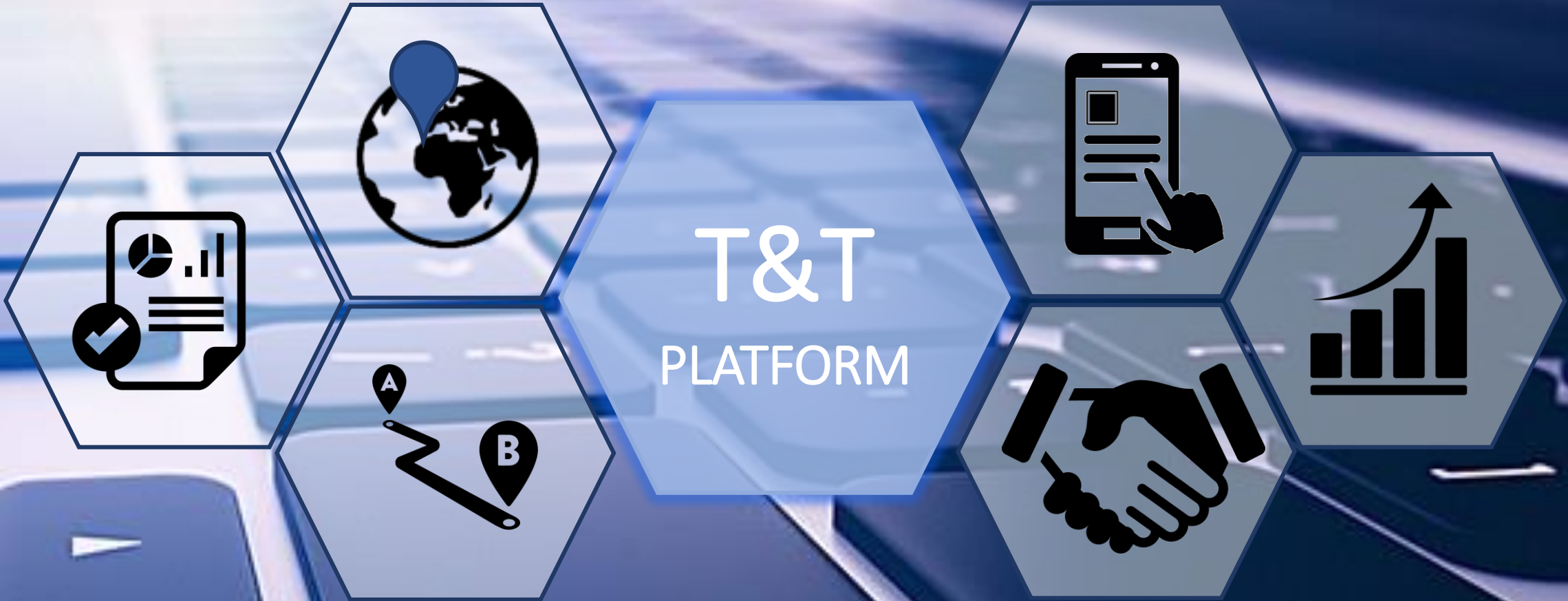


T&T PLATFORM

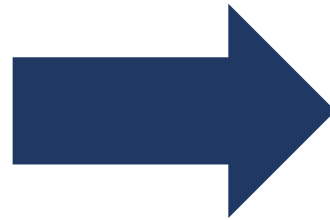


Shift

return

enter

GENERAL BUSINESS CONTEXT AND PROBLEM DESCRIPTION



PROJECT TEAM



ALMA
Project architecture



DANIELE
Technological design



FLAVIO
Finance



MARC
Group Leader



MARTA
Marketing



SIRATS
Market analysis



VITALYI
Risks & Quality



Our group pursuits excellence!!!

