

Make smarter
business decisions

- DIGITAL SOLUTIONS IN FREIGHT TRANSPORTATION



PLANNING - EXECUTION – MONITORING

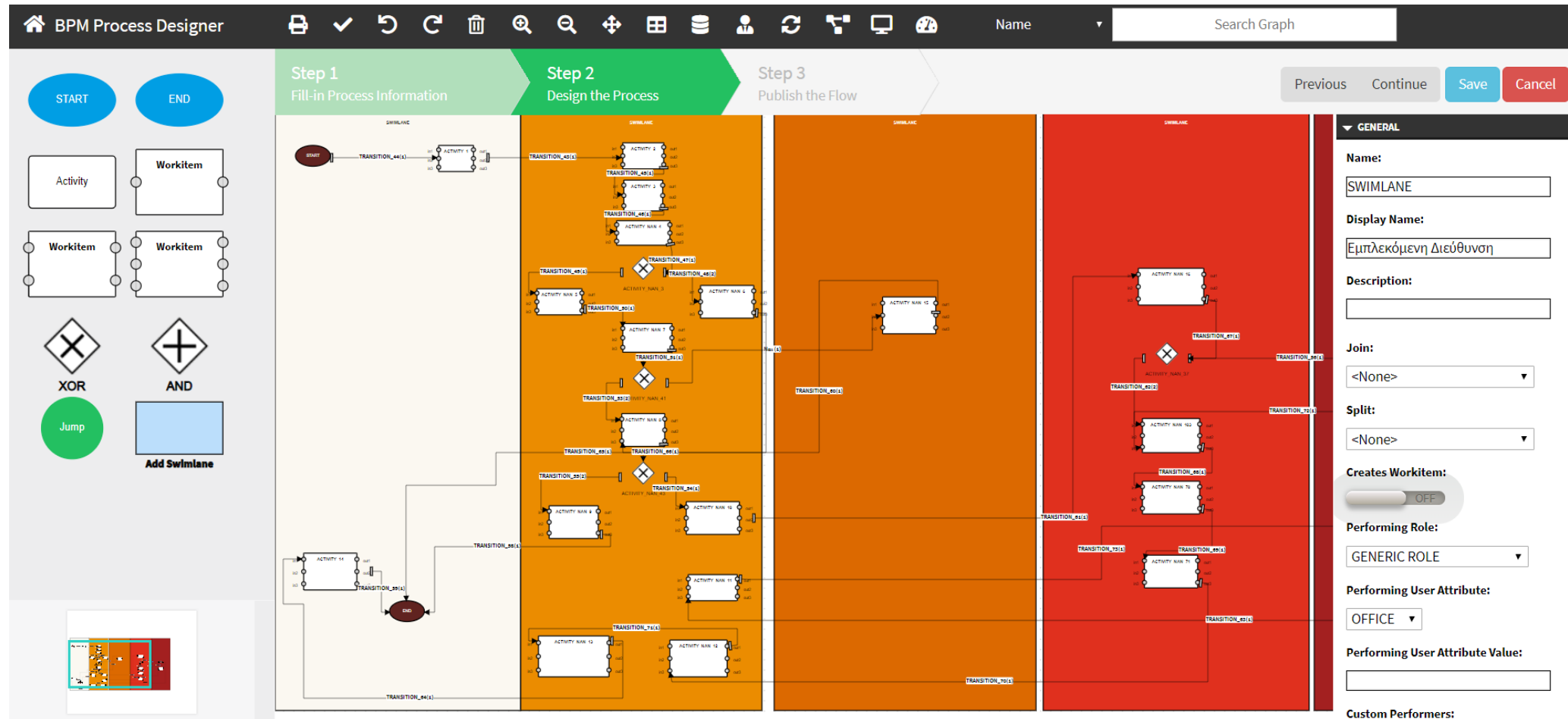
LEARNING – SHARING

**TO GIVE YOUR CUSTOMER A BETTER
SERVICE**

