

REAL-TIME AND MULTIMODAL TRANSPORTATION VISIBILITY

Die Transportlogistik als entscheidender Faktor
einer nachhaltigen Digitalisierungsstrategie

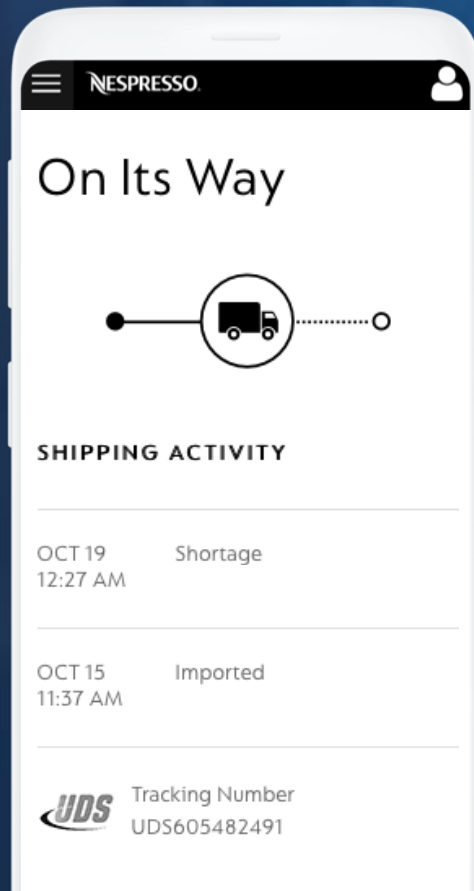
Rüdiger Hussong (shippeo CE)

SHIPPEO

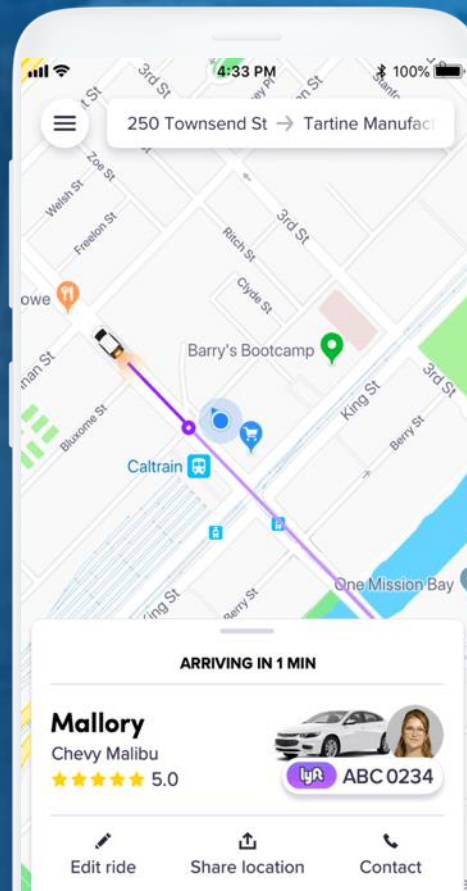


JUST LIKE **B2C CONSUMERS**, **B2B CUSTOMERS** ALSO WANT BETTER SERVICE AND TRANSPARENCY FOR DELIVERIES

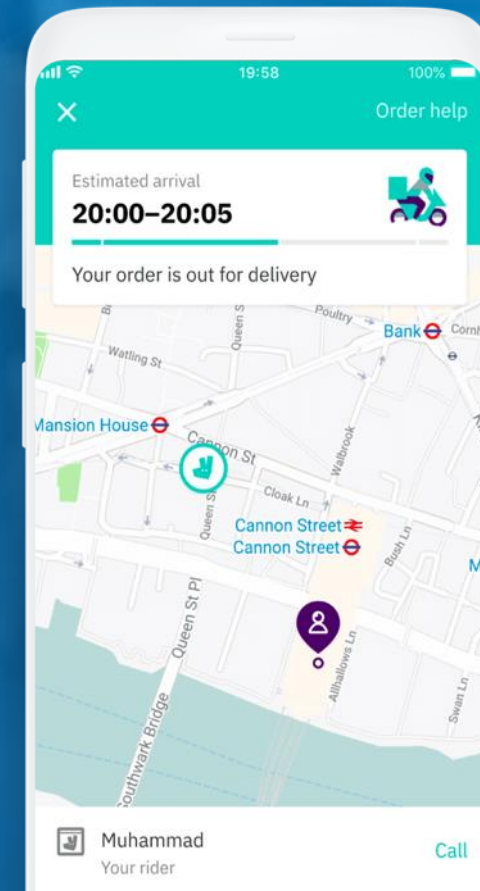
E-commerce



Urban mobility



Food delivery



Pioneers of the RTTV market for more than 7 years

- 210 full-time employees across 8 offices
- 50% of the team dedicated to R&D
- Operations team speaks 25 languages
- Strong project management expertise with more than 100 RTTV projects successfully deployed

