



ENABLING DIGITAL SUPPLY CHAIN ECOSYSTEMS



DUCATI: Zielerreichung durch Digitalisierung

Effektive, effiziente und innovative Logistikprozesse



Martin Gebel
Sales Country Manager
TESISQUARE®



HOW TO DRIVE AND WIN SUPPLY CHAIN CHALLENGES?

TESISQUARE AUF EINEN BLICK

Wir helfen Unternehmen digitale Ökosysteme für das Lieferkettenmanagement zu generieren

Warum TESISQUARE

30

Jahre Erfahrung

Haben uns das Know-how gegeben, um ein vielseitiges und modulares Produkt anzubieten

1

Plattform

Um Ihre gesamte Lieferkette mit einer einzigen Lösung zu verwalten

24/7

Kundenorientiert

Tag und Nacht an Ihrer Seite/
Unterstützung bei der
Plattformverwaltung

+600

Mitarbeiter

Fachliche Kompetenz,
Teamwork und
Gegenseitige
Unterstützung

Unsere NIEDERLASSUNGEN

Cuneo, IT - Via Savigliano 48, 12062 Roreto di Cherasco

Milan, New York, Amsterdam, Paris, Madrid, Düsseldorf,
Chemnitz, Köln, Tirana, Turin, Rome, Padua, Genoa, Bologna,
Naples

AKTIV in folgenden Branchen

- Handel
- Produktion
- Automotive
- Chemie & Pharma
- Elektronik
- Lebensmittel und Getränke
- Luxury & Fashion

Plattform SUITEN



TESI Control Tower



TESI SRM



TESI TMS



TESI Sales Management



TESI Extended Integration



SAP Business Solution

Top-Kunden REFERENZEN

amplifon

CONAD

coop
Alleanza 3.0

DUCATI

LAVAZZA
TORINO, ITALIA, 1895

TOD'S

TESISQUARE® IM GARTNER® MAGIC QUADRANT FÜR TRANSPORT MANAGEMENTSYSTEME 2025^{*}

¹ Gartner "Magic Quadrant for Transportation Management Systems", Brock Johns, Oscar Sanchez Duran, Carly West, Manav Jain – 25 March 2025.

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ANALISTEN ANERKENNUNG

TESISQUARE® named
in the 2024 **Gartner®**
Market Guide
for Multienterprise
Collaboration Networks^{2,*}

TESISQUARE® named
in the 2025 **Gartner®**
Magic Quadrant
for Transportation
Management Systems^{1,*}

TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Multi-Enterprise Supply
Chain Business Networks
(MESCBN), 2024

TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Transportation
Management
System (TMS), 2023

¹ Gartner "Magic Quadrant for Transportation Management Systems", Brock Johns, Oscar Sanchez Duran, Carly West, Manav Jain – 25 March 2025.

² Gartner "Market Guide for Multienterprise Collaboration Networks*", Christian Titze, Brock Johns, Nathan Lease - 10 December 2024.

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TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Supplier
Relationship & Risk,
2025

TESISQUARE® recognized
as a Technology Leader in
QKS Group' SPARK Matrix™
for Supply Chain
Control Tower (SSCT),
2024



TESISQUARE PLATFORM

KOMPLETTES ANGEBOT FÜR EIN DIGITALES UND KOLLABORATIVES SUPPLY-CHAIN-ÖKOSYSTEM

CONTROL TOWER

RISK

SUSTAINABILITY

GEOTRENDS

NATURAL LANGUAGE

ANALYSE

UPSTREAM



DOWNSTREAM



SRM

SOURCING	PROCUREMENT	REPLENISHMENT	EXECUTION
ITEM MANAGEMENT	PRICE LIST & CATALOGUE	FORECAST & DELIVERY SCHEDULE	ORDER MANAGEMENT
ONE-SHOT BID MANAGEMENT	SCHEDULE AGREEMENT	COLLABORATIVE INVENTORY & STOCK COUNT VISIBILITY	WORK ORDER MANAGEMENT
MULTI-ROUND BID MANAGEMENT	LONG-TERM DECLARATION	CONSIGNMENT STOCK	INBOUND MANAGEMENT
AUDIT & NON-COMPLIANCE	PR & PO		INVOICE MANAGEMENT
			QUALITY CHECK