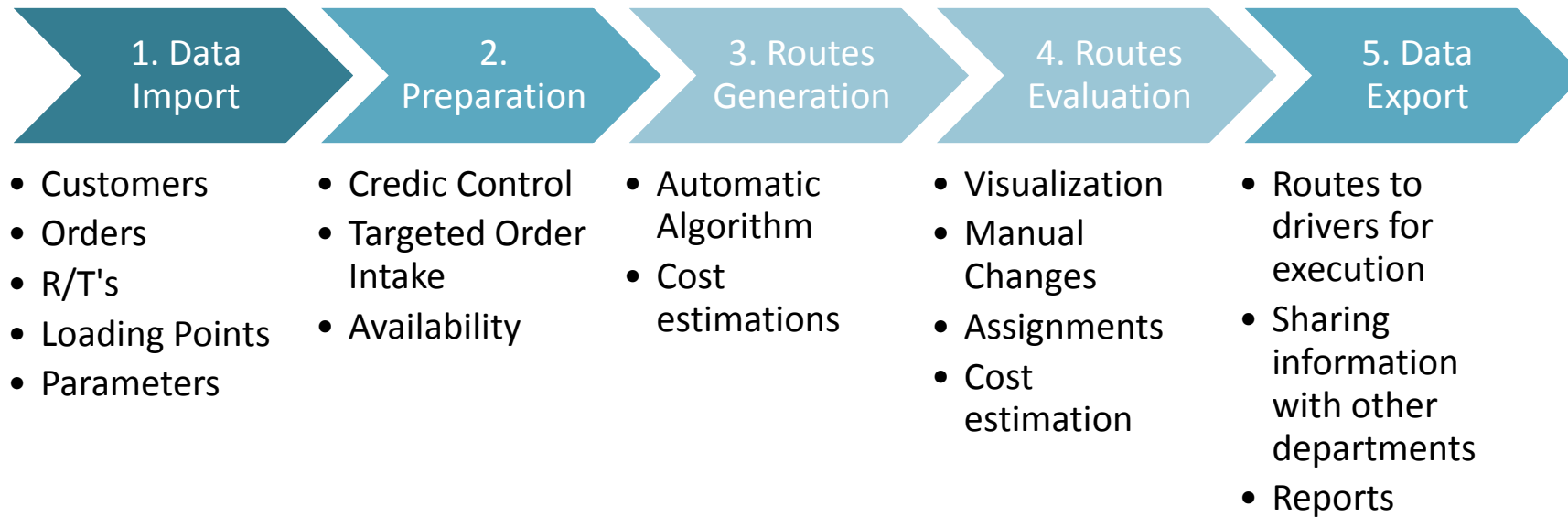


PROCESS DESIGNER

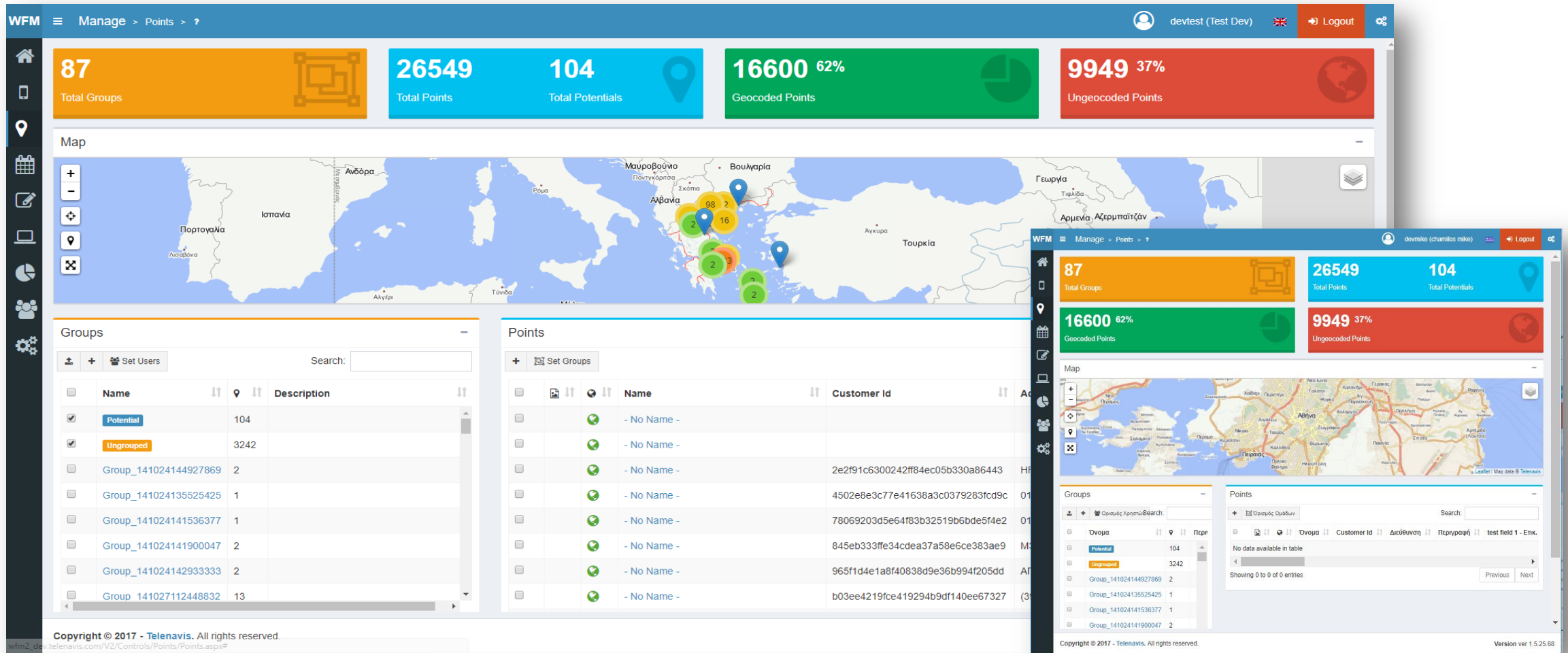
Easy-to-use, drag-and-drop tool that enables you to model & publish your process in 3-steps