The most recommended RTTV platform in the world

Highest customer recommendation rate in the RTTV

market on



Gartner
peerinsights™

850 CONNECTED SYSTEMS

TELEMATICS, TMS, WMS and ERP

TRACKING IN

75 COUNTRIES



NORTH AMERICA
LATIN AMERICA
EMEA
APAC

25 MILLION SHIPMENTS

TRACKED PER YEAR

140,000 CARRIERS

IN OUR NETWORK

Suppliers

Origin carrier

Freight forwarding

Importer security filing

Port of loading

International carriage

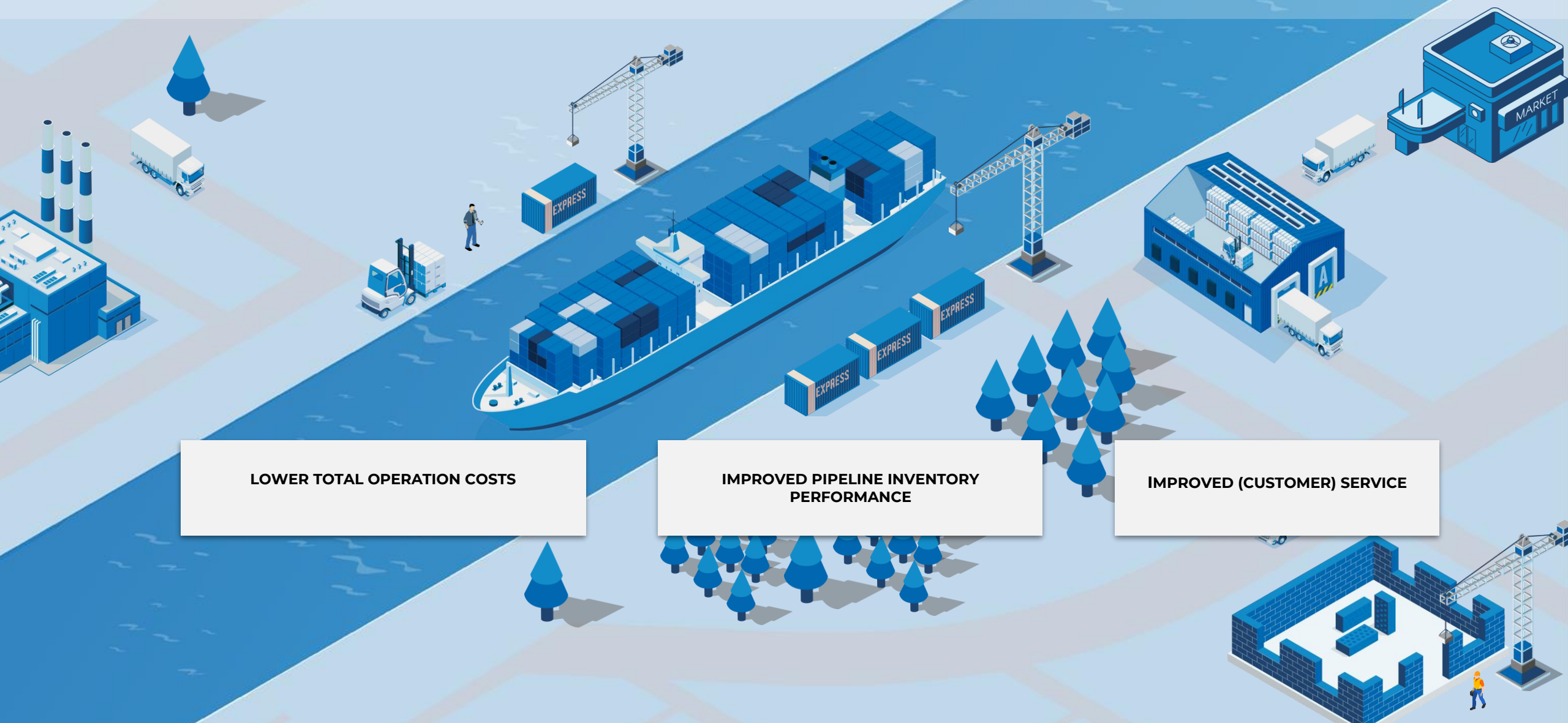
Port of discharge

Inland transportation

Compliance brokerage

Destination carrier

DC or end client



LOWER TOTAL OPERATION COSTS

IMPROVED PIPELINE INVENTORY PERFORMANCE

IMPROVED (CUSTOMER) SERVICE

Suppliers

Origin carrier

Freight forwarding

Importer security filing

Port of loading

International carriage

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Destination carrier

DC or end client



FTL - INBOUND
Real-time Visibility x Manufacturing Operation Management

- **Project:** 200,000 deliveries per year and 180 carriers
- **Challenge:** High penalties for unanticipated late deliveries.
- **ROI:** 15% reduction of workload of transportation teams reduced + €0.5m savings on urgent deliveries

