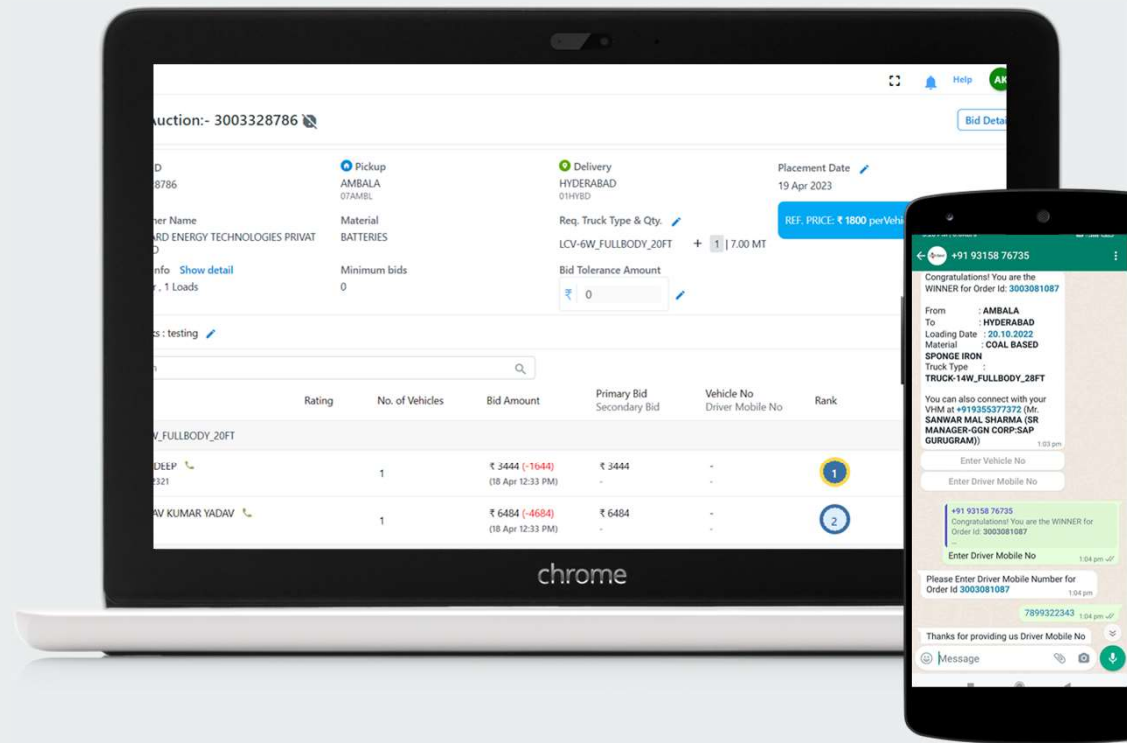


CJ DARCL WhatsApp E- bidding Solution





Business Needs

1

The need of **transparent business**

2

To **ease the bidding process**

3

To launch a **digital platform**

4

Slower decision makings causing delayed placements.

