans employees and colleagues from all regional offices united to plant thousands of trees in schools, colleges, and various locations. The drive was conducted in a competitive manner, with participation from all regions, and the winners were felicitated. This initiative not only significantly enhanced our green footprint but also raised awareness within the broader community, marking a substantial advancement in our sustainability efforts for the year.



Plantation drive across regions

STRATEGY & REVIEW MEET AT PARDI

Two-day quarterly business review and strategic planning session conducted at Pardi location, providing an opportunity to analyze key performance metrics and explore new initiatives. Engaging with senior leaders nationwide, we aligned on our strategic vision, creating a roadmap that energized our team for the upcoming quarter and future growth.



Highlights of quarterly business review meet.

DIWALI 2024



HO team pic with management



CMD's Diwali address



Diwali celebration at Head Office.

VIJAYANT LAUNCH

On November 11, we proudly launched our advanced ERP system, Vijayant, after years of dedicated preparation & meticulous planning. This significant milestone was celebrated by senior leadership and colleagues across regional & HO. Together, we marked a transformative leap toward operational excellence and innovation for V-Trans.



Coconut cracking ceremony



Inaugural lamp lighting



Go-Live: The final click



CMD's address post Go-Live session



Vijayant Go-Live celebration



Tree plantation



Team together: Group photos



Team Celebration



GO-LIVE CEREMONY AT REGIONS



DRIVER'S HEALTH CHECK-UP

Recognizing the critical importance of driver well-being, V-Trans has taken proactive steps to address health concerns among our fleet drivers. Our fleet division at Pardi, organized an eye check-up camp in collaboration with our associate Castrol Authorized Training Partner, benefiting close to 200 drivers.



SUDOKU

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Share the picture at

milindokate@vtransgroup.com

Use mail subject line – Vijaypath Sudoku

CONDOLENCES

In 2024, we faced the profound loss of our dear senior colleagues, the late Mr. Mukhtar Khan, Senior Regional Manager for V-Trans in the Pune Region, and the late Mr. Satpal Singh, V-Xpress Area Operations Manager for NCR. The organization pays tribute to their invaluable service and appreciates their significant contributions. We deeply miss their presence among us.



Late Mr. Mukhtar Khan, (Senior Regional Manager - Pune)



Late Mr. Satpal Singh - (Operations Manager - North I)

WHATEVER THE SUPPLY CHAIN CHALLENGES,
WE WILL FIND A WAY.

V-Trans - Your Integrated Logistics Partner.



ONE-WINDOW SEAMLESS OPERATIONS

INDIA WIDE NETWORK

TECH-ENABLED INFRA

CUSTOMIZED SOLUTIONS

66 YEARS OF RELIABILITY



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Other Divisions:



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