Suppliers

Origin carrier

Freight forwarding

Importer security filing

Port of loading

International carriage

Port of discharge

Inland transportation

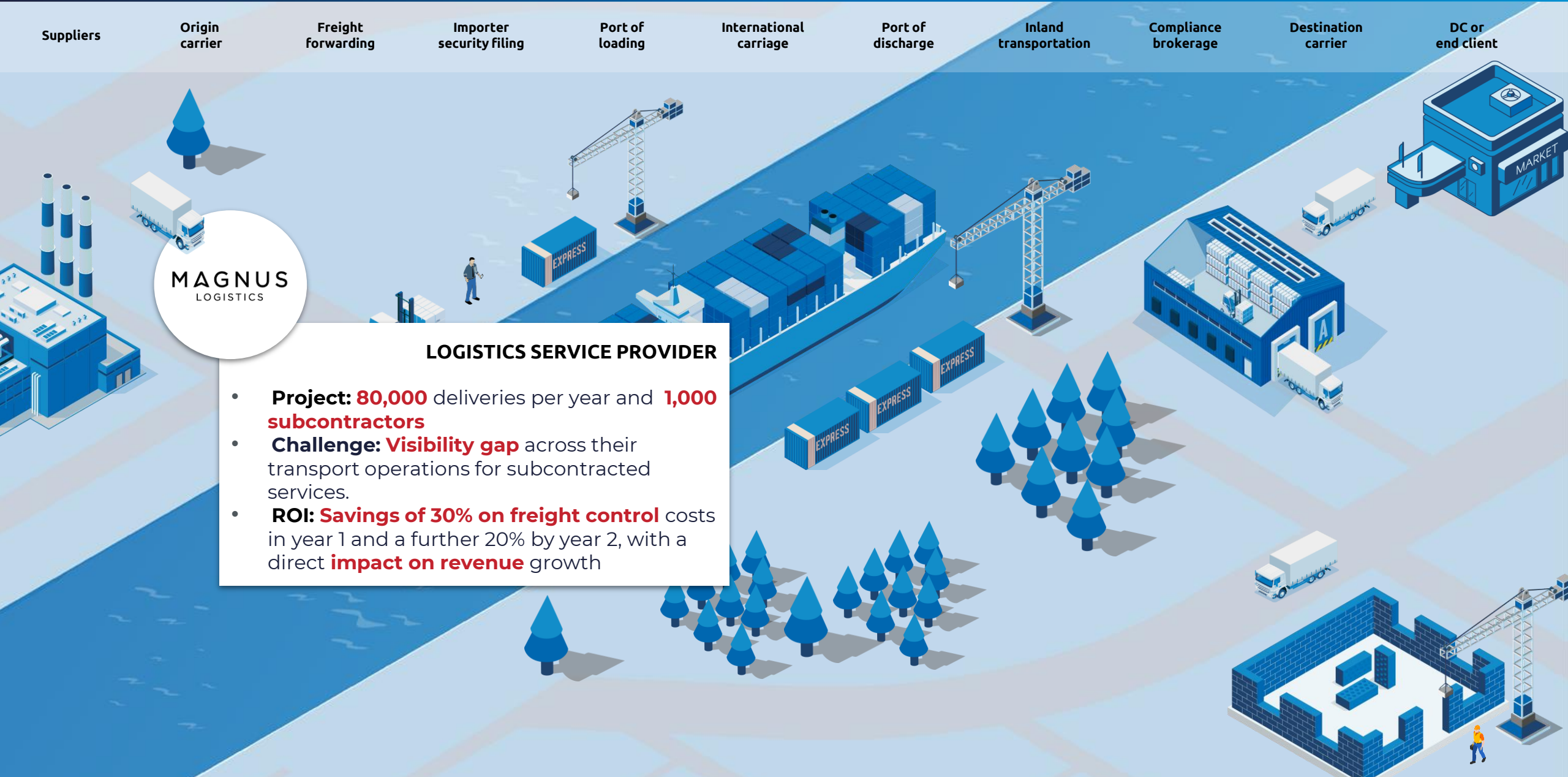
Compliance brokerage

Destination carrier

DC or end client

LOGISTICS SERVICE PROVIDER

- **Project:** 80,000 deliveries per year and 1,000 subcontractors
- **Challenge:** Visibility gap across their transport operations for subcontracted services.
- **ROI:** Savings of 30% on freight control costs in year 1 and a further 20% by year 2, with a direct impact on revenue growth



Suppliers

Origin carrier

Freight forwarding

Importer security filing

Port of loading

International carriage

Port of discharge

Inland transportation

Compliance brokerage

Destination carrier

DC or end client



MULTIMODAL
Real-Time Visibility x Supply Chain Operations & e-Commerce

- **Project:** 10,000 containers and 25,000 truck deliveries and 1,650 stores
- **Challenge:** Manual work to retrieve information of shipments' location from multiple carriers and systems.
