



Cloud Use Cases Day

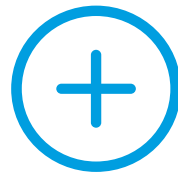
2. Februar 2016

Cloud Use Cases Day, 2nd of February 2016



Who we are

- Facts & Figures
- Partners
- Vision & Strategic Intent



True Cloud TMS

- The Digital Supply Network
- inet TMS Architecture
- Product Portfolio



Use cases

- Our Customers
- Success Stories
- Vision for discrete manufacturing

inet TMS - The global SaaS TMS

inet at a glance

- **inet TMS:** a leading global Transportation Management System platform for complex end to end logistics processes
- **Global implementation** of the inet TMS including process optimization and change management
- **Operation** of the inet TMS (true SaaS - Software as a Service in a Public Cloud)

Core Competencies

- Headquarter in Dornbirn (Austria), founded 1999
- 7 offices in Austria, Germany, Switzerland, Thailand, China, USA (opening Q1 2016)
- > 150 employees dedicated to the inet TMS, thereof 25 in Asia
- > 500 additional TMS focused experts in cooperation with partners
- > 130 customers and more than 30.000 users in 80+ countries
- > 3.500 carriers and > 10.000 suppliers connected to the inet TMS worldwide
- > 78 million processed orders per year

Facts and Figures

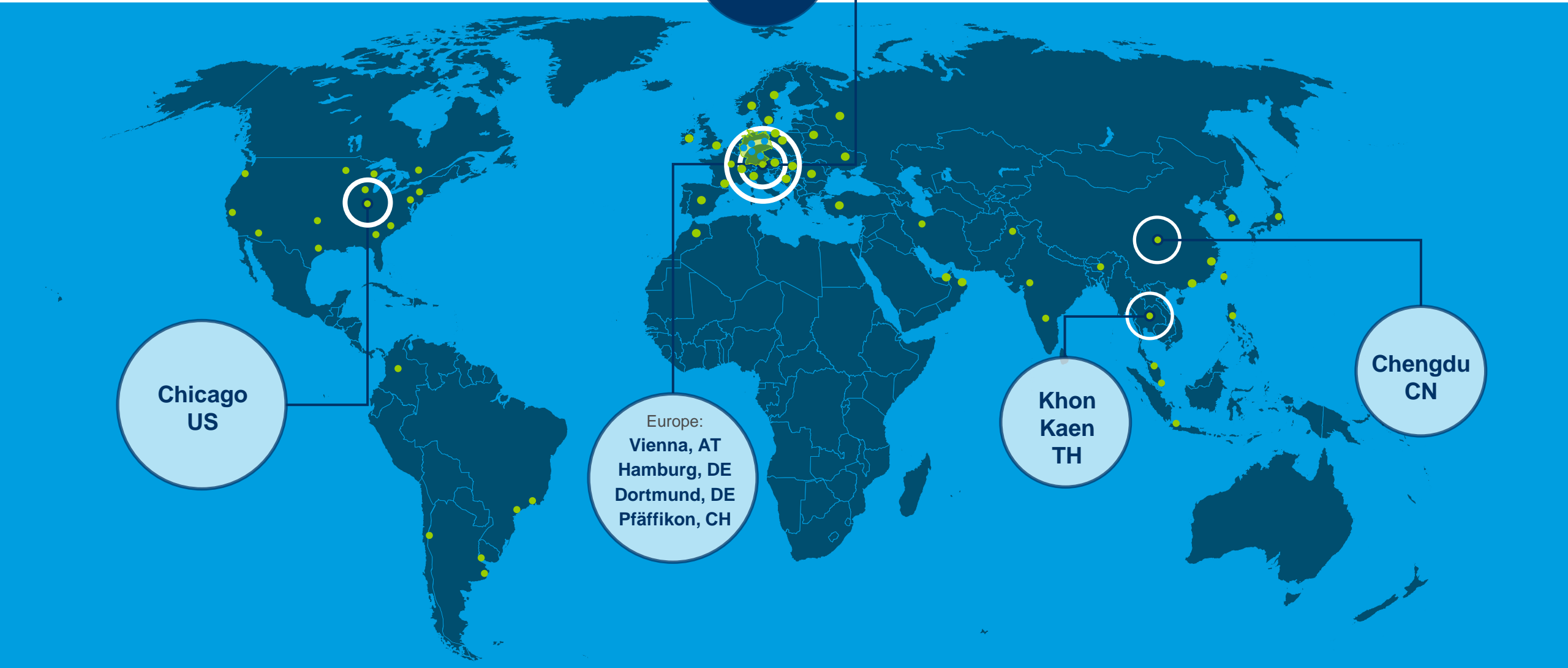
Industries

Automotive, Chemicals/Pharmaceuticals, Consumer Goods, High-Tech, Logistics Service Providers (3PL/4PL)