MAKE

PRODUCT TRACE
PRODUCT TRACEABILITY
BATCH MANAGEMENT
PRODUCT GENEALOGY

TMS

PLANNING	COLLABORATION	EXECUTION	COSTING
TRANSPORT PLANNING	CARRIER PORTAL ENGAGEMENT	TRACK & TRACE VISIBILITY	PRICE LIST RATE & SETTLEMENT
OPTIMAL CARRIER	REQUEST FOR QUOTATION	PALLET MANAGEMENT	RATE SIMULATION
ROUTE OPTIMIZATION	SLOT BOOKING	CLAIMS MANAGEMENT	TENDER
LOAD OPTIMIZATION	YARD MANAGEMENT	REAL-TIME VISIBILITY	
NETWORK MODEL MAP	OMNI COURIER	GREEN & SUSTAINABILITY	

SALES

SALES OPERATIONS	STORE MANAGEMENT	CONSUMER ENGAGEMENT
COLLABORATIVE REPLENISHMENT	BACK OFFICE OMNICHANNEL MOBILE	REMOTE SELLING
DEPLOYMENT	FRONT OFFICE	BRAND PROTECTION
ORDER & PA ORDER MANAGEMENT	POS OPERATIONS	PRODUCT TRANSPARENCY
DELIVERY NOTE	CHANNEL TRACEABILITY & CHECK	CATALOGUE ESG ENRICHMENT
INVOICE MANAGEMENT	AI-SUPPORTED PRICE & STOCK MANAGEMENT	

CROSS MODULES

VENDOR MANAGEMENT (PRE-FEED – RISK MANAGEMENT – PERFORMANCES)

AI-DRIVEN CONTRACT MANAGEMENT

DIGITAL DELIVERY (e-CMR/e-CUSTOMS/eFTI)

END-TO-END TRACEABILITY AND DIGITAL PRODUCT PASSPORT

DUCATI ERFOLGSSTORY



DUCATI AUF EINEN BLICK

92

Länder
Abdeckung

800

Händler

3

Fabriken

700

Lieferanten

>10.000

Model
Multistrada V4
ausgeliefert

300

Lieferpläne
/ Tage

2.500

Fahrzeuge
nachverfolgt / Tage

54.495

Motorräder in 2024
ausgeliefert*

ANHALTENDE KRISEN SEIT ANFANG 2020:

- **COVID** Ausbruch
- **Halbleiter** Engpässe
- **Rohmaterial** Engpässe
- **Transport** Engpässe
- Dramatisch steigende **Fracht Raten**
- **Suez** Blockade
- **Brexit**
- **Zölle**

Nuovi fermi produttivi globali per la crisi dei semiconduttori

La mancanza di semiconduttori rallenta la produzione di veicoli

23 marzo 2021

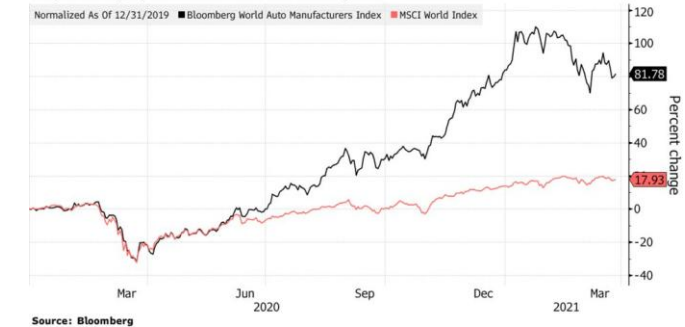


Inchieste

Riprende il traffico merci, ma i costi di spedizione sono a livelli record

Gli scambi sono tornati a correre nonostante il Covid, ma c'è allarme per il forte rincaro dei trasporti via mare. Usa e Cina – per una volta schierate sullo stesso fronte – puntano il dito contro gli armatori

Inchiesta di Sissi Bellomo

Faltering Rally
Chip shortage puts brakes on auto stock gains

DUCATIS DIGITALE INNOVATIONS ROADMAP

VISION



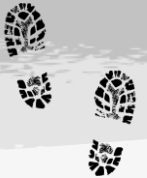
«Die **richtigen Daten**, zur **richtigen Zeit**, in der **richtigen Art und Weise** für die **richtige Person**, so dass **bestmögliche Entscheidungen** getroffen werden können».

