



PRESIDENCY UNIVERSITY

Private University Estd. in Karnataka State by Act No. 41 of 2013

An Internship Report on Organization Study

at

APEKSHA LOGISTICS PRIVATE LIMITED

Submitted in partial fulfillment of the requirements for the award of the

Degree of Bachelor of Business Administration

of Presidency University

By

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Under the guidance of

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SCHOOL OF COMMERCE & ECONOMICS

Presidency University

BANGALORE

2024

ALPL



Apeksha Logistics PVT LTD
Supply Chain, Logistics & Warehousing

Apeksha Logistics Private Limited

Date: 14.08.2024

CERTIFICATE OF INTERNSHIP

This is to certify that Kalyani Gajbhiye, Roll #20221BAV0094 from Presidency University, Bengaluru, successfully completed her Internship in Supply Chain Management – covering Logistics, Customs formalities and Warehousing with start date as 01st July 2024 and end date as 14th August 2024 at Apeksha Logistics Pvt Ltd.

During her tenure, we found her active and competent in understanding the concepts. Her conduct was Good during the intern period.

We wish her all the very best.

Bhaskar B N

Director

CERTIFICATE OF GUIDE

This is to certify that the report, titled “An Internship Report on Organizational Study at APEKSHA LOGISTICS PRIVATE Ltd.,” submitted to Presidency University, in partial fulfillment of the requirements for the award of the Degree of Bachelor of Business Administration, is a record of original study undertaken by Kalyani Gajbhiye, Roll No: 20221BAV0094 during the period 2024 – 2025 in School of Commerce, Presidency University, Bangalore, under my supervision and guidance. The Internship report has not formed the basis for the award of any Degree / Diploma / Associate ship / Fellowship or other similar title of recognition to any candidate of any University.

Date:

Dr. Monica Vallabhaneni

CERTIFICATE OF ORIGINALITY

This is to certify that the report, titled “An Internship Report on Organizational Study at APEKSHA LOGISTICS PRIVATE Ltd” submitted to Presidency University, is an original work of Kalyani Gajbhiye, bearing University Register Number **20221BAV0094**, is being submitted in partial fulfillment of the requirements for the award of the Degree of Bachelor of Business Administration. The Report has not been submitted earlier to her University for the fulfilment of the requirement of a course of study.

Signature of HOD

Signature of Dean

Date :

Date :

DECLARATION

I, Kalyani Gajbhiye, Roll No: 20221BAV0094 hereby declare that the report, titled “An Internship Report on Organizational Study at APEKSHA LOGISTICS PRIVATE Ltd.,” submitted to Presidency University, in partial fulfilment of the requirements for the award of the Degree of Bachelor of Business Administration is a record of original and independent study undertaken by me during 2023–2024 under the supervision and guidance of Dr.Mounica Vallabhaneni, Associate Professor, School of Commerce and Economics, and it has not formed the basis for the award of any Degree/ Diploma / Associate ship / Fellowship or other similar title of recognition to any candidate of any University.

Date:

Kalyani Gajbhiye

ACKNOWLEDGEMENTS

I would like to express my deepest appreciation to Apeksha Logistics Private Limited for granting me the opportunity to partake in my internship within their esteemed organization. The experience I gained while working alongside the dedicated team at Apeksha Logistics Private Limited has been truly transformative.

Their commitment to excellence, professionalism, and willingness to share their knowledge have been invaluable in broadening my understanding of the logistics industry. I am grateful for the unwavering support and encouragement provided by each member of the team, whose expertise and guidance have significantly enriched my learning experience.

I extend my sincere appreciation to the institutions and esteemed faculty members for their invaluable support and mentorship throughout my academic endeavors. Their unwavering dedication and guidance have significantly influenced my educational trajectory and personal development. I am profoundly grateful for the profound impact they have had on shaping my academic journey.

I extend my deepest appreciation to my fellow interns for their support, collaboration, and camaraderie throughout our internship experience. Their dedication, teamwork, and shared knowledge have been invaluable in enhancing our collective learning and professional growth.

Working alongside such motivated and inspiring individuals has been a privilege, and I am thankful for the opportunity to learn and develop together with each of them. My sincere thanks to my fellow interns for making our internship experience a truly enriching and rewarding chapter in our professional lives.

In conclusion, I extend my heartfelt thanks to Apeksha Logistics Private Limited and its exceptional team for their mentorship, which has not only enhanced my skills but also instilled in me a deeper passion for pursuing a career in logistics. This internship has been a pivotal chapter in my professional journey, and I am sincerely grateful for the opportunity to learn and grow under the mentorship of such a dedicated and inspiring team.

Kalyani Gajbhiye

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1.Introduction

During the period of 45 days, I had the privilege of completing my internship at Apeksha Logistics Private Limited, a renowned company in the logistics industry. Apeksha Logistics Private Limited, is known for its expertise in logistical solution as well as transportation and customs clearance.

Throughout my internship, I was part of the researcher and digital marketing team, where I had the opportunity to contribute to various projects and gain hands-on experience in logistics industry. The main objective of my internship was to gain as much practical exposure about the working of supply chain service provider as well as gain theoretical knowledge about how import and export works on a basic level. This report aims to provide an overview of my experience at Apeksha Logistics Private Limited and the valuable insights I gained during this period.

Apeksha Logistics stands out for its innovative solutions and unwavering commitment to excellence. As a member of the research and digital marketing team, I engaged in a myriad of projects that not only sharpened my research skills but also allowed me to delve into the realm of digital marketing strategies. My overarching goal during this internship was to conduct in- depth market research to identify emerging trends and opportunities in the logistics industry. This report chronicles my enriching journey at Apeksha Logistics Private Limited, offering insights into the multifaceted roles of a researcher and a digital marketer in a dynamic corporate environment.

Through this internship in logistics, I've not only learned how the industry works but also made connections and figured out more about what I want to do in my career. Our internship included in depth sessions on the working of customs department. We also learned the way company manages transportation and various other activities for their customer.

Through the eyes of the participants, this report paints a vivid picture of their journey, replete with challenges overcome, knowledge gained, skills honed and growth achieved. In the following pages, we journey through the multifaceted world of logistics, navigating the intricacies of global supply chains, unravelling the secrets of efficient transportation and discovering the hidden gems of inventory management.

With a canvas as large as the logistics industry itself, this report attempts to capture the essence of immersive learning and internship program by addressing core concepts, the integration of cutting-edge

technology, the exploration of industry best practices, the impact of site visits, the guiding influence of mentorship and the culmination of extensive project work.