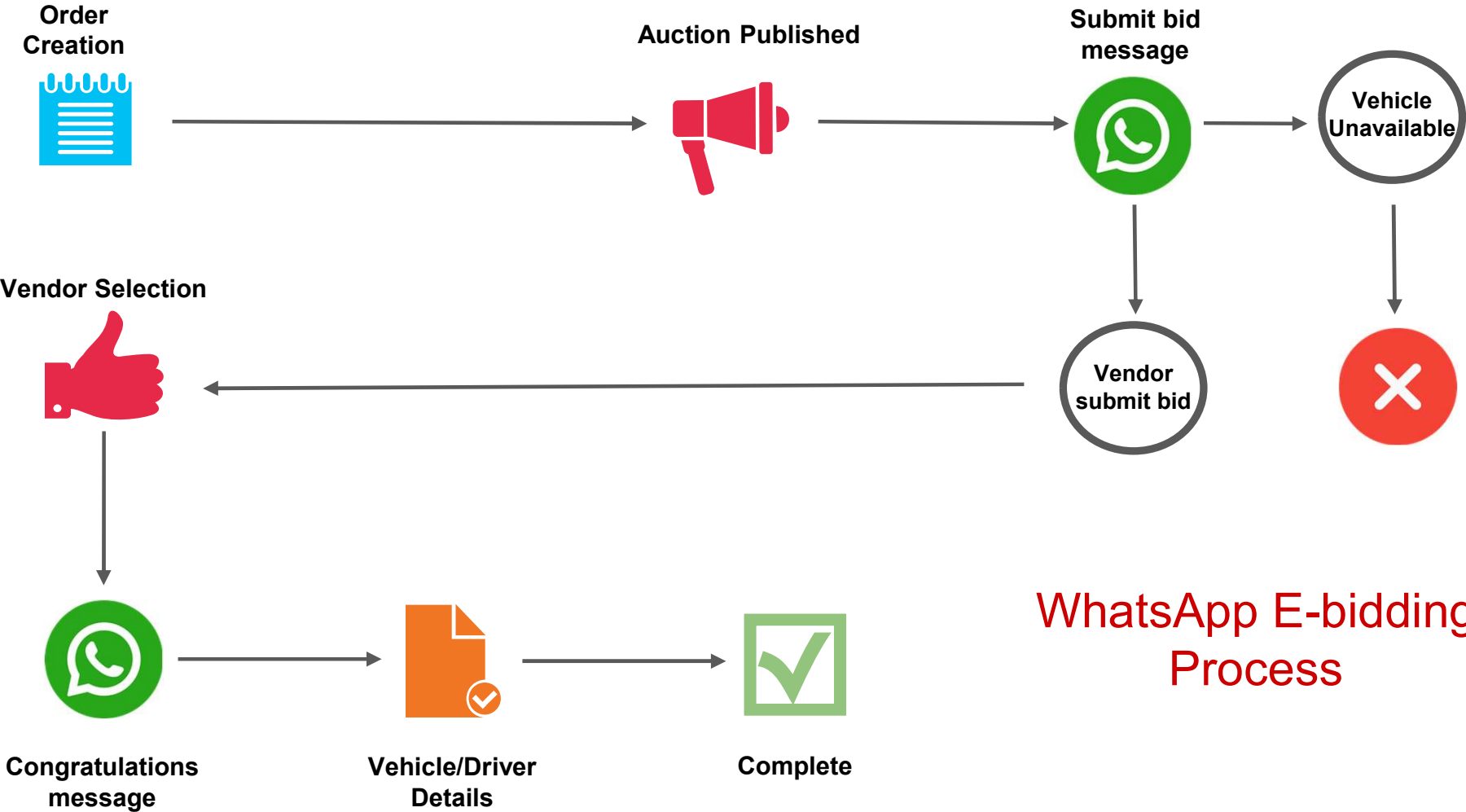
5

Disputes of agreed lorry hire costs as not in writing.

6

Hiring Managers preference to specific Fleet Owners/Brokers

Process Flow



WhatsApp E-bidding
Process

Order Creation

The screenshot displays the Tracknet Vehicle Tracking App interface. The top navigation bar includes the logo, a search bar for sales numbers, and a filter button. The main content area is a table of sales orders, grouped by date. The table columns are: Order Info (checkbox), Consignor, Consignee, Mat. & Qty., Lifting & Transit, and Status. The orders are listed for 19-Apr-2023 and 18-Apr-2023. The status of each order is indicated by a colored icon and text, such as 'Planned', 'Allotted', 'Closed', and 'PLACED'. A sidebar on the left contains navigation options like Monitoring Dashboard, Live Tracking, Fleet Management, and Order Management. A Windows taskbar is visible at the bottom right.

Order Info	Consignor	Consignee	Mat. & Qty.	Lifting & Transit	Status
19-Apr-2023					
<input type="checkbox"/> FRMO0000099	19-Apr-2023 11:50 AM	Customer:			
Line Item - 1 20-Apr-2023	KANPUR, KANPUR NAGAR, UTT...	KALANWALI	N/A 22.00 MT	20 Apr 2023 3days	Planned : 1 Loads 1 - NA Remaining
<input type="checkbox"/> FRMO0000098	19-Apr-2023 11:14 AM	Customer:			
Line Item - 1 20-Apr-2023	KOLKATA, KOLKATA, WEST BEN...	PANTNAGAR	N/A 39.00 MT	20 Apr 2023 4days	Allotted 1 - NA Remaining
<input type="checkbox"/> 3003328796	19-Apr-2023 11:05 AM	Customer:			
000010 20-Apr-2023			COPPER 21.00 MT 1.00 TEU	20 Apr 2023 10days Door To Terminal (D-T)	Closed 1 Truck Loads
<input type="checkbox"/> 3003328795	19-Apr-2023 10:50 AM	Customer:			
000010 20-Apr-2023			BATTERIES 8.00 MT	20 Apr 2023 5days	PLACED 1 Truck Loads
000020 20-Apr-2023			BATTERIES 8.00 MT	20 Apr 2023 5days	PLACED 1 Truck Loads
18-Apr-2023					
<input type="checkbox"/> 3003328793	18-Apr-2023 03:13 PM	Customer:			

