



Kale Logistics
Technology that Transforms

PASSION THAT DRIVES SUCCESS



KALE ON THE MOVE

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Kale



**“Endurance is the triumph of the heart
where passion never let you lose”**

AMAR MORE

Director, Kale Logistics Solutions



Dear All,

Few industries are experiencing as much disruption as the logistics world. The tectonic shifts in these areas are driving an era of profound transformation and we as a solution provider should be the strategic partners of this change.

Looking back, the last financial year has seen us build deeper inroads into the industry. We came close to not only achieving our targets but most importantly achieved significant breakthroughs. We have been successful in creating a strong pipeline of community system opportunities with discussions at a very evolved stages in several locations globally. We have also started work on PCS opportunities in Thailand, Sri Lanka, ACS work in Atlanta (North America's first Air Cargo Community System), Indonesia etc.

With WTO pushing Trade Facilitation pact there has been a surge in countries showing interest in implementing Trade Facilitation Solutions. Kale Logistics Solutions has been pitching for this pact as this makes the industry more competitive and strong and going in that direction we have been able to achieve our first Trade Facilitation contract with Lesotho government for e-CoO. Due to the brilliant team, we have received various recognitions for our state of the art platform CODEX and as a resultant, we are being approached by various ports to implement CODEX at their site.

We are extremely proud of our dedicated team of people who have been partner in each trail and achievement and has worked together as a family. The late nights and unrelenting schedules are bearing its fruits now and all in all, our aircraft has reached the runway and is all set to take off....

Amar More

Director - Kale Logistics Solutions

EDITOR'S NOTE



“If you can't figure out your purpose, figure out your passion. For your passion will lead you right into your purpose.”

- Bishop T.D.Jakes

Finding passion and purpose in your life is a trial-by-fire process. It's amazing what you can do when you are consumed by passion. But most importantly, passion will persuade and fuel innovation, build a fantastic team, make the impossible possible and most important let people believe in you.

This edition of GO is built and designed on one of our important core value 'PASSION'. In this issue, we have featured such people who are fueled by their passion to excel in every field they chose.

Happy Reading!
GO Editorial Team

Renuka Malhotra, Rajni Patwardhan, Ganesh Dhumadia



What would you do with your "15 minutes" of fame?

Be the PM and work for the downtrodden



You've been given an elephant. You can't give it away or sell it. What would you do with the elephant?

I will take care of him even if I have to do multiple jobs to keep him.



You learn of a last-minute business trip, what do you do first?

I would like to understand what I am going for and prepare myself accordingly.



What has been your biggest challenge till date and how have you faced?

As a nine-year-old, I had to adjust to my hostel life.



Over a period of time, you have travelled to far off places. Which all places have given you the best and worst experiences?

Bali was my best and Oman was my worst travel experience.



If you woke up and had 2,000 unread emails and could only answer 300 of them, how would you choose which ones to answer?

Foremost will be concerning some technical issue



Who is your greatest inspiration?

Grandfather



Pryaranjan Heer a man always on a go and the most sought after firefighter in Kale is featured in the Coffee with section. On a hot summer day, we sat down to chill the temperatures as he shared his perspective and experiences in light banter with GO.



The rising importance of Soft Skills in Today's Workplace

Soft Skills also known as interpersonal skills are key to building relations, gaining visibility and creating professional opportunities. Soft skills aren't generally "all or none." Many people are adequate or even exemplary with some skills yet struggle with others.

How do you develop your Soft skills? Teamwork, leadership, and communication are underpinned by soft skills development. Since each is an essential element for professional and personal success, developing these skills is very important.

It's important to not only recognize the vital role soft skills play within a team but also to encourage their development throughout the organization. The first step in personal development is to recognize and acknowledge the areas in which you need to improve. This can take place through personal reflection and introspection, an evaluation of your business's performance deficiencies, or through feedback from trusted colleagues or friends. You may find that daily journaling regarding your professional interactions and their outcomes is helpful in self-evaluation. After you've gained an awareness of your strengths and weaknesses, create a plan of action for improvement that aligns with and supports your business plan. Consider working with a mentor who can provide feedback and model appropriate skills.