Here are objectives of my internship where I got deep knowledge of this dynamic industry,

- Gain hands-on experience in supply chain management and logistics operations.
- Understand the intricacies of inventory management and distribution processes.
- Learn how to use logistics software and tools for tracking shipments and managing logistics data.
- Develop problem-solving skills by addressing real-world logistics challenges and finding effective solutions.
- Enhance communication and teamwork abilities by collaborating with colleagues from different departments within the logistics company.
- Acquire knowledge of international logistics practices, including customs regulations and freight forwarding.
- Gain insight into the role of technology in modern logistics, such as warehouse automation and route optimization.
- Learn about sustainability practices in logistics, including green supply chain initiatives and reducing carbon footprint.
- Develop project management skills by overseeing logistics projects from inception to completion.
- Enhance my understanding of the importance of customer service in logistics and its impact on client satisfaction and retention.

1.1 Industry Profile

Logistics is the management of the flow of goods and services from the point of origin to the point of consumption. It involves planning, implementing, and controlling the efficient and effective movement and storage of products, as well as related information, from the supplier to the customer.

Logistics encompasses various activities such as transportation, warehousing, inventory management, packaging, and distribution to ensure the smooth operation of supply chains and the timely delivery of goods to end-users. This involves using a combination of different modes of transport via road, rail, air, sea, etc to move goods from the point of origin to the destination. It offers flexibility and can optimize the efficiency of the supply chain.

The global logistics sector covers all supply chain activities like transportation, customer support, inventory control, information flow, and order processing. It also includes warehousing, material handling, purchasing, packaging, information sharing, and maintenance, among others.

The revenue of the logistics market was valued at US\$ 8185.46 billion in 2015 and is projected to reach US\$ 15522.02 billion by 2023, growing at a CAGR of 7.5% from 2015 to 2024. In terms of volume, the market was valued at 54.69 billion tons in 2015 and is anticipated to reach 92.10 billion tons by 2024, growing at a CAGR of 6% from 2016 to 2024.

Key Trends

Digital Transformation: The industry is increasingly adopting technologies like Internet of Things (IoT), Artificial Intelligence (AI), and blockchain to enhance visibility, efficiency, and decision-making in supply chain operations.

E-commerce Growth: The rise of e-commerce has led to a surge in demand for faster and more flexible logistics solutions to meet customer expectations for quick deliveries and seamless returns.

Sustainability Initiatives: Logistics companies are focusing on reducing carbon footprints and implementing eco-friendly practices to address environmental concerns and meet regulatory requirements.

Last-Mile Delivery Innovations: Companies are exploring innovative solutions such as drones, autonomous vehicles, and crowd-shipping to optimize last-mile delivery and improve customer satisfaction.

Supply Chain Resilience: The COVID-19 pandemic highlighted the importance of building resilient and agile supply chains to adapt to disruptions and ensure continuity in operations.

Warehouse Automation: Adoption of technologies such as robotics, automated storage and retrieval systems, and warehouse management systems to improve efficiency and accuracy in warehouse operations.

Data Analytics: Utilizing big data analytics and predictive modeling to optimize supply chain processes, forecast demand, and make data-driven decisions for better inventory management.

Collaborative Logistics: Encouraging collaboration among stakeholders in the supply chain, including suppliers, manufacturers, distributors, and retailers, to streamline operations and reduce costs.

Reverse Logistics: Managing product returns and exchanges efficiently through reverse logistics processes to minimize waste, maximize asset recovery, and enhance customer satisfaction.

Globalization and Trade Compliance: Navigating complex global trade regulations, tariffs, and customs procedures to ensure compliance and mitigate risks in international logistics operations.

Personalization and Customer Experience: Tailoring logistics services to meet individual customer preferences, offering real-time tracking, delivery notifications, and flexible delivery options to enhance the overall customer experience.

Risk Management and Security: Addressing cybersecurity threats, cargo theft, and supply chain disruptions by implementing robust risk management strategies, supply chain visibility tools, and security measures to safeguard goods in transit.

Circular Economy Practices: Embracing circular economy principles by focusing on waste reduction, recycling, and sustainable packaging solutions to create a more environmentally friendly and resource-efficient supply chain.

Talent Development and Skills Training: Investing in workforce development, training programs, and upskilling initiatives to equip employees with the necessary skills and knowledge to adapt to technological advancements and industry change

Key Players

The logistics industry is the backbone of global trade, facilitating the movement of goods and services across the world. With the rise of e-commerce, globalization, and technological advancements, the logistics market is undergoing rapid transformation. Each of the entities mentioned below plays a crucial role in the logistics ecosystem, contributing to the efficient movement of goods from manufacturers to end consumers. These players work together to ensure that products are transported, stored, and delivered in a timely and cost-effective manner throughout the supply chain.

1. Manufacturer: Manufacturers provide goods to downstream supply chain organizations. Those organizations acquire or buy those goods from the manufacturer for onward transport, further manufacture, distribution or sale. A manufacturer will directly hand off goods to a logistics or transport provider that will deliver them to the receiving organization.

Ex: Include Samsung (electronics manufacturer), Toyota (automobile manufacturer), Nestlé (food and beverage manufacturer)

2. Intermodal Marketing Company (IMC): An intermodal marketing company is a specialized type of logistics provider that exclusively handles intermodal containers like shipping containers. They load and unload shipping containers between ships, trucks and railways and may also transport these intermodal containers to downstream supply chain organizations. Ex:- include XPO Logistics and C.H. Robinson

3. Terminals: Terminals, ports and depots are locations where goods are sent, received, handled, processed or otherwise managed for onward logistics. Terminals are commonly used for moving goods from one type of transport to another, often in an intermodal shipping container.

Ex :Airport cargo terminal

4. Non-Vessel Operating Common Carrier/ Freight Forwarder: Typically administer the transport of goods. Although NVOCCs do not own vessels, they will arrange for all necessary documentation and shipping notices. NVOCCs also manage logistics and take care of many of the low-level functions.

Ex: kuehne + Nagel and Expeditors

5. Transportation Provider: A transportation provider physically moves goods from one location or organization to another. They own or lease the transportation infrastructure needed to physically handle and move the goods and may be part of an integrated logistics company, or simply contracted by an NVOCC or LSP.

Ex: Maersk Line (shipping), FedEx (courier services), and Indian Railways (rail transportation).

6. Logistics Service Provider(LPS): Logistics service provider provides a variety of functions for the sending, receiving, storage, transportation and management of goods as they flow through the supply chain. They are primarily responsible for ensuring that goods get from one point in the supply chain to another.

Ex: DHL Supply Chain, XPO Logistics, and Ryder System.

7. Equipment Provider: An equipment provider manufactures, owns or leases the physical infrastructure and assets needed to transport goods.

Ex:- CHEP (pallet and container pooling services) and Hyster-Yale (forklift manufacturer)

8. Supplier/Beneficial Cargo Provider: Supplier/beneficial cargo owner is an importer of goods who takes ownership of those goods when they are received. BCOS use their own logistics functions to take receipt, manage and transport goods instead of relying on an LSP or freight forwarder. Ex: Apple or Nike

9. Warehouse and distribution centers: rehouse and distribution centers store ingredients, raw materials, parts and finished products. They are responsible for securing goods and storing them in an appropriate environment. Many warehouses also operate as distribution centers, arranging for the transfer and transportation of goods to downstream supply chain organizations or end customers.