STRATEGIE

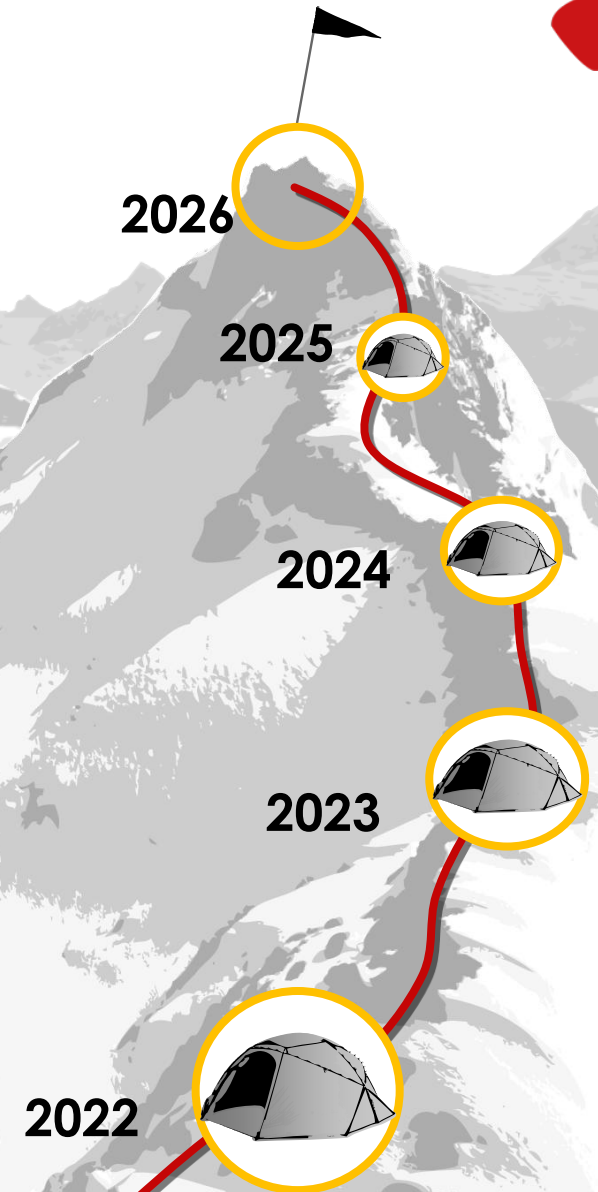


PLANUNG, DESIGN, AUSFÜHRUNG und **MESSUNG** der Prozessfortschritte, mit dem Verständnis, dass Technologie und **Digitalisierung das Logistik-Ökosystem verbessern** können

MISSION



Zielerreichung durch einen **SMARTEN** Weg, gekennzeichnet durch klare, **effektive, effiziente und innovative Logistikprozesse**