Ownership Structure

- Gebrüder Weiss GmbH
- Oswald Werle

inet Locations & Partners



More than 500 SCM experts

inet bases its work on a strong network of partners



Together with 4flow, BearingPoint, MIC, SupplyOn and West Monroe, we bring together the knowledge, the experience and the energy of specialists for all aspects of the Supply Chain. A global TMS ecosystem of over 500 SCM professionals has been created.

Oswald Werle
CEO inet-logistics GmbH



4flow. Wir gestalten Logistik.

BearingPoint®





Cloud Use Cases Day, 2nd of February 2016



Who we are

- Facts & Figures
- Partners
- Vision & Strategic Intent



True Cloud TMS

- The Digital Supply Network
- inet TMS Architecture
- Product Portfolio

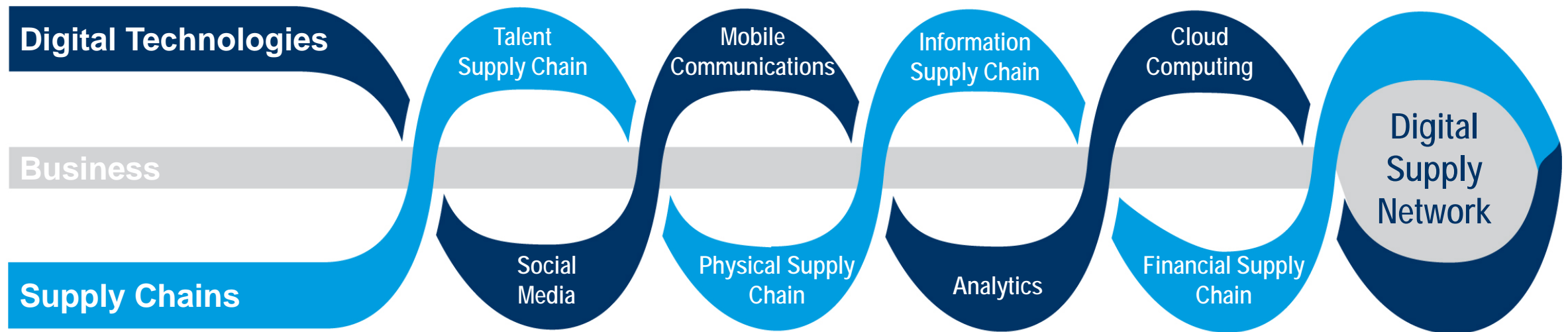


Use cases

- Our Customers
- Success Stories
- Vision for discrete manufacturing

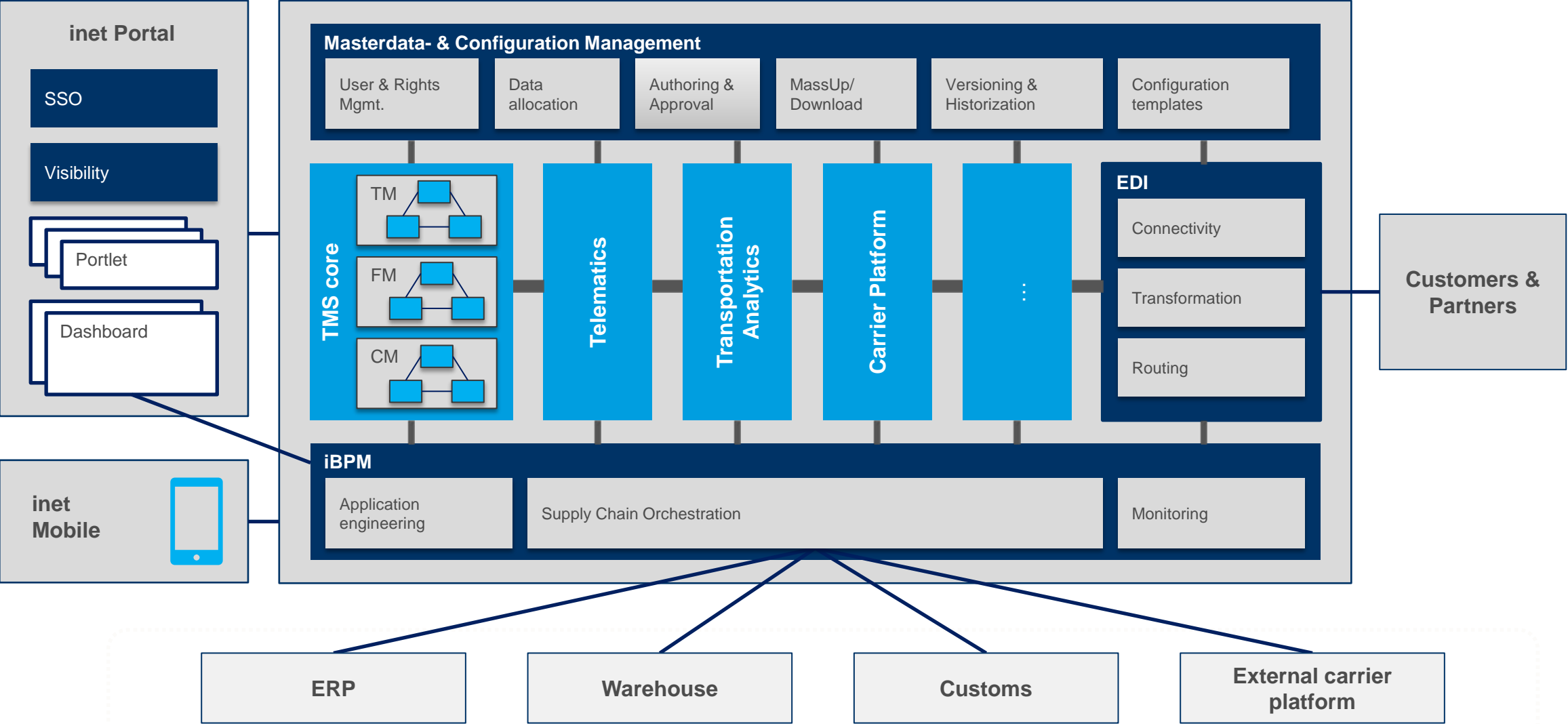
The Digital Supply Network

Digitalization is helping to combine traditionally distinct supply chain elements into seamless digital supply network



Grafic Element based on Accenture – The digital supply network, A new paradigm for supply chain management by Gary Hanifan, Aditya Sharma & Carrie Newberrie