Soft skills for future workplaces

It's important to develop your soft skills as these are unlikely to become automated which means they're expected to become more desirable and soft skills are more difficult to teach so employers will be looking for candidates who already have these skills. Some of them are;

- Adaptability/learnability
- Cognitive flexibility
- Collaboration and coordination
- Communication
- Complex problem-solving ability
- Critical thinking
- Curiosity and creativity
- Customer service orientation
- Emotional intelligence
- Initiative and creative risk taking
- Judgment and decision-making
- Negotiation and People management





Man who paints the sky with his magical strokes.

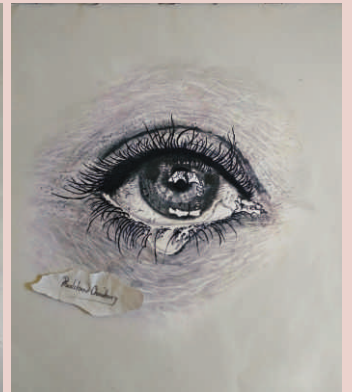
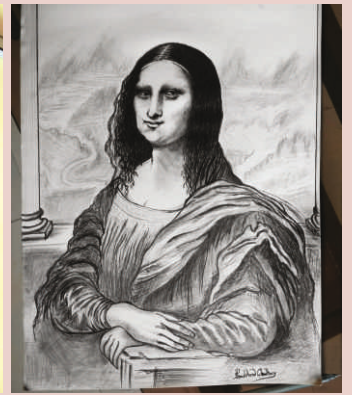
"Find three hobbies you love: One to make you money, one to keep you in shape, and one to be creative."

Phoolchand Sujaram Choudhary I guess have harked to the advice and lives by it. He is a coding genius at one end and masters the art of sketching on the other, bringing alive his imagination on a piece of paper. His sketches are unique as the dimensions he gives to each of his artwork makes them priceless.

Though Phoolchand, shifted to Mumbai when he was a mere teenager he is deeply attached to his roots and loves going back to his home town as often as possible. Right from his childhood, he had an artistic streak within him. Phoolchand not only excelled in making models for his projects but ended up making for his friends too.

The impressionable mind of a young boy was attracted towards the selfless work of Swayam Sevak Sangh and was inspired to join them. An attribute he imbibed in himself and strongly followed since. During his engineering years, his passion got wings and he practised to project 3D in his drawings.

The appreciation fuelled his interest and today it has become a perfect distraction to amuse him. He has a collection of sketches on his Instagram handle and you all can follow him at- Febbyysolanki We wish him all the best and may his hobby ignite all passions to live with creativity as his playground!