Ex: Amazon fulfillment centers, UPS warehouses, and DHL distribution centers.

Challenges include

- 1) Supply Chain Disruptions: Events like natural disasters, political unrest, or global pandemics can disrupt supply chains, leading to delays in transportation and shortages of goods.
- 2) Inventory Management: Balancing inventory levels to meet customer demand without overstocking or understocking can be challenging, affecting costs and customer satisfaction.
- 3) Transportation Costs: Fluctuating fuel prices, capacity constraints, and increasing transportation costs can impact the overall logistics expenses for companies.
- 4) Last-Mile Delivery: Delivering goods to the final destination efficiently and cost- effectively, especially in urban areas with traffic congestion, poses a challenge for logistics providers.
- 5) Technology Integration: Implementing and integrating new technologies like IoT, AI, and blockchain into logistics operations can be complex and require significant investment.
- 6) Regulatory Compliance: Adhering to various regulations and compliance standards across different regions and countries adds complexity to logistics operations.
- 7) Sustainability: Meeting environmental sustainability goals, reducing carbon emissions, and implementing eco-friendly practices in logistics operations are becoming increasingly important but challenging tasks.
- 8) Labor Shortages: Finding skilled labor, especially in specialized areas like truck drivers and warehouse workers, can be a challenge for logistics companies.

Market dynamics

- 1) Globalization: The increasing interconnectedness of economies and markets globally has led to a rise in international trade, creating opportunities and challenges for logistics companies to manage complex supply chains efficiently.

- 2) E-commerce Growth: The rapid growth of e-commerce has transformed the logistics landscape, with a higher demand for fast and reliable delivery services, leading to innovations in last-mile delivery and fulfillment strategies.
- 3) Technological Advancements: Technologies like IoT, AI, and automation are reshaping logistics operations, improving efficiency, visibility, and customer service while also requiring investments in technology infrastructure and workforce upskilling.
- 4) Sustainability Initiatives: Growing concerns about environmental impact have led to a focus on sustainable practices in logistics, such as reducing carbon emissions, implementing green transportation solutions, and enhancing supply chain transparency.
- 5) Regulatory Changes: Evolving regulations and trade policies can impact logistics operations, affecting transportation routes, customs procedures, and compliance requirements, necessitating companies to stay informed and adaptable.
- 6) Competitive Landscape: Intense competition among logistics providers, including traditional players and new entrants, drives innovation, service differentiation, and pricing strategies to meet evolving customer expectations.
- 7) Customer Expectations: Customers increasingly demand faster delivery times, real-time tracking, and personalized services, pushing logistics companies to enhance their capabilities and provide seamless end-to-end solutions.
- 8) Collaborative Partnerships: Collaboration among logistics providers, shippers, carriers, and technology partners is essential to create integrated supply chain solutions, streamline processes, and deliver value to customers.

Growth potential

These factors collectively contribute to the promising growth potential in the logistics industry, making it a dynamic and evolving sector with ample opportunities for innovation and expansion.

1. Expansion of e-commerce driving demand for efficient logistics solutions.

2. Advancements in technology like IoT, AI, and automation enhancing operational efficiency.
3. Globalization creating opportunities for logistics companies to access international markets.
4. Emphasis on sustainability pushing for eco-friendly logistics practices.
5. Increasing demand for innovative supply chain solutions to meet evolving customer needs.
6. Growth in online shopping leading to a surge in the need for effective delivery services.
7. Technological investments offering a competitive edge and new market opportunities for logistics firms.
8. Global trade expansion opening up avenues for logistics companies to navigate complex supply chains and regulatory environments effectively.

Regulatory compliance

Compliance with the regulatory environment in the logistics industry is essential for companies to operate legally, maintain the integrity of their supply chain operations, uphold ethical standards, and avoid penalties or legal consequences. These regulations can include:

1. Transportation Laws: Regulations related to the movement of goods by road, rail, air, or sea, including licensing requirements, vehicle safety standards, and driver qualifications.
2. Import/Export Regulations: Rules governing the cross-border movement of goods, such as customs procedures, tariffs, trade agreements, and compliance with international trade laws.
3. Safety Standards: Regulations aimed at ensuring the safety of workers, equipment, and the public, including guidelines for handling hazardous materials, workplace safety protocols, and vehicle maintenance requirements.
4. Environmental Policies: Laws focused on reducing the environmental impact of logistics operations, such as emissions standards, waste management regulations, and sustainability initiatives.
5. Labor Laws: Regulations concerning employment practices within the logistics industry, including worker rights, labor conditions, wage laws, and occupational health and safety requirements.

6. Trade Compliance Laws: Regulations governing the documentation, licensing, and reporting requirements for international trade transactions to ensure compliance with trade agreements and sanctions.

7. Data Protection Regulations: Laws related to the collection, storage, and transfer of personal and sensitive data, especially important in logistics for managing customer information and supply chain data securely.

8. Competition Laws: Regulations aimed at promoting fair competition in the industry, preventing monopolies, and ensuring that logistics companies operate ethically and transparently.

9. Tax Laws: Regulations concerning taxation on logistics services, imports, exports, and other financial aspects of the business that need to be managed in compliance with tax laws.

1.2 Company Profile

Apeksha Logistics Pvt Ltd (ALPL) emerges as a dynamic and innovative force in the logistics realm, proudly headquartered in the vibrant metropolis of Bengaluru, India. Our inception was fueled by an unwavering dedication to reshape the logistics landscape, and as time progressed, we have blossomed into a trusted and dependable partner for businesses in search of seamless and efficient supply chain solutions. With an inherent grasp of the complexities inherent in our industry and an unrelenting pursuit of excellence, ALPL has firmly cemented its position as a beacon of reliability and trustworthiness, offering a comprehensive suite of end-to-end logistics services tailored to meet the diverse needs of our valued clientele.

1.3 Vision:

At Apeksha Logistics, our vision transcends mere logistics; we aspire to be trailblazers in transforming how goods traverse borders and reach their intended destinations. We endeavour to set new standards in logistics excellence, harnessing cutting-edge technology, sustainable practices, and a customer-centric approach as our guiding lights.

Mission: ALPL's mission is to empower businesses by optimizing their supply chains, enabling them to channel their focus on core operations. Our unwavering commitment is to deliver tailor- made logistics solutions that transcend traditional boundaries, fostering growth in an increasingly interconnected global market.

Goals and Objectives:

Innovative Digital Solutions: We aim to streamline global trade processes through innovative digital solutions that enhance efficiency and transparency.

Enduring Relationships: Building enduring relationships with clients and partners through impeccable service, trust, and collaboration.

Sustainability: We are dedicated to reducing the environmental impact of logistics operations by championing eco-friendly practices and sustainable transportation.