- **ROI:** Increased supply chain team productivity and potential transportation cost saving of €4.6m

Suppliers

Origin carrier

Freight forwarding

Importer security filing

Port of loading

International carriage

Port of discharge

Inland transportation

Compliance brokerage

Destination carrier

DC or end client



INBOUND/ OUTBOUND
Real-Time Visibility x Warehouse Operations

- **Project:** 850 stores, 250 carriers and 90% of franchised stores
- **Challenge:** Short turnaround time between inbound and outbound shipments, coupled with the high volume of stock moving, increase the risk of products missing a transfer, resulting in **empty shelves**.
- **ROI:** Improved operations in distribution centers to **synchronize inbound and outbound** transport.

Suppliers

Origin carrier

Freight forwarding

Importer security filing

Port of loading

International carriage

Port of discharge

Inland transportation

Compliance brokerage

Destination carrier

DC or end client



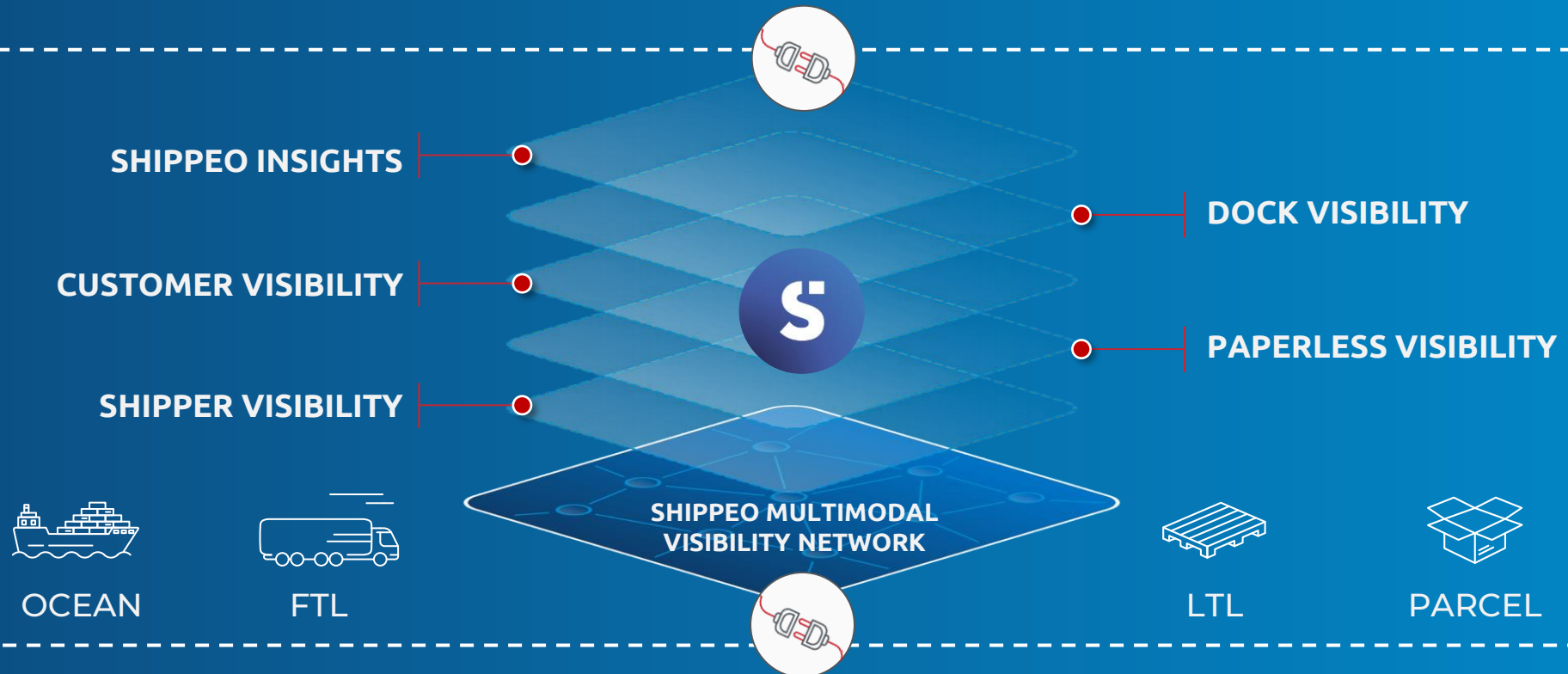
OUTBOUND
Real-Time Visibility x Customer Service