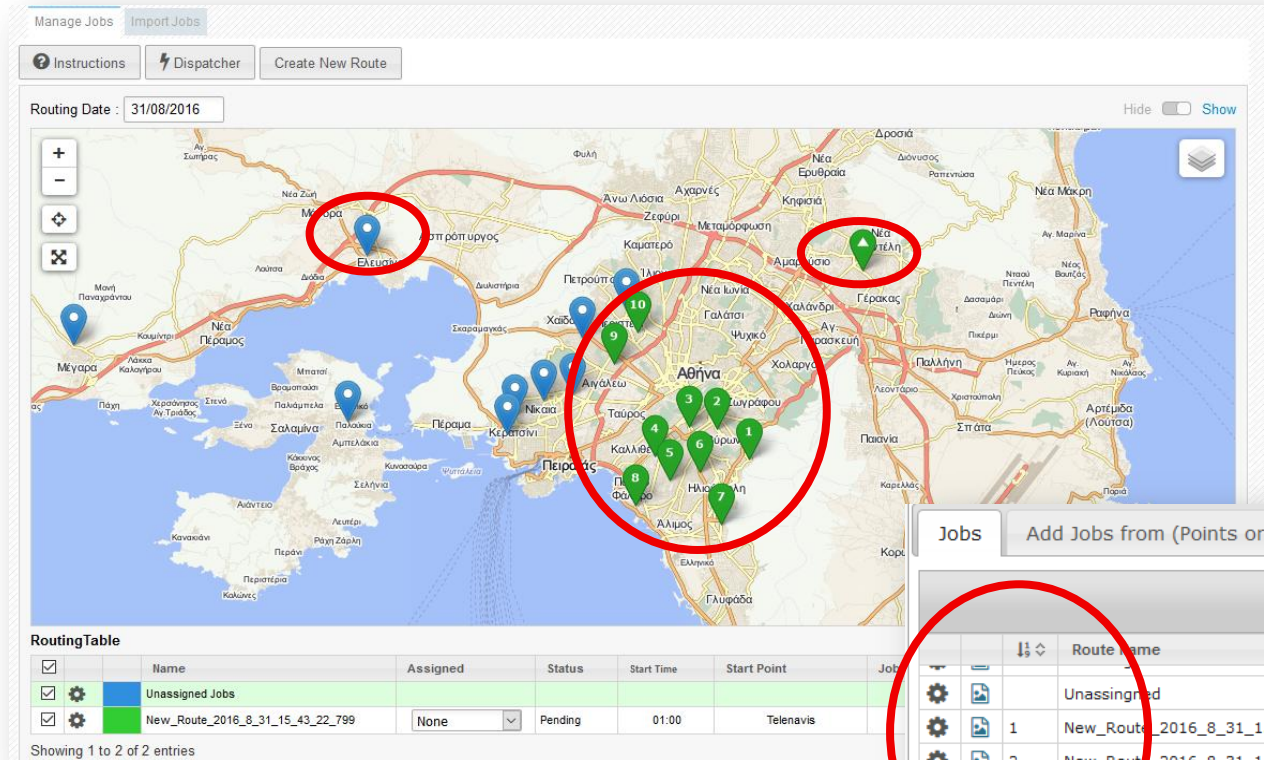
Work Flow Overview



Cloud-Based Collaborative Platform Sharing – Visibility



Planning the Routes with Smart Algorithms



- Optimized Routing & Delivery
- Estimated Time of Arrival
- Estimated Time & Cost of the Route
- Flexibility on Execution

Jobs Add Jobs from (Points or Groups)

| | Route Name | Name |
|-------------------------------------|------------------------------------|------|
| <input checked="" type="checkbox"/> | Unassigned | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 1 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 2 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 3 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 4 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |

Showing 1 to 2 of 2 entries

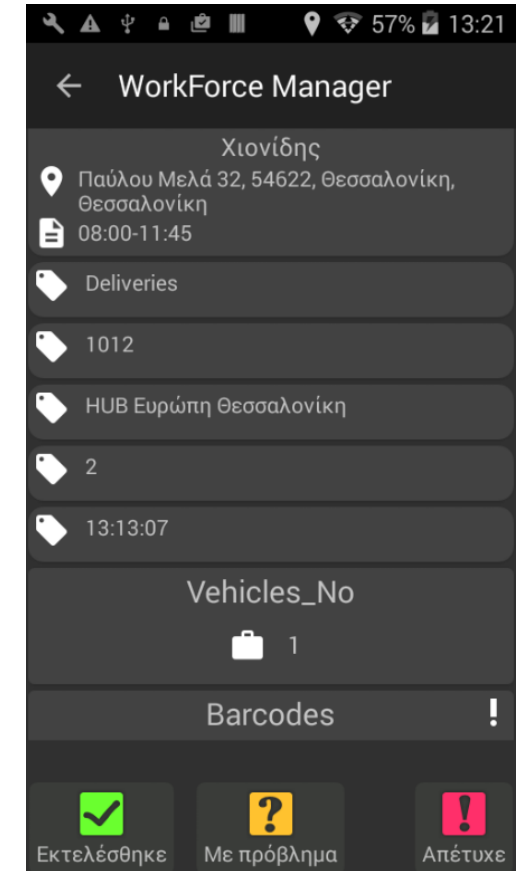
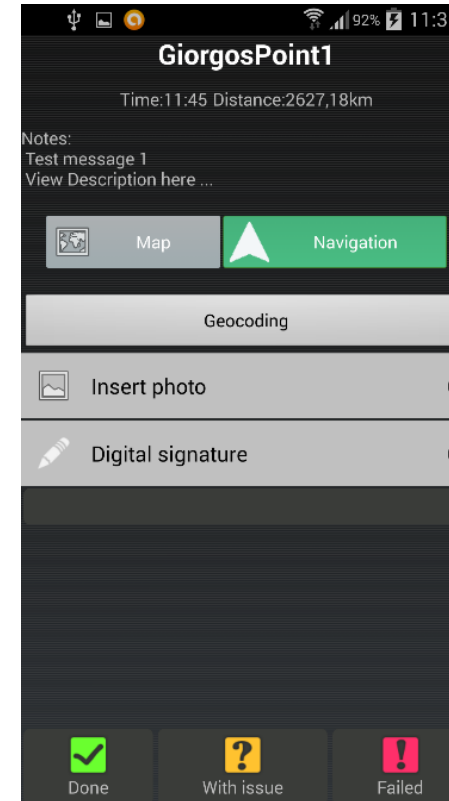
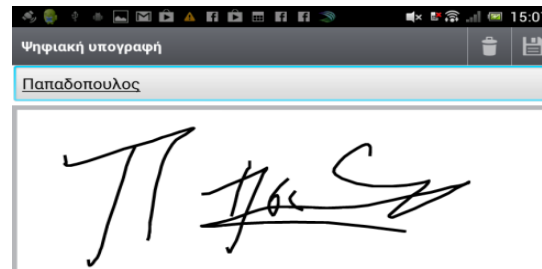
Jobs Add Jobs from (Points or Groups)

| | Route Name | Name |
|-------------------------------------|------------------------------------|------|
| <input checked="" type="checkbox"/> | 1 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 2 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 3 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 4 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 5 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |
| <input checked="" type="checkbox"/> | 6 New_Route_2016_8_31_15_43_22_799 | Α/ΦΑ |

Execution - Empowering the Driver

Track drivers, take Signatures, update Customers, and nail deliveries every time

- **Driving Directions** to each destination
- **Changes during the route**
- **Capturing digital signature**
- **Capturing complains with photos**
- **Document management**
- **Scanning Bar Codes**