Geographical Expansion: Our goal is to expand our geographical footprint, establishing ALPL as a preferred logistics partner in key markets.

Team Development: We are committed to continually investing in our team's development, fostering a culture of innovation, professionalism, and adaptability.

Services Provided:

ALPL offers a comprehensive suite of logistics services meticulously tailored to meet the diverse needs of our esteemed clients:

Freight Forwarding: Seamlessly managing the movement of cargo across air, sea, and land, with a focus on efficient routing and timely deliveries.

Customs Clearance: Ensuring smooth clearance processes by expertly navigating regulatory frameworks to minimize delays and optimize duty payments.

Warehousing and Distribution: Providing state-of-the-art warehousing facilities and efficient distribution networks to facilitate timely inventory management and order fulfilment.

Supply Chain Consulting: Leveraging industry expertise to offer strategic advisory services that enhance supply chain visibility, efficiency, and cost- effectiveness.

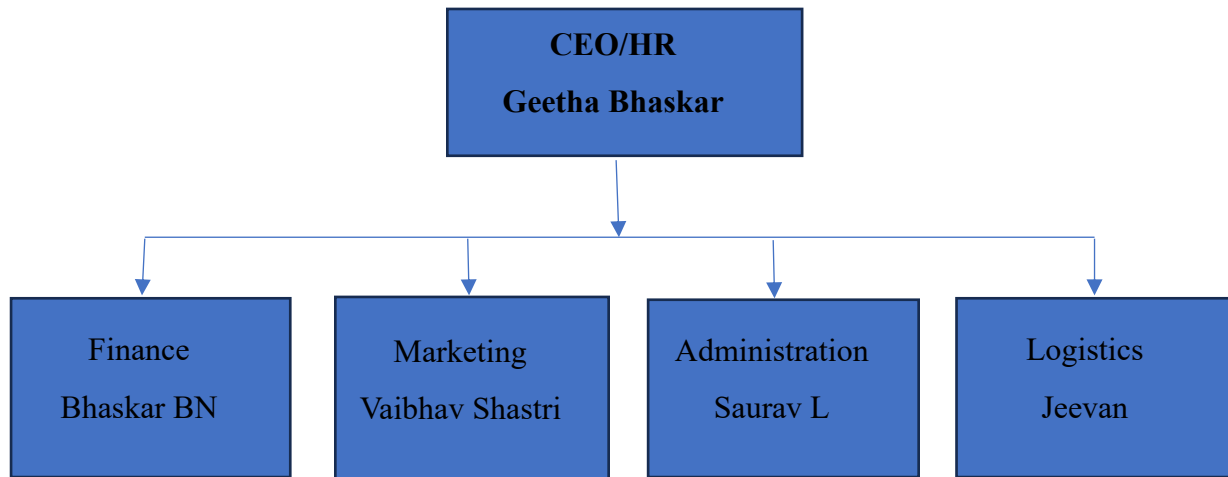
Last-Mile Delivery: Ensuring that products reach end consumers swiftly and reliably, optimizing the final phase of the supply chain.

Compliance Activities for 100% EOU/STPT/SEZ Company: Compliance activities for EOU/STPT/SEZ companies involve adhering to specific regulations. A logistics company supports EOU/STPT/SEZ firms by ensuring compliance with government requirements, utilizing incentives, and optimizing supply chain operations within these designated zones.

Insurance: Insurance protects against risks in logistics. A logistics company offers insurance services to safeguard clients' shipments and inventory during transportation and storage, providing coverage for potential losses due to damage, theft, or other unforeseen events.

Incorporating innovation, integrity, and unwavering dedication, Apeksha Logistics Pvt Ltd is poised to shape the future of logistics. We are committed to driving success for our clients while contributing significantly to the growth and evolution of the logistics industry at large. Customer Relationship Management Activities by ALPL: Customer relationship management (CRM) is a meticulous process through which businesses and organizations manage their interactions with customers, often employing data analysis to glean insights from vast amounts of information. At Apeksha, our CRM services take the form of "Implant Services." Implant services, also known as in-house logistics services or embedded logistics solutions, involve a logistics company establishing a physical presence within a client's premises to manage specific logistics functions or processes. This close collaboration between the logistics provider and the client streamlines operations, improves communication, and enhances overall supply chain efficiency. Implant services can encompass various aspects of logistics and supply chain management. Notably, Apeksha proudly provides implant services to OLAM, a distinguished foreign company primarily focused on research and development. Our commitment to excellence shines through in every aspect of our CRM endeavours, exemplifying our dedication to fostering fruitful and enduring client relationship.

2. Organization Structure



3.Functional Areas

3.1 Finance (Bhaskar BN): Finance department in Apeksha involves the billing, purchase and sales process, all of the above information is stored and managed by a software named ZOHO, this system then tallies all the information to their CA who is from a financial organisation and this process of Chartered accountancy and the further tax procedures are outsourced to the CA.

3.2 Marketing (Vaibhav Shastri B): Marketing is handled by their employees, the main marketing strategy used by the organisation is word of mouth, the network with their clientele helps this process as Apeksha involves deeply into their customer needs and demands thus maintain an elite customer relationship which helps them spread good word and an overall positive reputation to their organisation. Apeksha also has an Instagram profile for their company in which they post their daily day-to-day activities and operations and have built a strong social media presence. Their future plans to market in international markets in to join WCA associations to help build a forte in that sector.

3.3 HRM (Geeta Bhaskar): The HR team is headed by Mrs. Geetha Bhaskar, she oversees all the recruitment process for all the personnel who apply at Apeksha Logistics Pvt. Ltd, the recruitment process is not disclosed as we are just interns. Identifies training needs for employees to enhance their skills. This could involve technical training related to logistics operations, software systems, safety protocols, or soft skills training like communication and teamwork

3.4 Administration (Saurav L): Administrative processes involves the day-to-day operations of the organisation and also is responsible for the well-being of the employees' daily needs, he also is the point of communication between the clients and vendors with the organisation. Purchase department primarily deals with the operational needs of Apeksha which includes the purchase of commodities like wooden pellets, packaging material, packaging carton, cargo compartments, stationary, and other miscellaneous needs.

3.5 Logistics (Jeevan) : As Apeksha is Logistics organisation the main focus lies on logistics and dispatch, their custom clearance team handles the custom duties and other necessary documents to release the goods, the logistics team then forth responsible for transporting the goods to end hub or end destination. The logistics team is also responsible for the goods during their import or export process either by road, air and water.

4. Specialization Areas

-Freight forwarding

It is the process of organizing and facilitating the transportation of goods from one location to another on behalf of a shipper or cargo owner. Freight forwarders are specialized companies or individuals who act as intermediaries in the logistics and shipping industry. Their primary role is to manage and coordinate the various aspects of shipping cargo, ensuring it reaches its destination efficiently and cost-effectively.