Load Planning

Preparing Execution Plan(20 Metric Tonnes Loads are Remaining) VEEDRO

Basic Details:

Select Execution Plan

Direct Leg

Mode Settings:(Customer Load Type :TAURUS (14W))

Select Mode: ByRoad

Vehicle Type:

Expected Freight Cost: ₹ 0

Freight Type:

Manage All Manage Current Historical Price Trend >

Utilization Settings:

Utilization by: Gross Weight

Cancel Proceed

Auction Publish

Load Planning Status VIEW EDIT CLOSE

Order Detail Plan Remaining Quantity(20.00 MT)

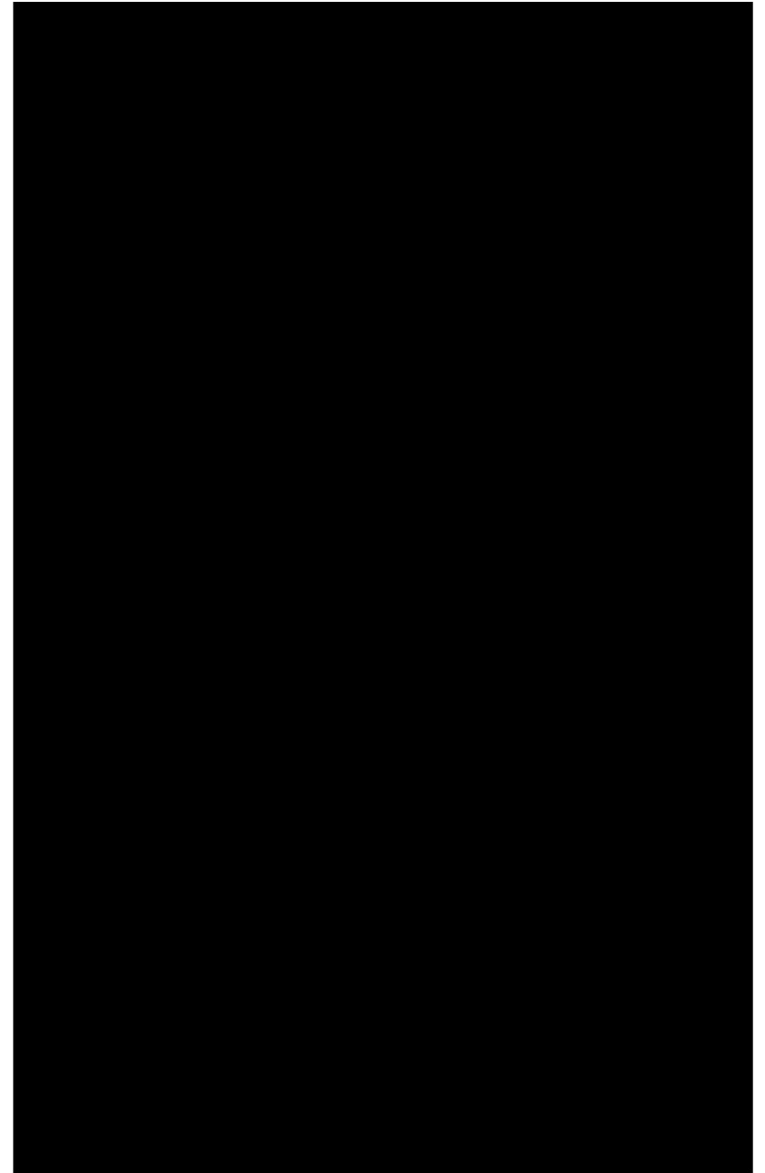
Order Info. 3003328798 19-Apr-2023 12:21 PM	Consignor	Consignee HYDERABAD	Mat. & Qty. BATTERIES 20.00 MT 20.00 MT
--	------------------	-------------------------------	--

