



End-to-End Supply Chain Optimization

For a Leading Industrial Lubricant Manufacturer

Document Type
Case Study Report

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Leading Industrial Lubricant Manufacturer

DOCUMENT TYPE
Industrial Lubricants
Manufacturing

CLIENT TYPE
1 Plant | 3
Warehouses | PAN India

LOCATION
Silvassa | Gurugram
| Chennai

Sector Focus: Large-scale lubricant production requiring accurate demand planning, efficient procurement, and cost-effective logistics.



Executive Summary

The client faced chronic inventory imbalances, low fill rates, and misaligned demand-supply planning across its plant and warehouses. Translytics deployed its End-to-End Optimization Engine, integrating demand forecasting, procurement, inventory, and logistics. The platform reduced excess stock, improved service levels, and delivered substantial cost savings.

₹1.7L

Logistics Savings

₹43K

Procurement Savings

15%

Inventory Holding

+12%

Fill Rate Improvement



Challenge

The company struggled with:



Inventory & Service Level Issues

- Excess stock increased carrying costs
- Low fill rates hurt customer satisfaction
- Service levels declined across regions



Demand-Supply Misalignment

- Procurement not aligned to actual demand
- Inefficient warehouse-to-market routing
- Higher operational and logistics costs

Business Impact



High carrying costs due to excess raw and finished goods inventory



Low service levels resulting in missed sales opportunities



Increased logistics expenses from inefficient warehouse-to-market flows

Solution



Translytics End-to-End Optimization Engine

A single platform integrating forecasting, procurement, inventory, and logistics.



Demand & Inventory Optimization

- ✓ Detected SKU-level anomalies
- ✓ Balanced production output with true demand



Procurement Alignment & Load Planning

- ✓ Linked raw material orders to forecast signals
- ✓ Reduced excess procurement costs



Logistics & Warehouse-to-Market Planning

- ✓ Optimized regional distribution flows
- ✓ Lowered transportation costs and lead times

Impact & Results

Qualitative Improvements

- ✓ Better demand accuracy → fewer stock imbalances
- ✓ Reduced working capital tied up in inventory
- ✓ More predictable procurement & dispatch cycles
- ✓ Improved customer service levels

Annual Impact Projection

₹1 Cr+

Total Cost Savings

500+

Hours Saved/Month

₹20L+

Saved Annually

+12%

Fulfillment Rate

Technology & AI Implementation



AI & Machine Learning Components

- Forecast anomaly detection
- Procurement-forecast synchronization
- Load and route optimization
- Inventory risk and stock aging analytics



Integration & Platform Features

- ERP & planning system connectivity
- Real-time alerts for demand and supply changes
- Centralized dashboard for end-to-end visibility
- Automated report generation and KPI tracking

Future Enhancement Roadmap



Phase 2: Plant-Level Production Scheduling

Integrate AI-driven scheduling to better match evolving forecast trends



Phase 3: Dynamic Transport Allocation

Auto-assign shipments quickly to best-fit routes and efficient carriers



Phase 4: Carbon-Efficient Logistics

Optimize logistics planning for cost savings and sustainability metrics