Here's a breakdown of the key responsibilities and functions of ALPL as a freight forwarder:

Booking and Reservations: ALPL books cargo space on various modes of transportation, including ships, airplanes, trucks, and trains. They negotiate with carriers to secure the best rates and schedules for their clients.

Documentation: ALPL handles the extensive paperwork required for international shipping, including bills of lading, customs documentation, export/import permits, and other relevant documentation. Accuracy in documentation is crucial to avoid delays and compliance issues.

Cargo Consolidation: In some cases, multiple shipments from different shippers may be combined into a single container or shipment to optimize space and reduce costs. ALPL coordinates and oversees this consolidation process.

Customs Clearance: ALPL assists with customs clearance procedures, ensuring that shipments comply with customs regulations and that duties and taxes are paid correctly. They may work closely with customs brokers to facilitate this process.

Route Planning: ALPL determines the most efficient and cost-effective routes for transporting goods, taking into account factors like distance, mode of transportation, and any special handling requirements.

Cargo Insurance: They can help arrange cargo insurance to protect the shipper's goods from damage, loss, or theft during transit.

Tracking and Monitoring: ALPL provides tracking and monitoring services, allowing shippers to stay informed about the status and location of their cargo throughout the shipping journey.

Coordination: They coordinate the movement of goods from the shipper's location to the point of destination, which may involve multiple carriers and transportation modes. This coordination ensures that cargo arrives on time and intact.

Problem Resolution: If any issues or delays occur during transit, ALPL works to resolve them promptly and efficiently, minimizing disruptions to the supply chain.

Freight forwarding plays a crucial role in international trade and commerce by simplifying the logistics of transporting goods across borders and long distances. It allows businesses to focus on their core operations while relying on experts to manage the complexities of shipping and transportation. Freight forwarders often have extensive knowledge of shipping regulations, trade routes, and carrier networks, making them valuable partners for companies engaged in global trade.

-Customs clearance

It is a vital process in international trade and shipping that involves the completion of various formalities and documentation required by customs authorities to allow goods to enter or exit a country's borders legally. The goal of customs clearance is to ensure that the goods being imported or exported comply with all relevant laws and regulations, including those related to customs duties, taxes, import/export restrictions, and security.

Here are the key components and steps involved in the customs clearance process which ALPL:

Documentation: Importers and exporters must provide a range of documents to customs authorities, including invoices, packing lists, bills of lading, certificates of origin, and any other documents specific to the type of goods being shipped. Accurate and complete documentation is essential to facilitate the process.

Declaration: The importer or exporter is typically required to submit a customs declaration form that provides detailed information about the goods, their value, and their intended use. This declaration is a legal document, and providing false or inaccurate information can lead to penalties.

Duty and Tax Assessment: Customs authorities assess customs duties, taxes, and other charges based on the declared value, classification, and origin of the goods. These fees are typically paid by the importer and are calculated in accordance with the country's tariff schedule.

Inspection: Depending on the nature of the goods and the country's regulations, customs authorities may conduct physical inspections or examinations of the cargo to verify its contents and compliance with import/export requirements. This can include checking for prohibited or restricted items, verifying the quantity and quality of goods, and ensuring compliance with safety and environmental standards.

Customs Bond: In some cases, importers may be required to obtain a customs bond, which serves as a financial guarantee to cover potential duties, taxes, or fines if there are any issues with the shipment.

Clearance Fees: Customs clearance often involves various fees, including customs brokerage fees for the services of a licensed customs broker who assists with the clearance process. These fees can vary depending on the complexity of the shipment and the country's regulations.

Release: Once customs authorities are satisfied that all requirements have been met, they issue a release allowing the goods to enter or leave the country. The goods can then continue their journey to their destination.

Record Keeping: Customs authorities maintain records of all cleared shipments for auditing and compliance purposes.

Customs clearance is a critical part of international trade, ensuring that goods flow smoothly across borders while adhering to the laws and regulations of the countries involved. Importers and exporters often work with customs brokers or freight forwarders who specialize in navigating the complexities of customs procedures and documentation to ensure efficient and compliant customs clearance.

- Supply chain consulting

It is the professional advisory services provided by ALPL to help organizations optimize and improve their supply chain operations. The goal of supply chain consulting is to enhance the efficiency, effectiveness, and overall performance of a company's supply chain processes, from sourcing raw

materials to delivering products to end customers. It involves a range of strategic, tactical, and operational activities aimed at achieving specific supply chain objectives.

Here are some key aspects and functions of ALPL as a supply chain consultancy agency:

Analysis and Assessment: Supply chain consultants (ALPL) begin by conducting a comprehensive analysis and assessment of an organization's existing supply chain processes, systems, and strategies. This involves gathering data, identifying bottlenecks, inefficiencies, and areas of improvement, and evaluating performance metrics.

Strategy Development: Based on the assessment, ALPL work with the organization to develop a tailored supply chain strategy. This strategy encompasses decisions related to sourcing, procurement, inventory management, demand forecasting, transportation, warehousing, and distribution.

Process Optimization: ALPL help streamline and optimize supply chain processes, making them more efficient and cost-effective. This may involve redesigning workflows, implementing best practices, and adopting new technologies and tools. **Technology Implementation:** ALPL often includes the recommendation and implementation of technology solutions such as supply chain management (SCM) software, demand planning systems, transportation management systems (TMS), and inventory optimization tools.

Supplier and Vendor Management: ALPL assist organizations in establishing effective relationships with suppliers and vendors, including negotiations, performance monitoring, and supplier development.

Inventory Management: ALPL helps organizations strike the right balance between carrying too much inventory (which ties up capital) and having too little (which can lead to stockouts). This includes optimizing reorder points, safety stock levels, and inventory turnover rates.

Demand Forecasting: Accurate demand forecasting is critical in supply chain management. ALPL helps in improving forecasting methods and models to reduce forecasting errors and enhance demand visibility.

Risk Management: Identifying and mitigating supply chain risks, including disruptions in the supply chain, geopolitical factors, and economic fluctuations, is an essential and a major service provided by ALPL.

Cost Reduction: ALPL work to identify cost-saving opportunities within the supply chain, whether through more efficient transportation routes, inventory reduction, or improved sourcing strategies.

Performance Metrics: ALPL helps to establish key performance indicators (KPIs) and metrics to track the performance of supply chain operations continually. This enables organizations to measure the success of implemented changes and identify areas that still require improvement.

Supply chain consulting can benefit organizations in various industries, helping them adapt to changing market conditions, improve customer service, reduce costs, and gain a competitive advantage. Consultants bring specialized knowledge, experience and an external perspective to address complex supply chain challenges and drive continuous improvement.

-Warehousing and distribution

Both the warehousing and distribution are integral components of the supply chain management process that play a crucial role in the storage, handling, and efficient movement of goods from manufacturers to consumers or intermediaries. These functions are essential for ensuring that products are available when and where they are needed.