Real-time Monitoring

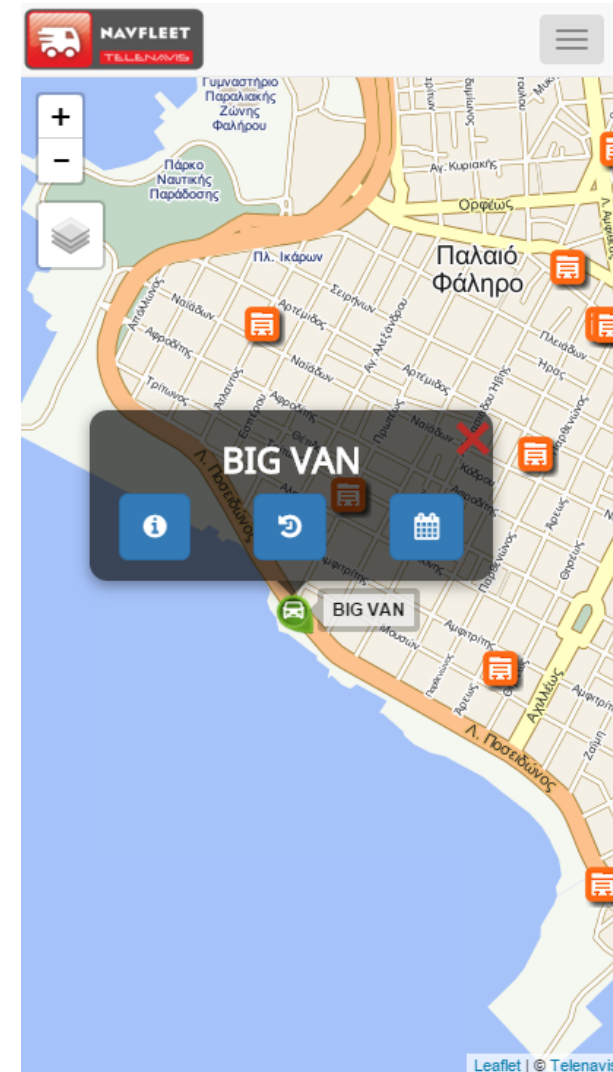
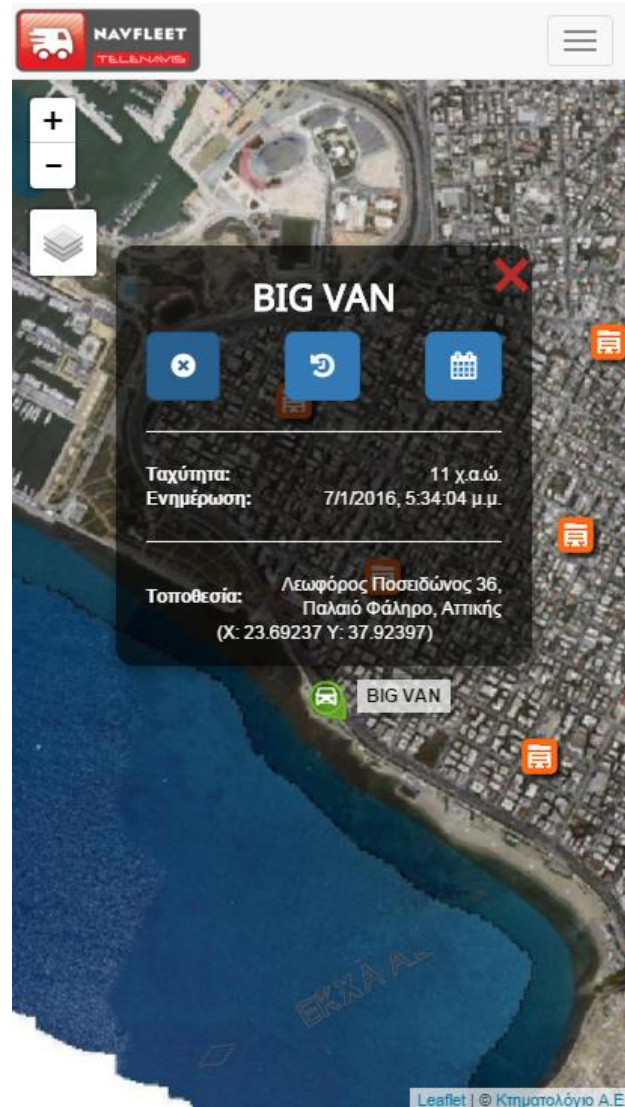
Route optimization to achieve efficiency & better service your customers

The screenshot displays the WFM (Workforce Management) interface, which is used for real-time monitoring of routes and jobs. The interface is divided into several sections:

- Header:** Includes the WFM logo, navigation tabs (Tiles, Monitoring, ?), and user information (TN_Support_test, TN_Support_test, TN_Support_test) with a Logout button.
- Filters:** A sidebar on the left with a search bar and a list of filters including Routing Date (21/09/2017), Sort By (Name), Jobs Sort By (Planned Time), Assigned to Worker (Check All / Check None), Routes (New_Route_2017_9_21_15_45_28_202), Route Status (Started), and Route Jobs Status contains (Served Without Signature).
- Main Content Area:** Displays a grid of route cards. Each card shows the route name, status (Pending, Visited, or Visit not served yet), and details such as the point of view (POV), location, and a calendar icon with a status indicator.
- Modal View:** A detailed view of a route (Demo Route 1) is shown, displaying the route name, status (Pending), user (TN_Support_DevPetrolias), location (AO.35 ZXH 3611), and a calendar icon with a status indicator.

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Real Time monitoring in Mobile Devices (android & ios)



Information Sharing with multiple actors

Map Monitoring Tiles Monitoring

Tile Monitoring

Instructions ⓘ

Routing Date: 02/02/2015 Last Refresh Time: 17:51:28

Routings **Jobs**

Giannis Route
Status: Started
Assigned To: devmakris
Jobs: 86 (72, 7, 4, 3)

New Route_2015_2_23_52_16_748
Status: Pending
Assigned To:
Jobs: 170 (170, 0, 0, 0)

NXA-1599_165694
Status: Pending
Assigned To:
Jobs: 20 (20, 0, 0, 0)

NXA-2726_165702
Status: Pending
Assigned To:
Jobs: 6 (6, 0, 0, 0)

