



Sudheer Nair

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The fleet industry in China and India is undergoing critical changes as it adopts new management systems and practices. As logistics plays a key role in supply chains, it is obvious that business can achieve healthy bottom lines only if fleet managers minimise operating costs. "Other things being equal, two variables affect operating costs," says Sudheer Nair, founder of Mumbai-based eresource Infotech. "They are the major expenses of the fleet: Fuel and tyres."

As the pace of business becomes faster, the challenges before fleet managers in China and India, in particular, are many. Besides ensuring that supply chains are in optimum operational conditions, they also have to grapple with underdeveloped truck networks that are usually run by small contractors who hire out fleets from third parties.

"Deliverables are usually late; management of fuel, tyres and maintenance becomes difficult with such fragmented fleets. Given these challenges the movement of goods, unless carefully managed, will remain slow and expensive," Nair explained.

Those who have so far managed to survive

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influences retread tyre fuel economy, so before retreading it's important to be familiar with tyre specifications and manufacturer recommendations.

Also, other variables, such as the amount of original undertread left on the casing before retreading can impact

**Fleet managers are facing challenges to sustain their business. Founder of Mumbai-based eresourceInfotech Sudheer Nair has a suite of web-based IT solutions to smoothen out the sharp edges of logistics and supply chain bottlenecks for increased profitability**

# IT SOLUTIONS FOR TRUCKERS

the difficult operating conditions are obviously "good operators," he believes, but wondered whether they are ready for the next phase of development. "No matter how we look at it, in order to sustain and survive in this ever-growing market place, such fleet owners need to continue to invest in technology, infrastructure and people and collaborate synergically with supply chain partners," he said.

His company, eresourceInfotech is an enterprise solution provider, offering software products, exclusively for the transportation, logistics and supply-chain industry. With experience in the domain, its logistics software takes care of every need of the road transport business. "Our modules include truck management, contract management, tyre and inventory management, fleet maintenance, fleet card, permits, insurance, fleet tracking, freight forwarding, online consignment tracking, warehousing, driver and accounts management."

The company's IT solution also handles the management of comprehensive asset details such as allocation of trucks and drivers, time-based and kilometre-based ledger creation, scheduling systems for vehicle services, including service due dates depending upon the time or distance or whichever comes first.

retread tyre fuel economy. The more undertread remains, the greater is the rolling resistance of the retread tyre, which results in lower fuel economy. Fleet owners should consider both maintenance and fuel costs before deciding to retread.

Graves feels that truck operators in emerging markets should form a leadership

## Software features

Other features of the software cover records of fuel usage and its calculations in terms of kilometres per litre, truck service and repair costs calculated per kilometre and other information to help the business grow with guaranteed returns on investment.

Irrespective of the fleet strength, operators can manage the business efficiently and overcome overhead expenses, unexpected break-fix scenarios and downtime due to neglected maintenance of vehicles and equipment. It serves as a ready resource for fleet maintenance history, fuel usage, and driver details, tyre and inventory management, tracking of fleets through GPS system as well as all expenses associated with operating the fleet and other mechanical assets.

The company also offers an exclusive module for tyre management for manufacturers. It keeps stock of tyre movement from stores to different depots and fleets. It provides in-depth information of tyre usage and manufacturer's comparisons. It quickly identifies the best tyre for the fleet, monitors day-to-day tyre maintenance, reports on tyre performance and conditions (both on screen and printed) and includes accurate tyre budget forecasting.

The software can also be deployed for making tyre projection and budgeting, calculating tyre delivery schedules and monitoring tyre-related downtimes. It allows real-time comparisons of different tyre brand and eliminates the need for time-consuming manual record keeping, he said. ▲

group or association that can represent the industry and serve as a communication mechanism for various companies and carriers to converse and share best practices. ATA has shown that having a united voice for the trucking industry ensures our voice is heard and taken into consideration in political matters. ▲