Here's a breakdown of the services provided by the ALPL in Warehousing and Distribution and key elements of warehousing and distribution:

1. Warehousing: Warehousing refers to the process of storing goods in a designated facility known as a warehouse. Warehouses are strategically located at various points in the supply chain, such as near production facilities, distribution centres, or retail locations. The primary purposes of warehousing are as follows: Storage: ALPL Warehouses provide a secure and controlled environment for storing goods. This helps to prevent damage, theft, and deterioration of products.

Inventory Management: ALPL Warehouses enable businesses to maintain adequate stock levels to meet customer demand. They help in organizing and tracking inventory, reducing the risk of stockouts or overstock situations.

Order Fulfillment: ALPL Warehouses play a critical role in the order fulfillment process. They facilitate the picking, packing, and shipping of products in response to customer orders.

Consolidation: In some cases, warehouses are used to consolidate products from multiple suppliers or manufacturers, allowing for more efficient transportation and distribution. **Value-Added Services:** ALPL Warehouses may offer value-added services like labeling, kitting, quality control, and product customization to meet specific customer requirements.

2. Distribution: Distribution, often referred to as logistics or distribution management, involves the efficient movement of goods from the point of origin (usually the manufacturer or supplier) to the final destination, which can be a retailer, wholesaler, or end consumer. Key aspects of distribution include:

Transportation: ALPL involves selecting the appropriate modes of transportation (e.g., trucks, ships, airplanes) to move goods from one location to another efficiently and cost-effectively.

Routing and Scheduling: It includes planning the routes and schedules for deliveries to ensure timely and cost-efficient transportation.

Inventory Allocation: ALPL warehouses strategically allocate inventory to various locations to meet customer demand while minimizing shipping costs and delivery times.

Order Processing: ALPL warehouses process incoming orders, which can include picking products from inventory, packing them, and preparing them for shipment.

Last-Mile Delivery: This is the final stage of distribution, where products are delivered to the end consumer, often involving specialized delivery services or courier companies.

Supply Chain Visibility: Distribution management often relies on advanced technology and systems to provide real-time visibility into the movement of goods, allowing for better tracking and optimization of the distribution process.

In summary, warehousing focuses on the storage and management of goods within facilities, while distribution encompasses the entire process of moving those goods from their origin to their final destination. Both warehousing and distribution are critical components of supply chain management, contributing to the efficiency, reliability, and cost-effectiveness of product delivery in today's complex global marketplace.

Implant services

ALPL provides a supply chain and logistics implant services, also known as in-house logistics services or embedded logistics solutions, involve the logistics company establishing a physical presence within a client's premises to manage specific logistics functions or processes closely. This close collaboration between the logistics provider and the client streamlines operations, improves communication, and enhances overall supply chain efficiency.

Here are some key aspects of implant services offered by APEKSHA LOGISTICS PRIVATE LIMITED (ALPL):

On-Site Logistics Management: The ALPL places its personnel and resources directly within the client's facility. This enables real-time management and control of logistics processes, including inbound and outbound transportation, warehousing, inventory management, and order fulfilment.

Integration with Client Operations: Implant services by ALPL aims to seamlessly integrate logistics functions with the client's core operations. Logistics professionals work alongside the client's team, aligning strategies, and ensuring that logistics decisions complement the broader business objectives.

Customized Solutions: Implant services by ALPL are tailored to the specific needs and requirements of the client. The logistics provider works closely with the client to design and implement logistics solutions that address unique challenges and opportunities within the supply chain.

Efficient Communication: Proximity facilitates effective communication and collaboration between the logistics provider and the client. This proximity allows for quick decision-making, issue resolution, and adjustments to logistics processes as needed.

Operational Flexibility: Implant services by ALPL provide the client with the flexibility to scale logistics operations up or down in response to changes in demand, market conditions, or other factors. This agility is particularly valuable in dynamic industries.

Cost Efficiency: By working closely with the client and optimizing logistics processes on-site, implant services aim to reduce operating costs, minimize waste, and improve resource utilization.

Inventory Management: Logistics professionals within the client's facility can closely monitor and manage inventory levels, ensuring that the right products are available at the right time to meet customer demand while minimizing carrying costs.

Supply Chain Visibility: Implant services by ALPL often leverage advanced technology and systems to provide real-time visibility into logistics operations. This transparency allows for better tracking and optimization of the supply chain.

Quality Control: ALPL implements quality control measures to ensure that products meet specific standards and specifications before they reach customers.

Strategic Advisory: Implant services by ALPL also offer strategic advisory services, providing insights and recommendations to enhance supply chain visibility, efficiency, and cost-effectiveness.

Implant services are particularly beneficial for companies with complex supply chain operations, those in industries with specialized logistics requirements, or those looking to achieve tighter control and integration of their supply chain functions. This collaborative approach to logistics management can lead to improved customer service, reduced costs, and increased competitiveness in the marketplace.

5. SWOT ANALYSIS

Strengths:

1. **Global Reach:** The logistics industry has the capability to operate on a global scale, enabling the movement of goods across borders efficiently.
2. **Technological Advancements:** The industry has embraced technologies like GPS tracking, warehouse automation, and route optimization, enhancing operational efficiency.
3. **Specialization:** Logistics companies often specialize in specific services like freight forwarding, warehousing, or last-mile delivery, allowing them to excel in their niche.

Weaknesses:

1. **High Costs:** The logistics industry faces challenges related to high operating costs, including fuel expenses, labor costs, and maintenance of transportation vehicles.
2. **Dependency on Infrastructure:** The industry relies heavily on infrastructure such as roads, ports, and airports, and disruptions in these systems can impact operations.
3. **Regulatory Compliance:** Adhering to complex regulations and customs procedures can be a challenge for logistics companies, leading to delays and additional costs.

Opportunities:

1. **E-commerce Growth:** The booming e-commerce sector presents a significant opportunity for logistics companies to expand their services and cater to the increasing demand for deliveries.
2. **Sustainability Initiatives:** With a growing focus on sustainability, logistics companies can capitalize on eco-friendly practices like electric vehicles and carbon offset programs to attract environmentally conscious clients.
3. **Emerging Markets:** Expansion into emerging markets offers the potential for growth and diversification of services, tapping into new customer bases and revenue streams.

Threats:

1. **Competition:** Intense competition within the industry can lead to price wars and margin pressures, affecting profitability.
2. **Economic Uncertainty:** Economic fluctuations and global events like trade disputes or natural disasters can disrupt supply chains and impact the demand for logistics services.
3. **Technological Disruption:** Rapid advancements in technology, such as autonomous vehicles and drones, pose a threat to traditional logistics models, requiring companies to adapt and innovate to stay competitive.