NXA-3270_165752
Status: Started
Assigned To: DevPetrolasProduction
Jobs: 18 (13, 5, 0, 0)

Route A
Status: Pending
Assigned To:
Jobs: 1 (1, 0, 0, 0)

test route christ
Status: Completed
Assigned To: DevPetrolasProduction
Jobs: 2 (0, 2, 0, 0)

Α-Β ΒΑΣΙΛΟΠΟΥΛΟΣ Α.Ε.
Status: Visit is delayed
Actual Time:
Delayed by: More than 1 h
Worker Notes:
Predefined Answers:
Address: Λ.ΒΟΥΛΙΑΓΜΕΝΗΣ
Description:
Notes:
Allowed Times: 00:00 - 00:00
Scheduled Time: 00:00
Tag1:
Tag2:
Tag3:

HOME POINTS JOBS MONITORING REPORTS ADMIN MOBILE APP

Map Monitoring Tiles Monitoring

Map Monitoring

Instructions ⓘ

Routing Date: 02/03/2015 Routing: Last Refresh Time: 17:40:21

Map Monitoring interface showing a map of Athens with various markers and a detailed information panel for a specific location.

ΠΑΡΑΔΟΣΗ ΑΦΟΙΩΝ ΚΑΛΛΙΜΑΝΗΣ Γ.Α.Ε. | 8C38-783
Status: Served without signature
Actual Time: 2015/03/02 11:05
Delay Time: More than an hour!
Worker Notes:
Predefined Answers:
Address: Γ.ΠΑΠΑΝΔΡΕΟΥ 111 ΓΛΥΦΑΔΑ 16561
ΑΘΗΝΑGR
Description:
Notes:
Allowed Times: 07:00 - 16:00
Scheduled Time: 07:00
Tag1: 85-25.1
Tag2:
Tag3: Mandra

Reporting and Big Data Analytics

Business Intelligence with your map!

HOMEPOINTSJOBSMONITORINGREPORTSADMINMOBILE APP

Reports

Instructions

ReportSummary ReportGenerates a Route oriented summary Report, using the given search criteria.

GeneralRoutesPointsJobs

Date from01/02/2015Date to02/03/2015

InitializeShowExcelFirst Column

| Date | User | Route |
|------------|-----------------------|-------------------------|
| 02/02/2015 | devmakris | Giannis Route |
| 02/02/2015 | | New_Route_2015_2_2_2015 |
| 02/02/2015 | | NXA-1599_165694 |
| 02/02/2015 | | NXA-2726_165702 |
| 02/02/2015 | DevPetrolasProduction | NXA-3270_165752 |
| 02/02/2015 | | Route A |
| 02/02/2015 | DevPetrolasProduction | test route christ |
| 03/02/2015 | devmakris | Giannis Route |
| 04/02/2015 | devmakris | Future Route |
| 05/02/2015 | devmakris | Giannis Route 4 Feb 15 |

| Job Name | Job Description | Job Status | Scheduled Time | Actual Time | Descrip |
|----------------------------|---|---------------|----------------|------------------|---------|
| ΣΚΛΑΒΕΝΙΝΗΣ Ι. & Σ. Α.Ε. | 8004345466.ΨΨ 0006844, ΕΠΙ ΕΚΑ Α.Ε. - 0 κιβ. | Not Specified | | | 8004: |
| ΜΕΤΡΟ ΑΕΒΕ (MY MARKET) | 8004348873.ΤΑ Α 0014345, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 4 κιβ. | Not Specified | | | 8004: |
| MEAT FAMILY ΙΚΕ | 8004348874.ΤΑ Α 0014377, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 2 κιβ. | Served | | 02/02/2015 19:39 | 8004: |
| ΠΡΟΜΗΘΕΥΤΙΚΗ ΤΡΟΦΙΜΩΝ Α.Ε. | 8004348888.ΤΑ Α 0014298, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 9 κιβ. | Not Specified | | | 8004: |
| ΠΡΟΜΗΘΕΥΤΙΚΗ ΤΡΟΦΙΜΩΝ Α.Ε. | 8004348890.ΤΑ Α 0014297, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 9 κιβ. | Not Specified | | | 8004: |
| ΜΑΡΙΝΟΠΟΥΛΟΣ Α. Ε. (021) | 8004348891.ΤΑ Α 0014333, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 7 κιβ. | Served | | 02/02/2015 19:39 | 8004: |
| | ΤΑ Α 0014332, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 4 κιβ. | Served | | 02/02/2015 19:39 | 8004: |
| | Ι 5896, ΠΑΣΣΙΑΣ Ε.Γ. Α.Β.Ε.Ε. - 1 κιβ. | Not Specified | | | 8004: |
| | ΤΑ Α 0014267, ΝΙΚΑΣ Π.Γ. Α.Β.Ε.Ε. - 2 κιβ. | Not Specified | | | 8004: |
| | ΙΓ 0424951, ΜΙΝΕΡΒΑ Α.Ε. - 16 κιβ. | Served | | 02/02/2015 19:40 | 8004: |
| Job Text | | Not Specified | 07:00 | | Job D |
| | | Served | | 02/02/2015 19:35 | Τεστ |
| | | Served | | 02/02/2015 19:36 | Εταιρ |
| | | Not Specified | | | |
| | | Not Specified | | | Test c |
| | | Not Served | | 03/02/2015 10:07 | |