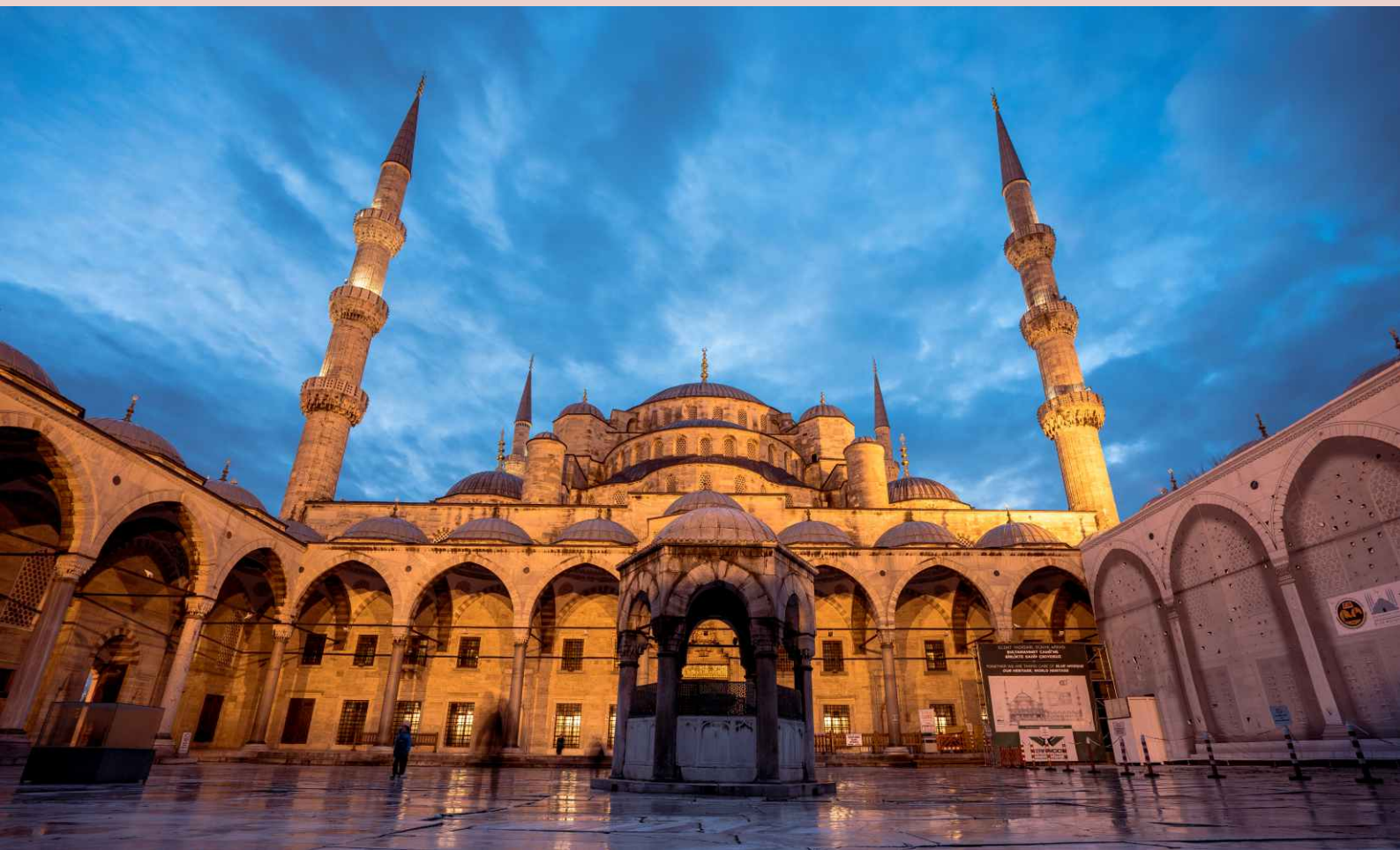
Meet our internal hidden talent, our very own sketch artist- Poolchand Choudhary. A sr. programmer from the GALAXY team, Poolchand is a multifaceted personality. From Coding to keeping fit to creating stunning pieces of art he believes living fiercely with passion.

Istanbul, a city within the two continents.

With one arm reaching out to Asia and the other to Europe, Istanbul is the only city in the world built on two continents. With a long and interesting history to look back, Turkey is an intriguing place to be. İstanbul is Turkey's most developed and largest city, with the latest discoveries indicating that the history of human habitation there goes back some 400,000 years. The purple years of İstanbul may have started in 330 when Emperor Constantine declared the city the capital of his empire – royal purple is the colour of the Byzantine imperial family. Until 1453, when it was conquered by the Ottomans, the city served as the capital of the Byzantine Empire. During the reign of the Byzantines, İstanbul was adorned with a number of great monuments, which made it the most magnificent city in the world, even during the declining years of the empire. Over the next 450 years, the city was adorned with superb Ottoman monuments. In İstanbul mosques, churches and synagogues stood and still stand side by side as the physical evidence of İstanbul and a symbol of tolerance and fraternity of religions.

The cool breeze and the clean beaches are the sights to behold. After becoming a European Capital of Culture in 2010 it has developed its contemporary cultural offer, with new museums including the Hilye-i Şerif and Prayer Beads Museum. The culture of Turkey is heavily diverse as it is a mix of Oriental and Western influences. Turkey is as an upper-middle income country; İstanbul is considered a newly industrialised city. It's a city rushing towards modernisation yet holding on to its traditional self.

The Turkish are highly emotional people and don't shy away from showing it too. Some 95 per cent of people prefers to have dinner with their families at home, indicating that family is still the most important element of Turkish society, despite changing lifestyles. Individualism is extremely low in Turkey, and the family is the main focus of life. The cuisine of Turkey has continued to evolve over centuries, deriving influence from its rich history of lands. The Turkish tea, coffee and Baklavas are famous world over. Bridging Asia and Europe both physically and culturally İstanbul is a city of fascinating contrasts and picturesque. A walk downtown promises unforgettable sights and a photo camera seems mandatory. The most significant ones that cannot be missed are, The Grand Bazaar in İstanbul, it's one of the largest and oldest covered markets in the world, with 61 covered streets and over 3,000 shops which attract between 250,000 and 400,000 visitors daily and Hagia Sophia is a former Greek Orthodox patriarchal basilica (church), later an imperial mosque, and now a museum are foremost in must visit list.