inet TMS architecture



Product Portfolio

We encourage our customers with a customized solution



Transportation Management

Managing, controlling and optimizing transportation processes in real time-across the entire supply chain.



Freight Cost Management

Reducing freight costs and increasing efficiency – with transparent freight costs calculations from inet.



Container Management

Gain an overview of complex container processes, plan demands and inventories in real time.



Transportation Analytics

Evaluate transportation data, measure performances and reduce transportation costs – all in just one system.

Cloud Use Cases Day, 2nd of February 2016



Who we are

- Facts & Figures
- Partners
- Vision & Strategic Intent



True Cloud TMS

- The Digital Supply Network
- inet TMS Architecture
- Product Portfolio



Use cases

- Our Customers
- Success Stories
- Vision for discrete manufacturing

Customers (Excerpt)



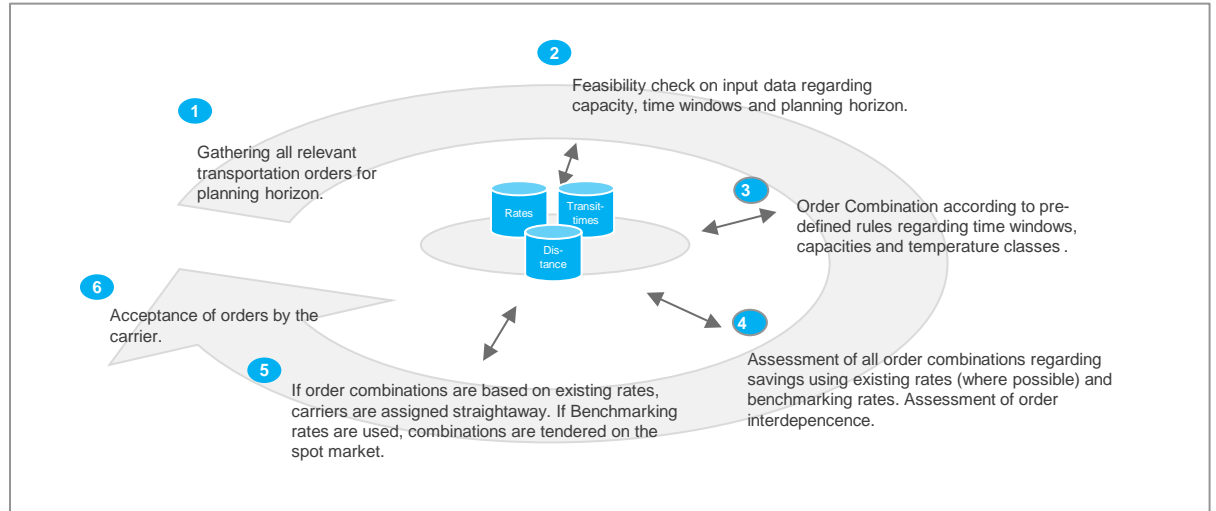
Dynamic transportation optimization for consumer goods industry