Reports

Instructions

ReportCompleted

GeneralRoutesPointsJobs

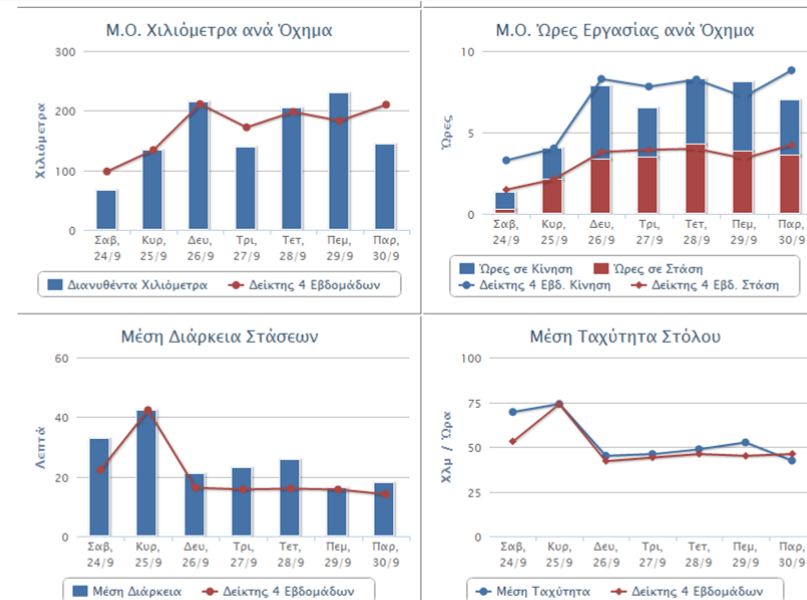
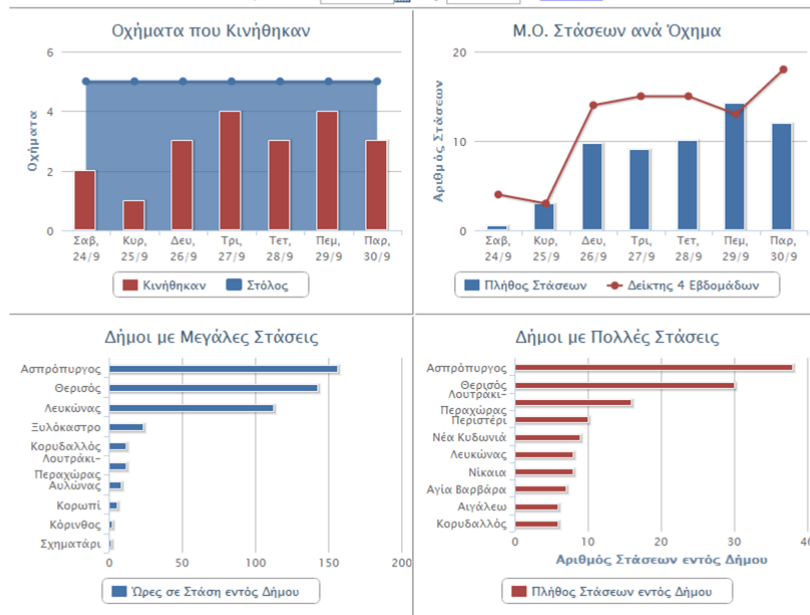
Date from01/02/2015Date to02/03/2015

InitializeShowExcelFirst Column

Reporting with KPI's

Δείκτες Απόδοσης Στόλου

Δεδομένα από: 24/9/2011 έως: 30/9/2011 Αναγέννηση



☒ Εμφάνιση των Δεκτών στην οθόνη

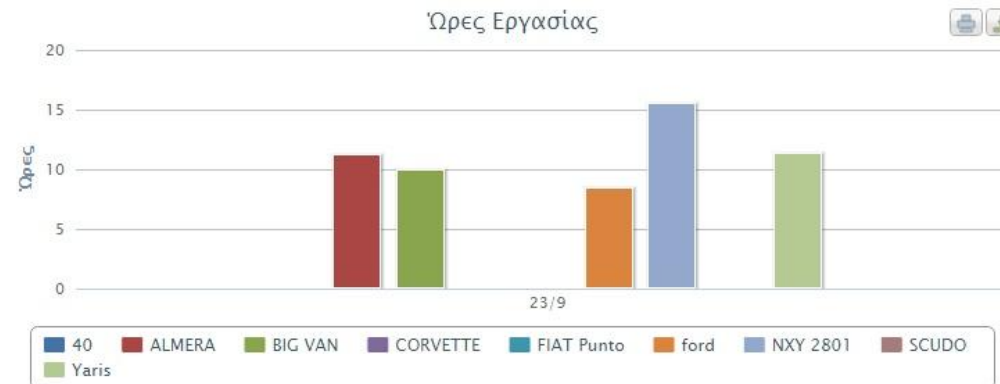
[Άνοιγμα σε νέα σελίδα για εκτύπωση](#)