6. Suggestions/Recommendation

1. Embrace Technology: Invest in advanced technologies like real-time tracking systems, data analytics, and automation to improve efficiency, reduce costs, and provide better visibility into the supply chain.
2. Focus on Customer Service: Prioritize excellent customer service by ensuring timely deliveries, transparent communication, and personalized solutions to meet the diverse needs of clients.
3. Optimize Supply Chain: Streamline the supply chain by optimizing routes, consolidating shipments, and implementing lean practices to reduce waste and improve overall productivity.
4. Sustainability Initiatives: Implement eco-friendly practices such as using electric vehicles, reducing carbon emissions, and promoting sustainable packaging to attract environmentally conscious customers and contribute to a greener future.
5. Talent Development: Invest in training and development programs for employees to enhance their skills, foster a culture of continuous improvement, and ensure a motivated workforce that can adapt to industry changes.
6. Collaboration and Partnerships: Foster strategic partnerships with suppliers, carriers, and technology providers to enhance service offerings, expand market reach, and create value-added solutions for customers.
6. Risk Management Strategies: Develop robust risk management strategies to anticipate and mitigate potential disruptions such as natural disasters, political instability, or supply chain issues to ensure business continuity and minimize financial losses.
7. Data Analytics Utilization: Leverage data analytics tools to gather insights, optimize inventory levels, forecast demand accurately, and make data-driven decisions to enhance operational efficiency and strategic planning.

8. Last-Mile Delivery Optimization: Focus on optimizing last-mile delivery processes by utilizing local distribution centers, implementing delivery scheduling software, and exploring alternative delivery methods like drones or lockers to improve speed and cost-effectiveness.
9. Regulatory Compliance: Stay updated on industry regulations, customs requirements, and trade policies to ensure compliance, avoid penalties, and maintain a smooth flow of goods across borders in international logistics operations.
10. Industry Collaboration: Foster collaboration with industry peers, trade associations, and governmental bodies to stay informed about industry trends, share best practices, and advocate for policies that benefit the logistics sector as a whole.

Conclusion

In conclusion, the logistics industry can benefit greatly from embracing technology, implementing sustainable practices, focusing on customer-centric approaches, integrating supply chains, and continuously improving operations. Additionally, strategies such as risk management, data analytics utilization, last-mile delivery optimization, regulatory compliance, and industry collaboration can further enhance the efficiency, competitiveness, and sustainability of logistics companies. By following these recommendations and continuously adapting to industry trends, logistics businesses can navigate challenges, meet customer demands, and thrive in the ever-evolving logistics landscape.

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PRESIDENCY UNIVERSITY

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School of Commerce & Economics

Internship Weekly Report

Weekly Report Number: 1

Date: 08.07.2024

Name: Kalyani Prem Ghajbiye	Reg No: 20221BAV0094
Company: Apeksha Logistics Private Limited	Internship Duration: 01.07.2024 to 15.08.2024

Activity Report

Sl. No	Department	Activity Details (Persons met, Points discussed)
1	HR	Geetha Bhaskar – Gained insight about the recruitment process onboard, and employee relations to ensure a skilled and satisfied workforce.
2	Production	
3	Finance	Geetha Bhaskar and Gautham – manages cash flow, monitors expenses and ensures that the company have enough liquidity to meet their financial obligation. Expenses includes transportation cost, inventory cost, packaging cost, labour cost, technology cost, etc.
4	Marketing	Bhaskar BN – Learned about how marketing strategies are developed and executed to promote the company's services and enhance brand visibility.

5	Administration	Saurav L – Administrative processes involve the day-to-day operations of the organisation and also is responsible for the well-being of the employees' daily needs, he also is the point of communication between the clients and vendors with the organisation.
6	Logistics/Dispatch	Jeevan R and Bhaskar Gowda – As Apeksha is Logistics organisation the main focus lies on logistics and dispatch, their custom clearance team handles the custom duties and other necessary documents to release the goods, the logistics team then forth responsible for transporting the goods to end hub or end destination. The logistics team is also responsible for the goods during their import or export process either by road, air and water.
7	Purchase	Saurav L – Purchase department primarily deals with the operational needs of Apeksha which includes the purchase of commodities like wooden pellets, packaging material, packaging carton, cargo compartments, stationary, and other miscellaneous needs.
8	MIS	
9	CSR Team	Bhaskar BN – CSR for Apeksha is a crucial part as they handle environmental responsibilities which involves them insuring all their packaging wastes, wooden pellets and any other hazardous pollutants to be disposed of rightfully, they also provide education fees for the needy and also strive to provide employment to the individuals who are not so fortunate in their economic or social background
10	Others	

Learning & Highlights of the week:

1. Warehousing: Warehousing refers to the process of storing goods in a warehouse. Warehouses are used to store products before they are shipped to customers or retailers. They play a crucial role in the logistics and supply chain process by providing a space for inventory management and distribution.
2. Customs Clearance: Customs clearance involves the procedures and documentation required to allow goods to enter or leave a country. It includes activities such as declaring the goods, paying any necessary duties or taxes, and complying with customs regulations.
3. Freight Forwarding: Freight forwarding is the process of organizing the shipment of goods from one place to another. Freight forwarders act as intermediaries between shippers and carriers, arranging the transportation and handling of the cargo.
4. Customs Brokerage: Customs brokerage involves the facilitation of customs clearance processes on behalf of importers and exporters. Customs brokers handle the necessary paperwork, duties, and taxes to ensure compliance with customs regulations.
5. Contract Logistics: Contract logistics refers to outsourcing logistics activities to a third-party logistics provider. This can include services such as warehousing, distribution, transportation, and inventory management under a contractual agreement.
6. Project Logistics: Project logistics involves the planning, coordination, and execution of complex logistics operations for specific projects. This can include large-scale movements of equipment, materials, and resources for construction, industrial, or infrastructure projects.
7. Insurance in Logistics: Insurance in logistics refers to the various types of insurance coverage available to protect goods and shipments during transportation and storage. This can include cargo insurance, liability insurance, and other specialized policies to mitigate risks in the supply chain.



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School of Commerce & Economics

Internship Weekly Report

Weekly Report Number: 2

Date: 15.07.2024

Name: Kalyani Gajbhiye	Reg No: 20221BAV0094
Company: Apeksha Logistics Private Limited	Internship Duration: 01.07.2024 to 15.08.2024

Activity Report

Sl. No	Department	Activity Details (Persons met, Points discussed)
1	HR	Geetha Bhaskar – Gained insight about the recruitment process onboard, and employee relations to ensure a skilled and satisfied workforce.
2	Production	
3	Finance	Geetha Bhaskar and Gautham – manages cash flow, monitors expense and ensures that the company have enough liquidity to meet their financial obligation. Expenses includes transportation cost, inventory cost, packaging cost, labour cost, technology cost, etc.
4	Marketing	Bhaskar BN – Learned about how marketing strategies are developed and executed to promote the company's services and enhance brand visibility.
5	Administration	Saurav L – Ensures compliance with company policies and coordinates internal communications.
6	Logistics/Dispatch	Jeevan R and Bhaskar Gowda – Learned about how they Coordinate with suppliers, carriers, and customers to ensure timely delivery and cost-effectiveness.