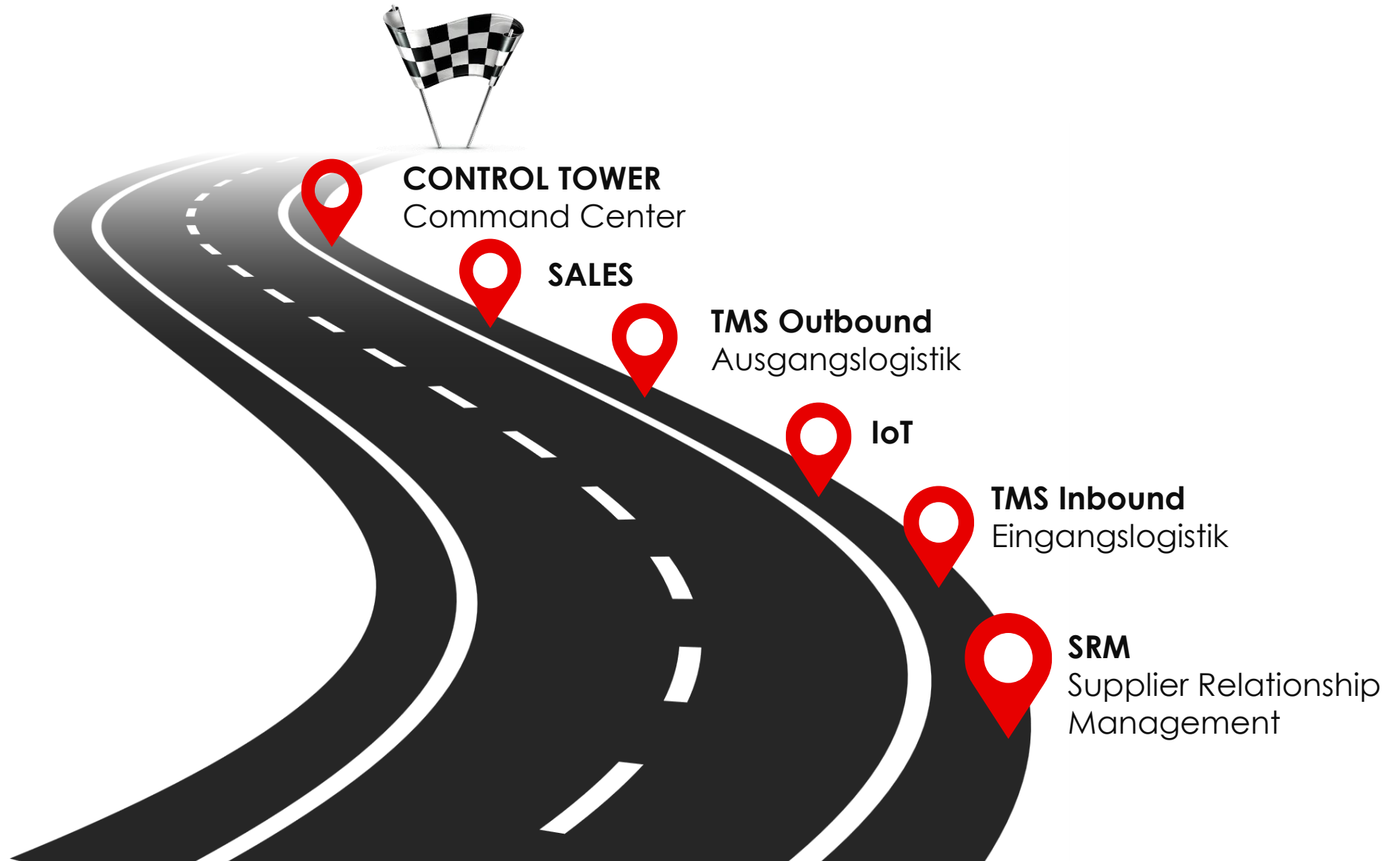
DUCATI WÄHLT TESISQUARE® FÜR DIE E2E DIGITALISIERUNG DER SUPPLY CHAIN

“ Wir wollten Lösungen und Technologien finden, um die digitale Transformation von DUCATI Logistik zu beschleunigen. **Die Zusammenarbeit mit TESISQUARE® ermöglicht uns eine bessere Kontrolle über die Lieferkette, da alle für die Beschaffung und die allgemeine Betriebslogistik erforderlichen Daten in einem einzigen Portal zusammengefasst sind.** Wir verfolgen unsere Komponenten vom Lieferanten bis zu ihrer Ankunft und Verladung in unserem Lager. Die neuesten Entwicklungen sind kundenorientierter und ermöglichen die Verfolgung unseres Fertigproduktlagers und ausgehender Lieferungen. Erwähnenswert ist auch die Unterstützung von TESISQUARE® bei der Bewältigung von Außenhandelsfragen, die angesichts der aktuellen internationalen Lage zunehmend komplexer werden.

Filippo Roncoroni,
Logistik Direktor der Ducati Motor Holding.



DER WEG ZUR DIGITALISIERUNG



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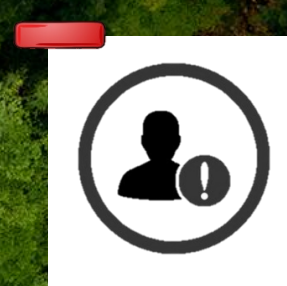
INNOVATION



EFFIZIENZSTEIGERUNG
UND
PROZESSOPTIMIERUNG



KOSTEN
REDUKTION



MENSCHLICHE
FEHLER



VERBESSERTES
TEAM WORK



BESUCHEN SIE
UNSEREN **STAND** UND
GEWINNEN EIN
DUCATI -
MINI MOTORRAD

HALLE 1 / D8

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