Some etiquettes to keep in mind while visiting Turkey.

- Before eating the food in Turkey its common for the chef and others at the table to wish each other 'afiyet olsun', which is essentially the same as saying Bon apatite. As a compliment to the chef, the diners at the table will also say 'elinize saglik', which literally means 'health to your hands' but is interpreted as a sign of endearment or 'very delicious, well done'.
- Finally, before drinking, everyone will shout 'serefe', meaning cheers! Turks are zealous hand shakers, so be prepared for enthusiastic greetings. Remember to offer the right hand only, as the left hand is considered unclean.
- Maintain direct eye contact when you can, as this is what is often expected and appreciated. There may be cases when women will avoid having direct eye contact with men.
- In business conversations, a little small talk is usually expected and appreciated before going into the issues at hand.
- To decline an offer, people often just put their hand onto their heart.
- When visiting homes, removing your shoes are commonly expected. When you sit down and cross your legs by putting your ankle of one leg on the knee of the other, make sure that the bottom of your foot is not pointing towards another person.
- Observant Muslims cannot eat, drink, or smoke between sunrise and sunset during Ramadan. Refrain from eating, drinking or smoking on the street out of respect, certainly in conservative areas such as Fatih.





Employee of the month



Holi celebrations



Women's day celebrations



Kale's Got Talent



CONGRATULATIONS AND JUBILATIONS !!

As you embark on a new chapter of your life, Kale family joins in wishing you happiness to keep you warm through every phase of your life.



Chetan with his Betrothed



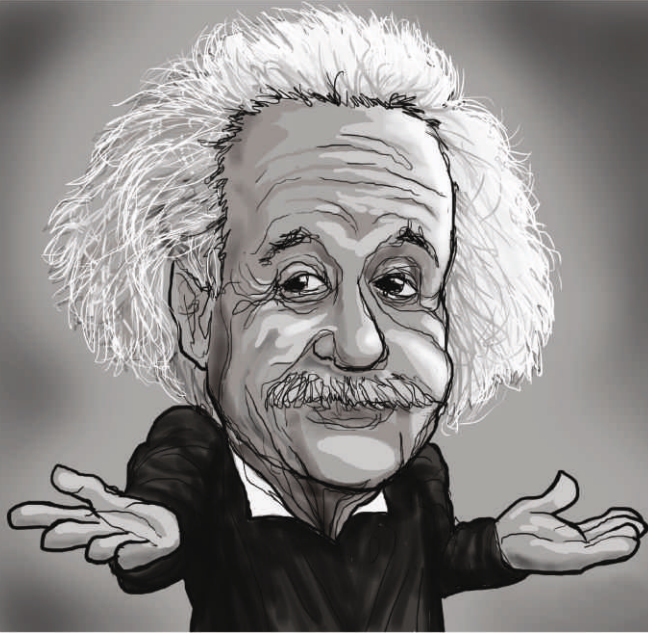
Sani with his betterhalf



A moment of great pride for Kale Logistics Solutions as team CORVI got an appreciation mail from our esteemed client- Balmer Lawrie for their exceptional support and coordination during exigency. The team comprised of Sanjaykumar Maurya, Dipesh Pansuriya, Hemangi Prajapati, Dnyaneshwar Bagul, Vinod Kadam, Vinod Vishe, Pavan Kumar Pandey, Neelkanth Jadhav. Lead by Nitin Master and Rupesh Sidpara.

The launch of our corporate showreel is a great achievement for us as we had been planning for this for a while. This short video gives an overview of Kale Logistics Solutions portfolio and a good introduction to the outside world.