7	Purchase	Saurav L – Sources and procures materials, equipment, and services needed for operations.
8	MIS	
9	CSR Team	Bhaskar BN – Monitoring and reporting on the company's social and environmental impact takes place in the CSR team.
10	Others	

Learning & Highlights of the week:

In the 2nd week we learnt about Compliance activities:

Compliance activities in logistics and supply chain management involve adhering to regulations and standards that govern the movement, storage, and handling of goods. These activities include ensuring proper documentation, following safety and environmental guidelines, and maintaining accurate records for auditing purposes. Additionally, compliance involves meeting industry-specific requirements, such as those related to hazardous materials, customs regulations, and labour laws. For small and medium-sized enterprises (SMEs), staying compliant can be challenging due to limited resources, but it is crucial for avoiding legal penalties, ensuring smooth operations, and maintaining a positive reputation with customers and partners.

We also learnt about:

- Types of Exports
- Types of Warehouses
- Concept of Repair and Return



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Internship Weekly Report

Weekly Report Number: 3

Date: 22.07.2024

Name: Kalyani Prem Ghajbiye	Reg No: 20221BAV0094
Company: Apeksha Logistics Private Limited	Internship Duration: 01.07.2024 to 15.08.2024

Activity Report

Sl. No	Department	Activity Details (Persons met, Points discussed)
1	HR	Geetha Bhaskar – Identifies training needs for employees to enhance their skills. This could involve technical training related to logistics operations, software systems, safety protocols, or soft skills training like communication and teamwork.
2	Production	
3	Finance	Geetha Bhaskar and Gautham – Once costs are identified, the Finance team analyses and categorizes them to understand where the money is being spent. This analysis helps in identifying areas of high expenditure and opportunities for cost savings.
4	Marketing	-

		Bhaskar BN – Conducts market research to understand customer needs, industry trends, and competitive landscape. This information is used to develop targeted marketing campaigns, product offerings, and pricing strategies that align with market demands.
5	Administration	Saurav L – Administration is responsible for overseeing inventory management processes, including tracking stock levels, optimizing storage space, and implementing inventory control measures to minimize losses and maximize efficiency.
6	Logistics/Dispatch	Jeevan R and Bhaskar Gowda – Direct exports involve a company selling its products directly to customers in a foreign market. The company handles all aspects of the export process, including marketing, sales, shipping, and customer service. - Direct exports allow companies to have more control over their international sales and customer relationships.
7	Purchase	Saurav L – Purchase department primarily deals with the operational needs of Apeksha which includes the purchase of commodities like wooden pellets, packaging material, packaging carton, cargo compartments, stationary, and other miscellaneous needs.
8	MIS	
9	CSR Team	Bhaskar BN – CSR for Apeksha is a crucial part as they handle environmental responsibilities which involves them insuring all their packaging wastes, wooden pellets and any other hazardous pollutants to be disposed of rightfully, they also provide education fees for the needy and also strive to provide employment

		to the individuals who are not so fortunate in their economic or social background
10	Others	

Learning & Highlights of the week:

Merchant Exports: Companies buy products from local manufacturers and sell them internationally without changing them much.

Manufacturer Exports: Companies produce goods in their home country and export them directly.

Service Exports: Companies export intangible services like consulting, IT, and tourism to foreign markets.

Academic Year 2023-24

2022 Batch



School of Commerce & Economics

Internship Weekly Report

Weekly Report Number : 4

Date : 29 July 2024

Name: Kalyani Prem Ghajbiye	Reg No:20221BAV0094
Company: Apeksha Logistics Pvt Limited	Internship Duration : <1 July 2024> to <15 August 2024>

Activity Report

Sl. No	Department	Activity Details (Persons met, Points discussed)
1	HR	Geeta Bhaskar : Met with HR Manager and discussed the ongoing internship process
2	Production	NA
3	Finance	Geeta Bhaskar and Gautam : How they analysis the areas that have high Expenditure and find opportunities for cost Savings and also we focused on understanding the financial implications of insurance and Custom duties.
4	Marketing	
5	Administration	Saurav L : How he oversee all inventory management processes including tracking stock levels and also implement inventory control and how he responds to the issue if any
6	Logistics/Dispatch	Jeevan R and Bhaskar Gowda : Gained theoretical knowledge about managing shipment schedules
7	Purchase	
8	MIS	NA
9	CSR Team	
10	Others	

Learning & Highlights of the week:

- 1- Learned about significance of HS codes for custom classifications and roles of custom brokerage in custom clearance.
- 2- Participated in a test that was designed to evaluate our understanding of the topics covered so far.

1. Bill of entry → For imported goods
 2. Shipping bills → For exported goods
 3. Research → C.I.A.

Terms of shipments

- define the responsibilities of sellers & buyers.
 - Incoterms (International Commercial Terms) by International Chamber of Commerce (ICC)

1. FOB (Free on Board) → Seller is responsible for delivering the goods on ship in port. The buyer takes over responsibility & cost.

2. DDP (Delivered Duty Paid) → The seller takes care of all the risks & costs until the goods are delivered to the buyer's location.

3. EXW (Ex Works) → Seller makes goods available & buyer takes responsibility of all transportation, costs, risks, customs clearance.

4. CIF (Cost, Insurance & Freight) → Seller is not only responsible for delivering but also covers the cost of transport & insurance. Once the goods are on board, risks transfer to buyer.

5. Free Carrier (FCA) → The risk transfers from seller to buyer once the goods are delivered to carrier.

6. DAP (Delivered at Place) → The seller covers all costs & risks associated with transportation of goods to specific place.

7. CPT (Carriage Paid To) → The seller is responsible for arranging & paying for transportation on fixed destination. Risk transfers from seller to buyer once goods handed over to carrier for transport.

8. Free Alongside Ship (FAS) → The seller delivers the goods alongside the vessel at port of shipment. Buyer is responsible for all transportation, risks, cost from that point.

9. Bill of Lading (B/L or B/L) → Documents issued by (shipping company) / Receipt as evidence of contract.

10. DAT (Delivered at Terminal) → Seller is responsible for delivering the goods to named terminal.

11. DMT (Demurrage) → It's a penalty for not returning the carrier's equipment on time.

12. FCL (Full Container Load) / LCL (Less than Container Load) → Entire shipping container is reserved for one buyer.

13. LCL (Less than container loads) → When your goods are combined with other buyer's goods in same container.

14. Shipping container →

15. SPL (Third party logistics) → When a company uses outside company to handle logistics.

16. DDU (Delivered Duty Unpaid) → Seller delivers the goods to a specific place, but buyer has to pay import duties & taxes.

17. Dimensional weight →

18. Free carrier (FCA) → Seller delivers the goods to a carrier or person nominated by buyer at specific place.

19. Net weight →

20. CFR (Cost & Freight) → Seller responsible for cost & freight to deliver the goods to named port. The risk transfers from seller to buyer once goods are on board the vessel.

23/08/2024