OBJECTIVE AND GOALS



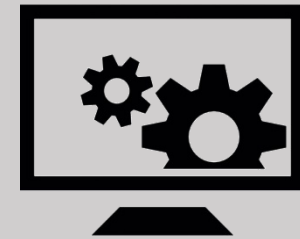
Visibility = real time info = reliable ETA to the next transshipment point/dealer



Common platform for all parties involved (OEMs, LSPs, Dealers)



Overall transparency



IT integration = Standardized processes

BENEFITS

OEM

LSP

DEALER



Accurate forecast



Efficient planning of
resources for carriers



Monitoring = Position
immediately available



Cost reduction



Real time car location/status will
help to reduce mails and phone
calls



Time saving



Big data analysis on each step
of the flow = possibility to
improve the service



Customer satisfaction

SCOPE



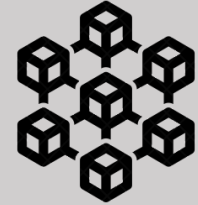
EU community only



Web based platform



New finished
vehicle market



Blockchain

SUBSCRIBE



Subscription required



Customized user
profiles



Users can check
updated ETA



Position available
In real time

MAJOR WORK PACKAGES & DELIVERABLES



T&T
PLATFORM



TRACK YOUR ORDER
ENTER VIN NUMBER FOR SHIPMENT DATA

WA1EFCFS1GR004279



MAJOR WORK PACKAGES & DELIVERABLES

T&T PLATFORM

VEHICLE DETAILS

VIN

WA1EFCFS1GR004279

BRAND

AUDI

MODEL

Q3

YEAR OF PRODUCTION

2016

BODY

4 dr SUV

NO OF DOORS

4

TRIM PACKAGE

Premium Plus quattro

SHIPMENT DETAILS

STATUS

IN TRANSIT

E.T.A. TO DEALER

02/03/2019

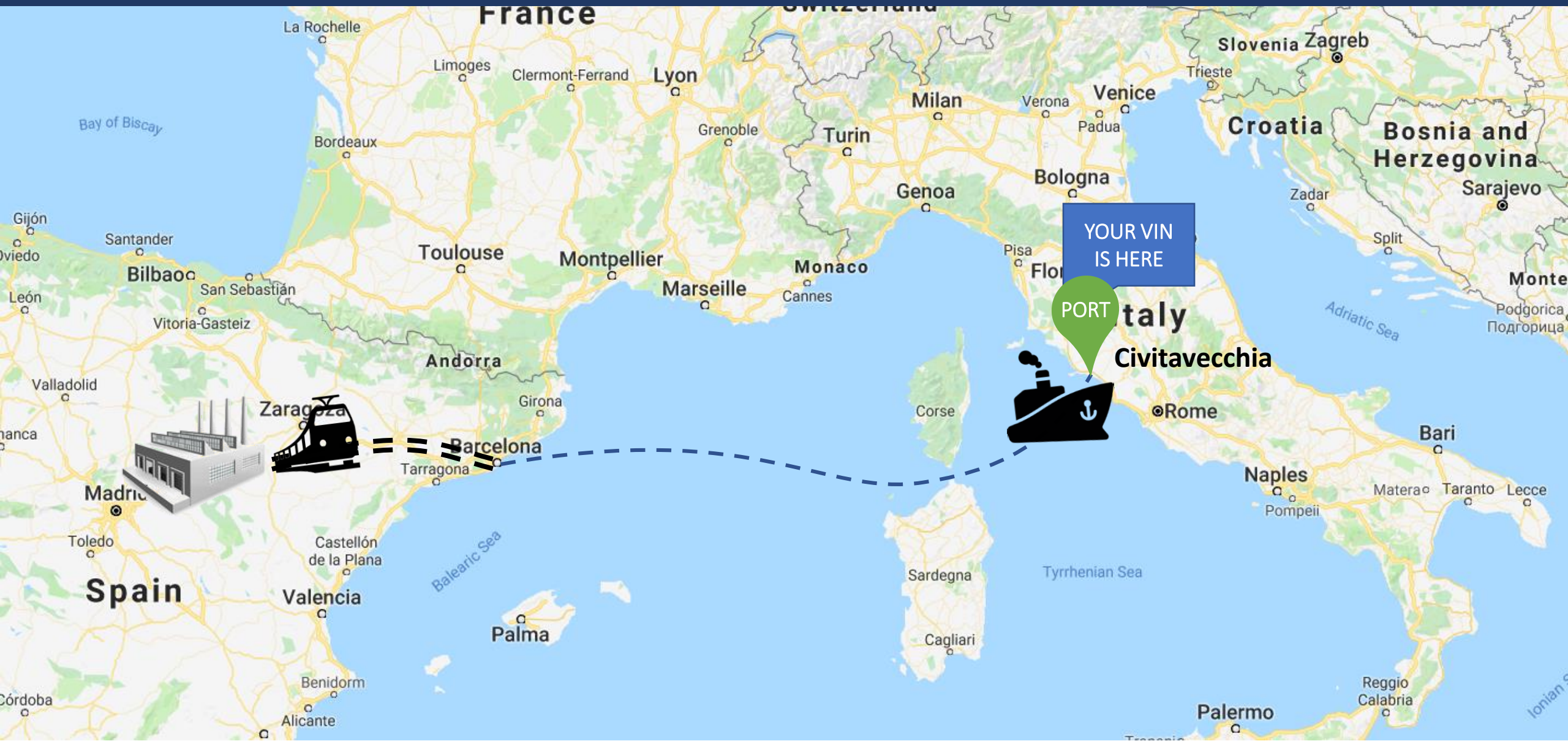
SHOW MORE DETAILS

DATE	PROVIDER	DELIVERY STATUS
21/02/2019	TRANSFESA	LOADED ON WAGON N. XXXX
21/02/2019	TRANSFESA	DELIVERED TO GRIMALDI TERMINAL BARCELONA
21/02/2019	GRIMALDI TERMINAL BARCELONA	GATE - IN
22/02/2019	GRIMALDI TERMINAL BARCELONA	SHIPPED
23/02/2019	GRIMALDI LINES	LOADED ON M/V CRUISE BARCELONA
25/02/2019	GRIMALDI LINES	DISCHARGED IN CIVITAVECCHIA
28/02/2019	ADAMPOL	ASSIGNED TO TRUCK N. BIACE50
02/03/2019	ADAMPOL	ETA TO DEALER