- **Project:** 16,000 deliveries a year and 104 plants
- **Challenge:** Highly competitive market with commoditized product makes innovations in customer service critically important.
- **ROI:** reduce customer inquiries and delivery delays by improving on-time delivery.

Prysmian Group

SHIPPERS

Real-time integration to the leading ERP and TMS (Transport Management Systems) providers



CARRIER'S

Real-time integration to 850+ tracking systems covering 140 000+ carriers: TMS, telematics, truck OEM, mobile apps, API, EDI, AIS

1

Collect and Connect

Join the largest carrier and shipper network via a single point of integration to all data sources

What's coming next?

ePOD INCUBATION

Digitalize proofs of delivery while complying with all regulations.

Returnable Packaging INCUBATION

Get visibility on your packaging.

2

Analyze and Predict

Leverage machine learning to anticipate problems and proactively improve operations

What's coming next?

Micro-geofencing INCUBATION

Get more granular real-time data on your logistics site operations.

Sustainability Insights ROADMAP

Advanced analytics and reporting on CO₂ emissions.

3

Automate

Leverage network and AI to increase automation and collaboration across the supply chain

What's coming next?

Collaborative Workflows INCUBATION

Resolve live supply chain incidents by synchronizing multiple stakeholders.

Extra-cost Visibility INCUBATION

Automate transport cost management until pre-invoicing.

Dock Visibility Automation ROADMAP

Dynamic change of slot bookings based on real-time ETA.



Shippeo is recognized by Gartner as a vendor that **values customer feedback** and uses it to drive product development.



Shippeo commits to onboard **90% of your carriers within 30 days** of the formal and complete connection request received.



Shippeo commits to track **80% of all road FTL transport** and **90% of all other modes of transport** received from your system.



Shippeo commits to compute ETAs on the platform and alert users in case delays are detected, with an **80% accuracy up to 12 hours prior to delivery**.



We're **committed** to your project's success and you **get credit** if we don't deliver.



Servers and IT subcontractors **100% hosted in Europe.**



Data Privacy Agreement between all parties.



No data is sold to third parties. Carriers remain sole owners of their data.



Carrier GPS data **tracked only when necessary** and is pushed to Shippeo's API with **access control.**



Shippeo commits **not to develop marketplace or freight forwarding** activities.



Global and multimodal network on a single platform

Global deployments
in **75** countries

All **modes** on a
unified user interface

98% carrier onboarding
satisfaction rate

The most sophisticated platform on the market

500+ features
to cover all local use cases

50% of carriers' integrations
contain GPS data and 30+ events

100% GDPR
compliant platform

Risk-free deployments with the best SLAs

90% of carrier
onboardings under 30 days

80% ETA accuracy
12 hours before delivery

80 to 90%
tracking compliance
commitment



Highest customer recommendation rate in the RTTV market on



Gartner
peerinsights™

SHIPPEO

VISIBILITY NOW !

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THE BEST OF TRANSPORTATION VISIBILITY WITH TOP EXPERTS & INDUSTRY LEADERS

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THANK YOU!

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