Pending Loads :2 Process to next

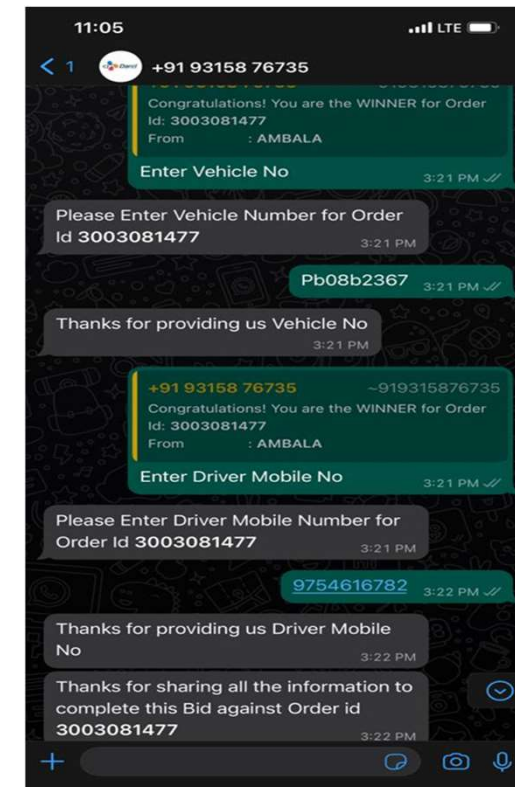
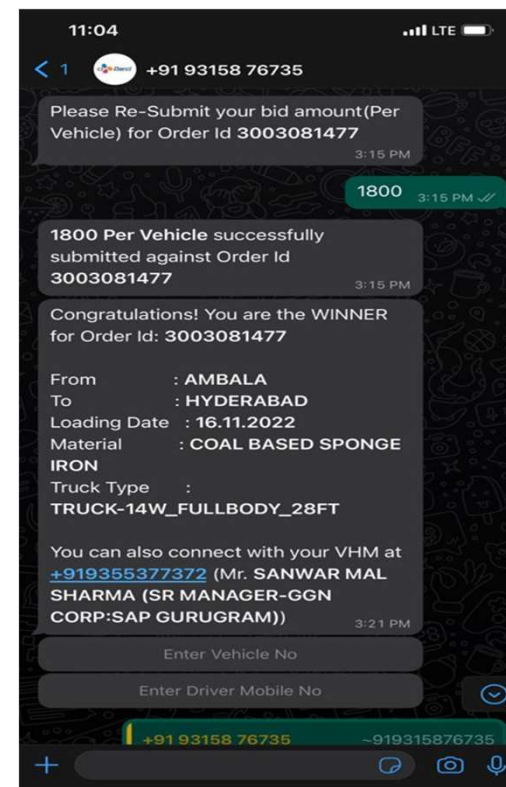
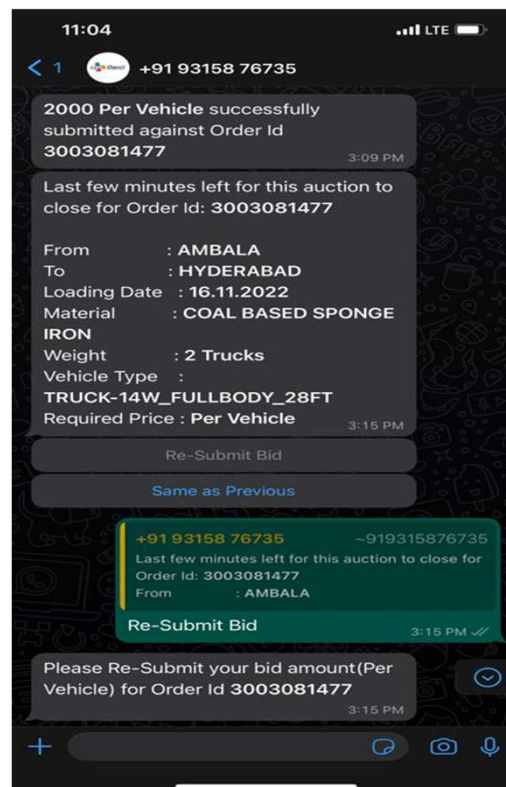
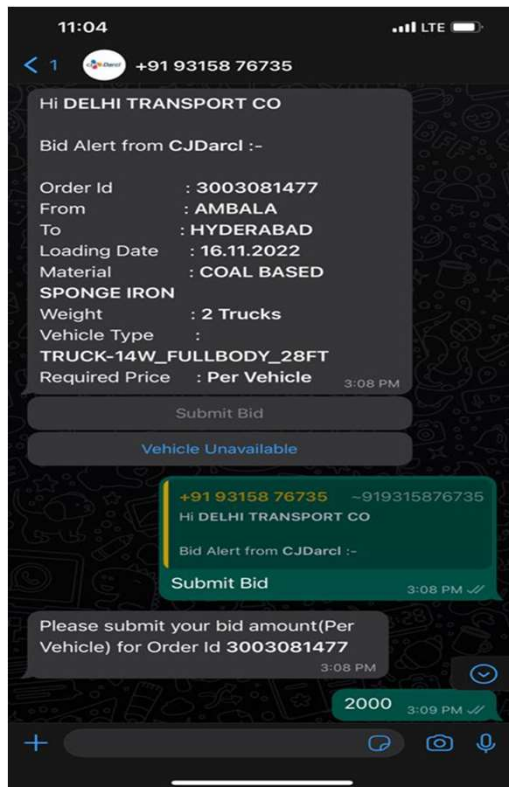
<input checked="" type="checkbox"/> Mat. Qty.	Leg Type	Requested Vehicle	Bulk Indent	Bulk Allocate
<input checked="" type="checkbox"/> BATTERIES 19.00 MT	DirectLeg	TRUCK-10W_FULLB... Freight:₹1500 Per MT	Publish Load	⋮
<input checked="" type="checkbox"/> BATTERIES 1.00 MT	DirectLeg	TRUCK-10W_FULLB... Freight:₹1500 Per MT	Publish Load	⋮