VIEW MAP

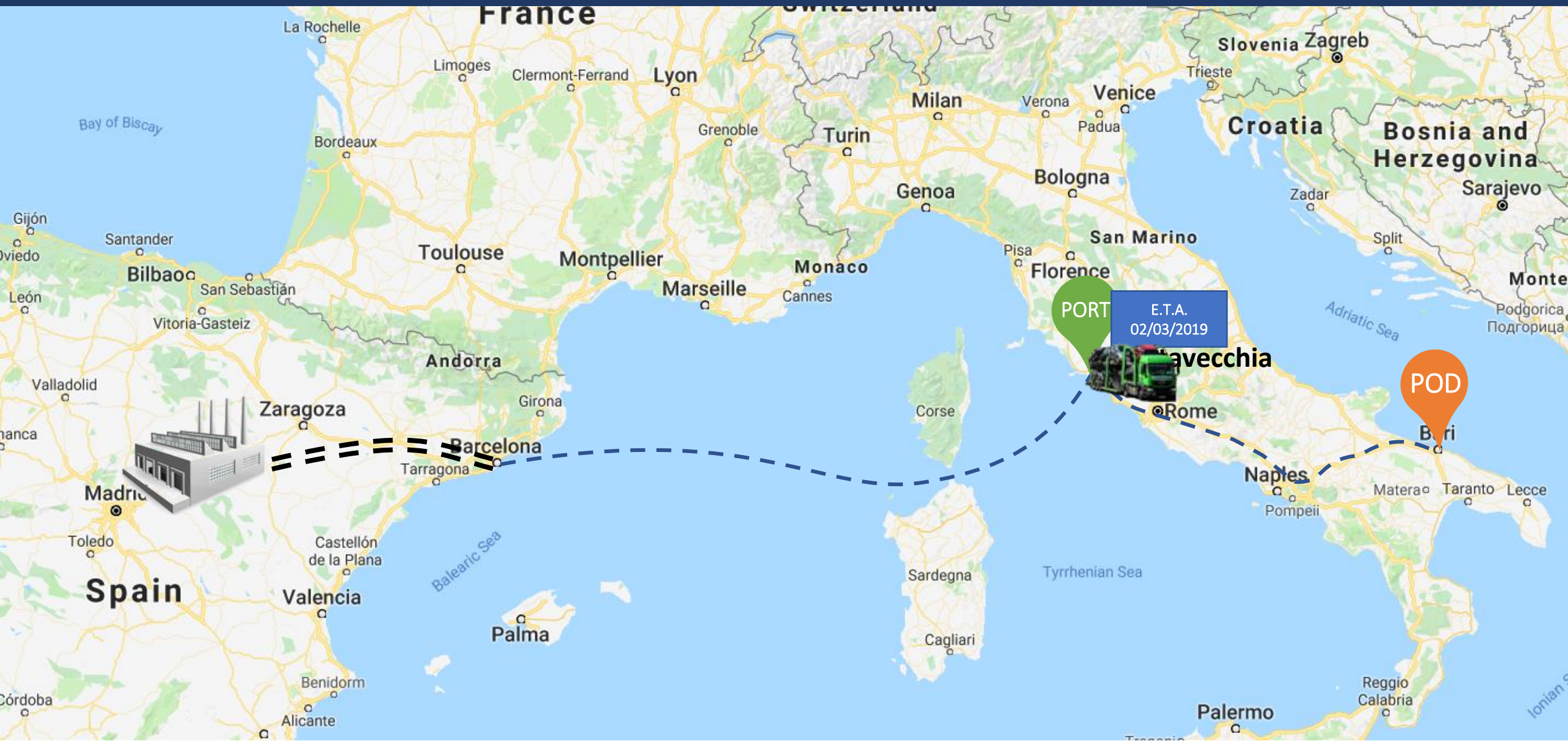
MAJOR WORK PACKAGES & DELIVERABLES

T&T PLATFORM



MAJOR WORK PACKAGES & DELIVERABLES

T&T PLATFORM



BLOCKCHAIN ECO-SYSTEM



Blockchain Network

Platform administrator and users (OEMs, LSPs, Dealers) will each host and manage a Blockchain node