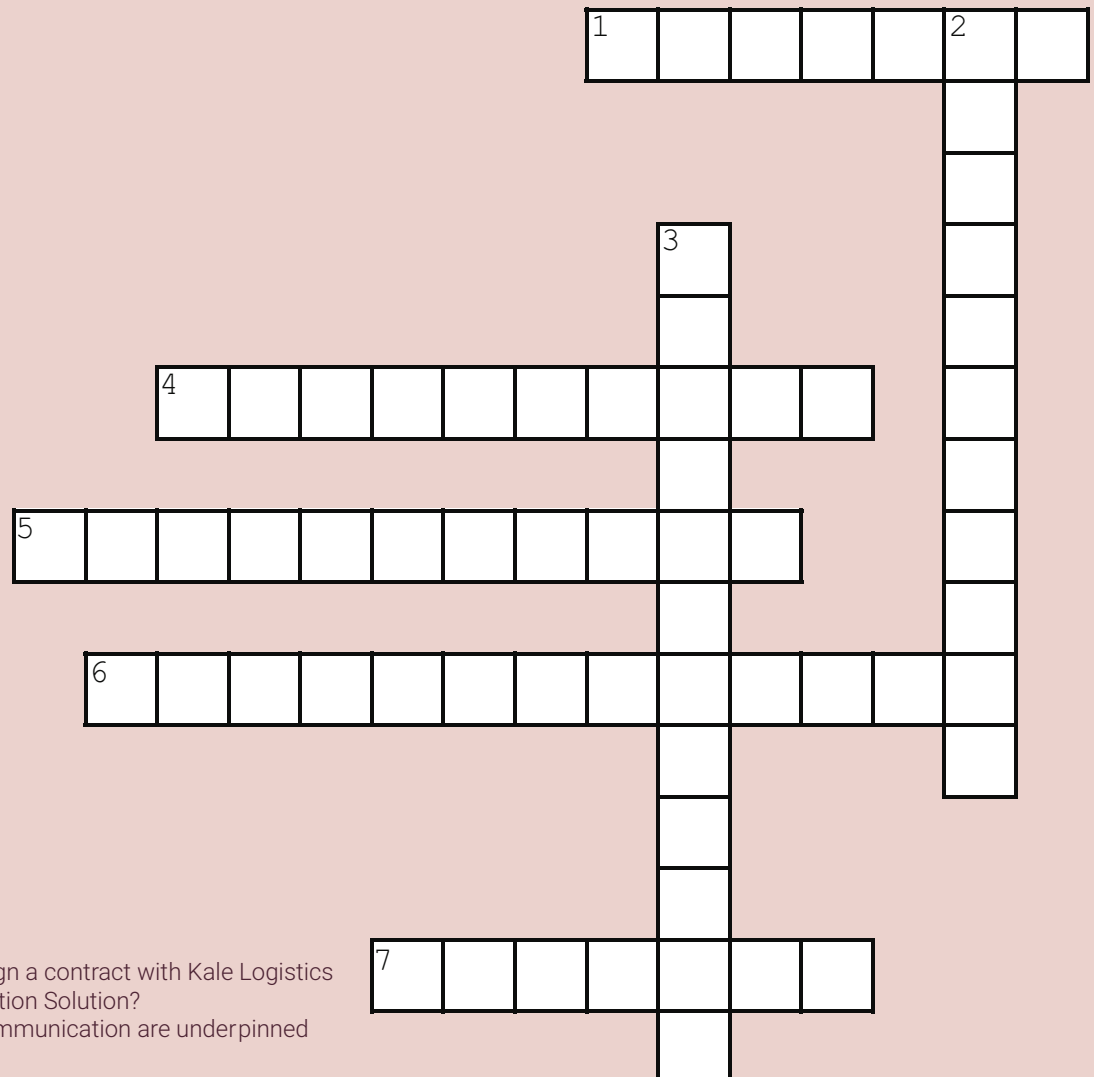
The marketing team has been busy looking for ways to be more visible. In a bid to go global we have shifted to another domain and web presence to .com. The look that resonates our brand is fresh in its approach and easy to access information in a responsive form.



Read this GO issue to know the answers to the below crossword below.

So hurry and email a completed crossword to: renuka.malhotra@kalelogistics.com or put it in the marketing drop box with your name and your team's name.

Winner of previous issue - Shahbaaz Khan, Testing Team



Across

1. Which is the first country to sign a contract with Kale Logistics Solutions for the Trade Facilitation Solution?
4. Teamwork, leadership, and communication are underpinned by which skill development?
5. Who is Pryaranjan Heer's greatest inspiration?
6. What is the name of Phoolchand Choudhary's Instagram handle?
7. On which core value is this month's edition of Go magazine build and designed around?

Down

2. Which museum of Istanbul has a history of being a church and a mosque at different eras?
3. Which of our client has applauded our efforts recently?

Passion

Innovation

**Domain &
Industry
expertise**

**Customer
Empathy**

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