Close



WhatsApp Chatbot



Bidding Process through WhatsApp Bot



Vendor Selection

← Auction:- 3003328798  Bid > Mail 

Order ID: 3003328798



Pickup: AMBALA 07AMBL

Delivery: HYDERABAD 01HYBD

Placement Date: 20 Apr 2023

Customer Name: [REDACTED]

Material: BATTERIES


Req. Truck Type & Qty.  REF. PRICE: ₹ 1500 perMT 


TRUCK-10W_FULLBODY_2... + 1 | 20.00 MT


Order Info [Show detail](#)











1 Order , 2 Loads

Minimum bids: 0

Bid Tolerance Amount: ₹ 0 

Remarks : testing  [View Term](#)

Search 

Bidder	Rating	No. of Vehicles	Bid Amount	Primary Bid Secondary Bid	Vehicle No Driver Mobile No	Rank	Vehicle type 
TRUCK-10W_FULLBODY_22FT							
AKASHDEEP  0020592321		1	₹ 1300 (+200) (50m ago)	₹ 1300 -	- -		  1 
ABHINAV KUMAR YADAV 			No bid yet	- -	- -		 1 



Challenges faced during Implementation

1

Vendor Onboarding: Adoption of the process started with small training sessions, wherein vendors were invited to learn the new process flow and discuss their existing issues.

2

Vendor Participation: Follow ups are taken from vendors on live auctions to increase the bid response.

3

Issues raised: Quick response time to each issue raised on a daily basis.

Analysis: A daily tracker has been created to understand the activity of each vendor in each order and they are guided accordingly.