Customized user profiles

A permissioned profile will be established for each typology of users



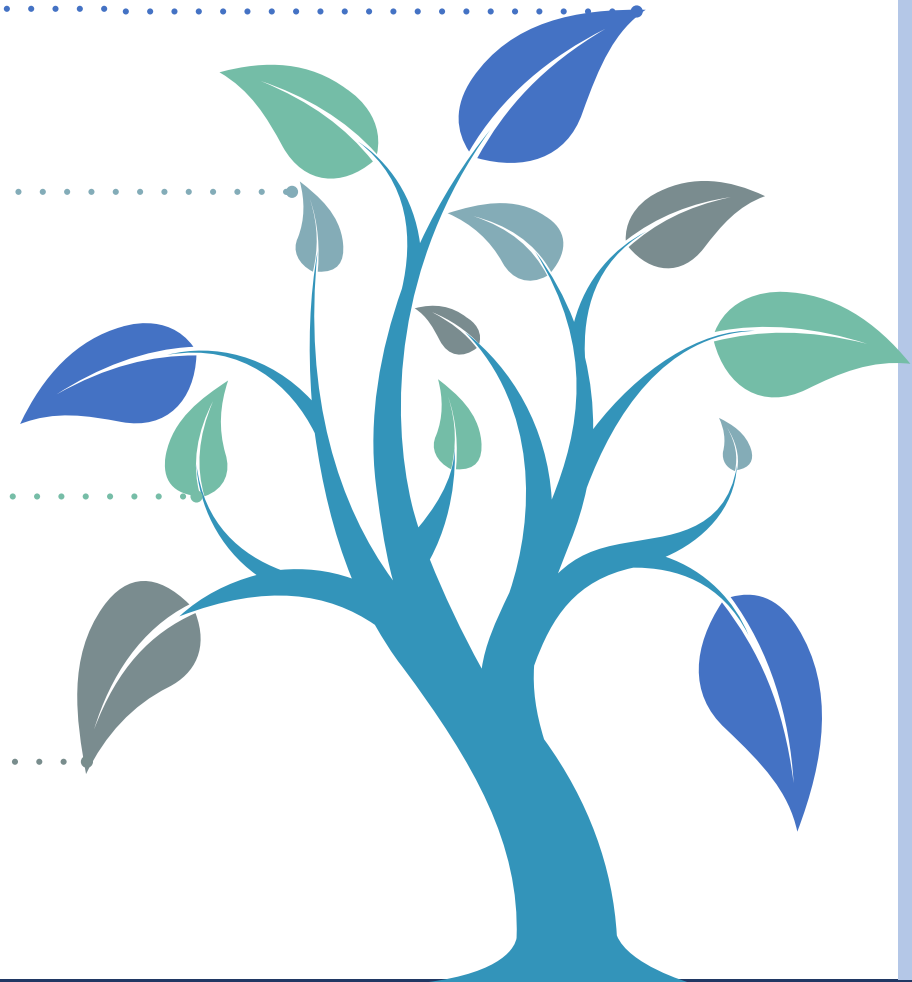
Data securing

Sensitive information are distributed only to the nodes participating in the logistic flow; none of a carrier's information is accessible to other carriers not involved in the transport of the vehicle



System integration

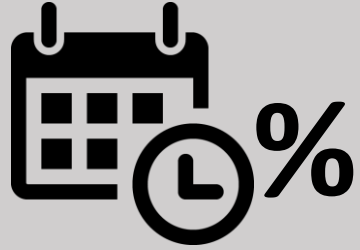
Existing systems can feed data into the blockchain with an easy setup and no need of additional investments for IT



"A lot of companies are interested in blockchain for creating more efficient workflows, but supply chain management is one of the big killer apps"

- Vipul Goyal, Associate Professor at Carnegie Mellon University

KPIs



ACCURACY

Real arrival date vs. first ETA



CUSTOMER SATISFACTION

Annual users' survey



ERROR MESSAGES

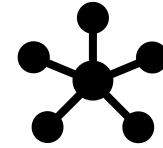
Measuring delta between manual entry and actual location of vehicles

PROJECT ENVIRONMENT

INTERACTIONS

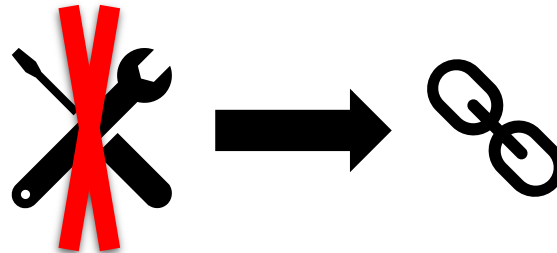


E-documents digitalization projects
run by ECG



Telematics research and innovation
run by OEMs

MINDSET



Switch for all parties
« From stone age to blockchain »