☐ Εμφάνιση από τη σελίδα των ενοικίων

[Εμφάνιση από τη σελίδα των ενοικίων](#)

Detailed Reporting

Αναφορά Ημερήσιου Έργου από 23/09/2015 05:00 έως 23/09/2015 19:03



| Συσκευή | Έναρξη | Λήξη | Ώρες Εργασίας | Ώρες Κίνησης | Ώρες Στάσης | Στάσεις | Μέση Ταχύτητα | Μέγιστη Ταχύτητα | Χιλιόμετρα | Χάρτης |
|------------|-----------------------|-----------------------|---------------|--------------|-------------|---------|---------------|------------------|------------|--------------------------|
| 40 | 23/9/2015 12:00:00 νμ | 23/9/2015 12:00:00 νμ | 00:00 | 00:00 | 00:00 | 0 | 0 | 0 | 0 | |
| ALMERA | 23/9/2015 7:43:39 νμ | 23/9/2015 6:56:27 μμ | 11:12 | 01:08 | 10:04 | 5 | 47 | 107 | 43 | Εμφάνιση |
| BIG VAN | 23/9/2015 9:04:02 νμ | 23/9/2015 6:59:16 μμ | 09:55 | 02:58 | 06:57 | 27 | 17 | 58 | 49 | Εμφάνιση |
| CORVETTE | 23/9/2015 12:00:00 νμ | 23/9/2015 12:00:00 νμ | 00:00 | 00:00 | 00:00 | 0 | 0 | 0 | 0 | |
| FIAT Punto | 23/9/2015 12:00:00 νμ | 23/9/2015 12:00:00 νμ | 00:00 | 00:00 | 00:00 | 0 | 0 | 0 | 0 | |
| ford | 23/9/2015 9:21:36 νμ | 23/9/2015 5:46:12 μμ | 08:24 | 01:19 | 07:05 | 7 | 52 | 121 | 64 | Εμφάνιση |
| NXY 2801 | 23/9/2015 2:52:50 νμ | 23/9/2015 6:21:00 μμ | 15:28 | 05:41 | 09:47 | 35 | 42 | 95 | 192 | Εμφάνιση |
| SCUDO | 23/9/2015 12:00:00 νμ | 23/9/2015 12:00:00 νμ | 00:00 | 00:00 | 00:00 | 0 | 0 | 0 | 0 | |
| Yaris | 23/9/2015 7:39:53 νμ | 23/9/2015 7:03:36 μμ | 11:23 | 01:00 | 10:23 | 7 | 30 | 75 | 26 | Εμφάνιση |

Why technology is so important?

Taking insights into consideration

The cost benefits

Basic Figures

| | |
|---------------------------|-----|
| Number of work force | 20 |
| Average Kms / day/ worker | 100 |
| Working Hours / day | 8 |



| | |
|------------------------------------|--------|
| Reduction in Kms/day through | 200.00 |
| Reduction in working hours per day | 16.00 |

| | |
|----------------------------------|-------------|
| Total Reduction of kms/year | 52,800.00 |
| In cost terms | € 7,286.40 |
| Total Reduction in working hours | 4,224.00 |
| In cost terms | € 12,800.00 |
| Benefit from optimization | 20,086.40 € |

Basic assumptions

| | |
|---|-------|
| Cost of fuel per litre | 1.15 |
| Litres of Fuel consumption per vehicle/per 100 km | 12.00 |
| Worker cost per month | 800 |
| Days of work per year | 264 |



| | |
|-------------------------|-------|
| Cost of fuel per kms | 0.138 |
| Cost of worker per hour | 3.03 |

Improvements from optimization and monitoring

| | |
|----------------------------|-----|
| Reduction of kms | 10% |
| Reduction of working hours | 10% |

Key Take-Aways

- New markets & new technologies are arising
- New demands from shippers & receivers (**The Amazon effect**)
- **NO digital – NO business!** Increasingly your clients will shift to logistics providers with full visibility.
- A world of digital economy is a connected world. World-wide connectivity is a demand knocking the door.
- Digitization is a procedure that includes a different approach of DOING BUSINESS.
You cannot just purchase, you need to transform.
- **Digitization = Efficiency** (i.e. less cost + better service) subject to Transformation
- Time is of essence