BENEFITS OF Whatsapp E- bidding Process

1

Increased Efficiency

2

Increased Transparency

3

Access to a Wider Pool of Bidders

4

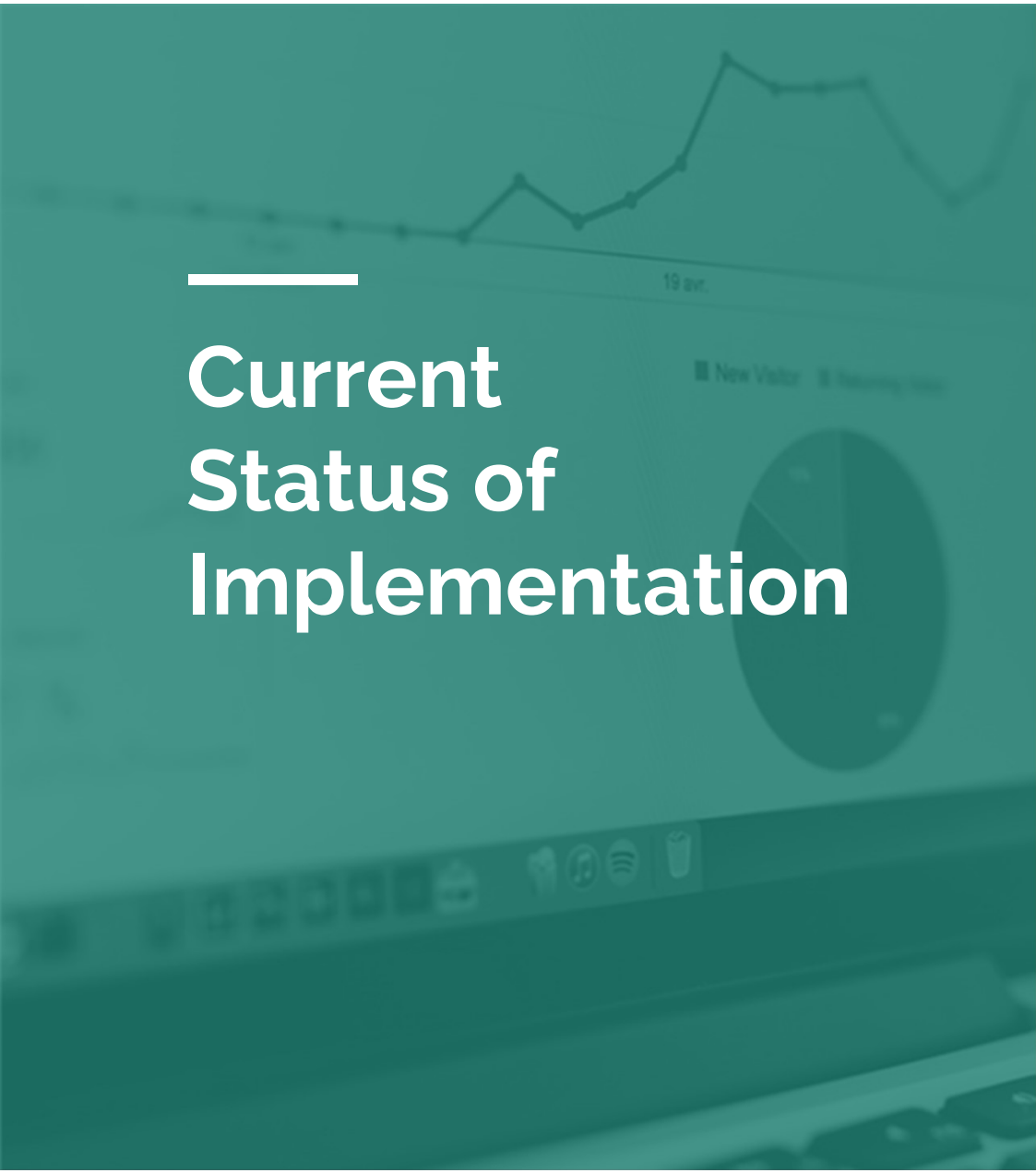
Cost Savings

5

Track of all vendor bidding activities

6

Fleet Partner/Supplier Satisfaction



Current Status of Implementation

1

BU-West: Implemented In All Regions

2

BU-North: Implemented In All Regions

3

BU-South: One Region (Odisha) pending

4

BU-East: Training done in all branches, only Jharkhand pending

Upcoming Plans

1

Once we are done with Roll-out in the entire organization, we are planning to create a report which will showcase a comparison before and after e-bidding statistics, cost comparison, and focus on manpower optimization

2

Secondly, we would be aiming on introducing a WhatsApp Chatbot for auto vehicle hiring and re-auction in case the cost is not matched with the suggested price

3

Planning on introducing RFQ cost survey through Whatsapp.

Synopsis

- By using WhatsApp for bidding, it eliminates the need for people to be physically present or to use traditional methods such as email or phone calls, making the bidding process **faster**, more **accessible**, and more **efficient**.
- All bids can be easily **recorded and tracked** for future reference and data analysis can be done very easily
- Another advantage of WhatsApp e-bidding is that it allows bidders to **easily communicate** with the auctioneer, facilitating collaboration and enabling bidders to make informed decisions.
- Furthermore, the use of WhatsApp also enables the auctioneer to reach a **wider audience**, as it allows them to reach potential bidders who may not have been able to attend an auction in person or on calls.
- The auctioneers can also **broadcast** any important messages or video tutorials to all the associated vendors through Whatsapp itself.