CRITICAL SUCCESS FACTORS

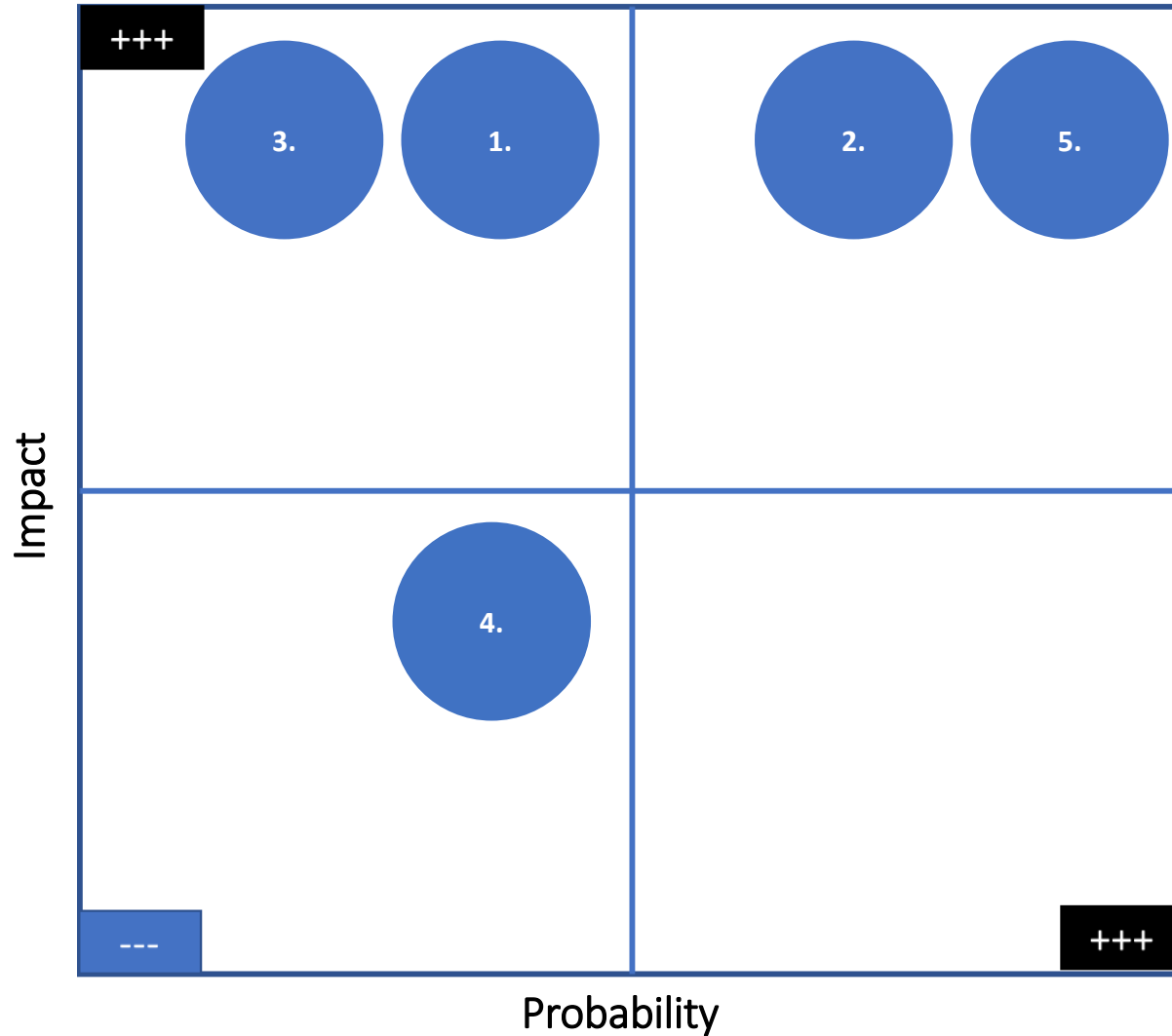


Acceptance of all parties

Blockchain tech integration

Time Management

PROJECT RISKS / BARRIERS



1.



LEGAL CONSTRAINTS

Counter-measure: Profile segmentation customized by user

2.



TECHNOLOGICAL ASPECTS

Counter-measure: Blockchain

3.



SECURITY ASPECTS

Counter-measure: Blockchain

4.



FINANCIAL ASPECTS

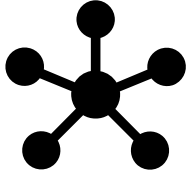
5.



HUMAN FACTOR

Counter-measure: Taylor-made marketing strategy

CONCLUSIONS



Deliverable provides:

- Secured and granted access to data
- Instant and reliable ETA to all parties > to next AND final destination



Mutual gains, particularly for LSPs:

- Cost of development of owned IT system collapses
- Competitive advantage for RFQ with OEMs with regard to the securement of customer satisfaction
- Possible re-allocation of resources dedicated to client coordination



Key stakeholders to success:

- OEM / ECG / LSP
- Strong promoting campaign needed to convince participants