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Added value of SMART-CM for the Industry &
adoption parameters:

Technology provider's perspective

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Market Offering Structure

- Similar CSD providers with Visibility applications
- Independent ICT companies developing Logistics Visibility solutions for third parties
- Container/Shipping companies using Supply Chain Methodologies including Visibility



Drivers for applied SaaS models

The common questions that drive these companies (the Market) to develop solutions are:

1. Was my order delivered to my customer?
2. When will my shipment arrive at the distribution center?
3. Were all of the items and quantities shipped that were supposed to ship?

Most solutions are a hosted application service that enables you to proactively monitor the status of all orders and shipments in the supply chain across geographies, transportation modes and logistics providers.



Key Features of existing Logistics systems

- **Tracking for all steps** from the creation of an order to the final delivery including purchase order release, manufacturing work in progress, export processing, ocean freight, import customs processing, warehouse storage, ground freight and proof of delivery
- **Support for both domestic and international freight shipments** within or between North America, Central and South America, Asia Pacific, Europe, Middle East and Africa
- **Shipment tracking** for inbound shipments from suppliers, contract manufacturers and aftermarket service vendors as well as for outbound transportation to external distributors and customers or your own stores and plants
- **Shipment monitoring** across one or many transportation modes including rail, air, ground and ocean freight
- **Aggregation of logistics data** from a wide variety of sources including all transportation carriers, 3PLs, 4PLs, customs brokers, freight forwarders and consolidators





Special Logistic Functionality and Performance analyses

- **Dynamic ETA**—Get timely calculations of estimated arrival time (ETA) by assessing the impact of activities, events and dates over the life of each shipment and order. Calculations constantly update ETA with information as each step in the transportation process occurs.
- **Electronic Proof of Delivery**—Receive automated, electronic verification and confirmation of delivery to help accelerate and lower the cost of customer payment activities.
- **Consolidator Visibility**—See information on inventory at rest at key consolidation locations, including the presentation of orders, items, shipment tracking numbers, ship dates and status (e.g. booked, received, shipped).
- **Transload Visibility**—Achieve end-to-end visibility for multi-modal, multi-carrier shipments. Records for individual segments such as ocean, truck or air are integrated to provide a consolidated view of the entire shipment.
- **Item/SKU Detail**—Capture items on order and shipment records and see details including item number, item code, contract, color, SKU, season and size.
- **Case/Carton Tracking**—Capture details on individual cases or cartons that are often tracked within a given shipment, such as case or carton ID, dimensions, item batch, lot and serial number

- **Supplier Performance**—Monitor supplier manufacturing performance based on receipt-to-promise dates.
- **Carrier Performance**—Evaluate carrier on-time measurements to manage performance and support contract negotiations.
- **Volume and Cost**—Measure volumes and transportation costs by carrier, country of origin and factory location.
- **Transit Times**—Measure transit times by lane to better understand true duration times.
- **Data Timeliness**—Measure the timeliness of information feeds from trading partners to ensure the visibility solution is up-to-date.
- **Data Quality**—Monitor trading partner data quality and prioritize improvement efforts.
- **Container Utilization**—Monitor consolidator container utilization to ensure optimal loading





Additional Key Benefits

- **Comply with 10+2 Regulation**—To enable importers and transportation carriers to comply with the new “10+2” security screening regulations of the United States Department of Homeland Security.
- **Improve customer service** by proactively addressing order and shipment delays with customers as they occur—extending logistics information to customer service representatives, buyers, warehouse managers, customers and other business partners, and reducing manual track-and-trace time.
- **Reduce expediting** requirements with reliable visibility of in-transit inventory.
- **Lower inventory investment** by addressing supply chain issues early to increase velocity and lower safety stock requirements.
- **Reduce costs** by identifying maverick spending, enabling carrier rationalization and generating RFPs quickly.





Technology Providers

The most important companies analyzed are:

- Globaltrak
- CSB-Technologies
- Supply Chain Connect
- Pelyco
- Aeroscout
- E2Open
- GT Naxus
- Cleartrack
- Commerceguard (GE Security)
- Shipnomics
- Smartcommerce
- Horizon Services Group
- Four Soft (4S)
- GXS
- Rainer Koch Kommunikation
- ZOCA
- VisibleLogistics

AND



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