

Consulting Project Title

Study for assessment of demand of services post introduction of policies like GST and FDI in retail and the services which CONCOR should gear up to provide.

Chief Consultant

Prof (Dr.) Suchismitaa Sengupta

Project Duration

Three Months

Client

Container Corporation of India (CONCOR), a Miniratna PSU

Deliverables

Consultant had to suggest the Client, a roadmap inclusive of business model needed to be adopted for exploiting the potential arising out of introduction of GST and FDI in retail.

- Brief on the FDI in FMCG and GST policies, which have been unveiled by the Government and which are anticipated and its impact on domestic containerized logistics
- Identification of the specific sectors/Corporate clients/ Commodities/ areas wherein scope of additional demand for warehouse, transportation and other value added services likely to be generated after introduction of these policies and strategies
- Opportunities in the areas of Domestic containerization after introduction of Government policies in both GST and FDI in retail Marketing
- On the basis of information of logistics facilities being developed by CONCOR (which will be shared with the consultant), to arrive upon the business potential in terms of containers/ commodity/ activity at each location for CONCOR for next 5 to 10 years (year wise)
- The business models which the prospective clients / customers may like to enter into with CONCOR e.g. leasing of land/ warehousing space/ perishable cargo centers etc. and extent of services which they would like to carry out on their own
- In terms of above, identification of infrastructure required to be developed by CONCOR in its new Terminals
- Risks associated with the project and Mitigation strategies