Situation / Challenge

- Increasing transportation costs over the last years
- Transportation network with highly utilized transports (> 80% FTL)
- Consideration of time windows and capacities
- Objective: Integration of optimization process in transport management system

Solution

- Conduct transport process and potentials analyses
- Collect and validate relevant transport tariffs
- Collaboratively define hard and soft target criteria and restrictions
- Develop and implement a dynamic transportation optimization strategy



Benefits

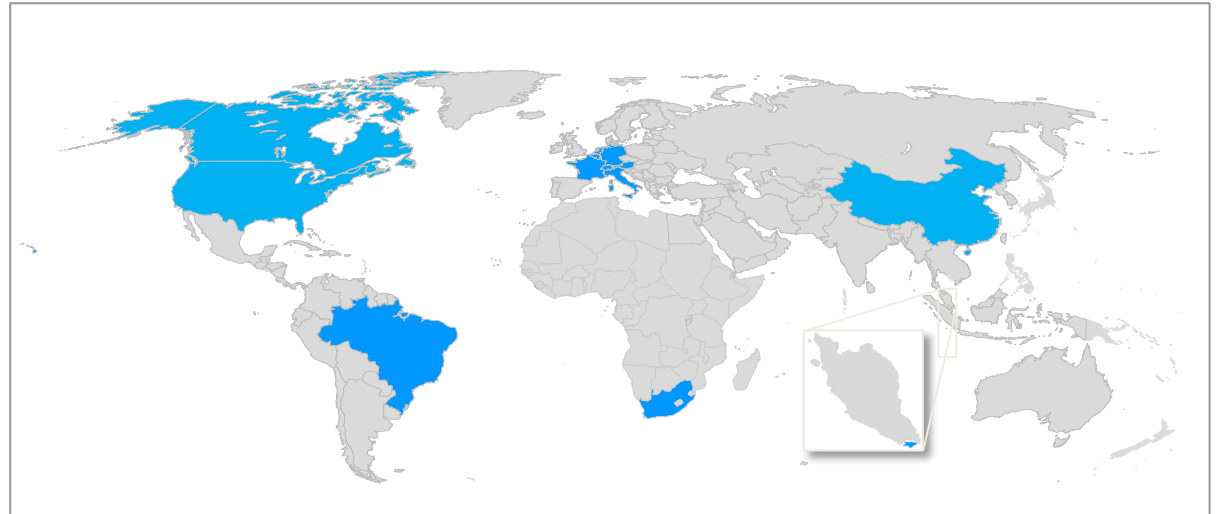
- Cross-company collaboration
- Reduction of transportation costs
- Additional cost-saving potentials identified by adapting planning and controlling processes
- Implementation of optimization process in existing transportation organization

TMS References: Implementation of a global TMS

... for a company in the special chemicals industry in Europe, Americas, Africa & Asia

Situation / Challenge

- Leading specialty chemicals company with sales of EUR 8.8 billion
- 48 production sites worldwide
- Decided to replace out-dated Legacy TMS by the state of the art system from inet
- TMS solution is part of a worldwide SAP rollout
- Localization requirements especially with respect to dangerous goods and document printing



Solution

- Transportation planning and management for all transport modes worldwide
- Dock Management for pickup and arrival planning
- Freight Cost Management for carrier self billing
- Rolled out to all production sites in South America, Europe and Africa

Benefits

- Enabling a centralized transportation planning per region (global)
- Transparency on transportation flows and costs
- Simplified handling of dangerous goods including printing transportation documents
- Several systems have been replaced by inet TMS -> reduced IT landscape complexity
- Improved system reliability

TMS References: European OEM

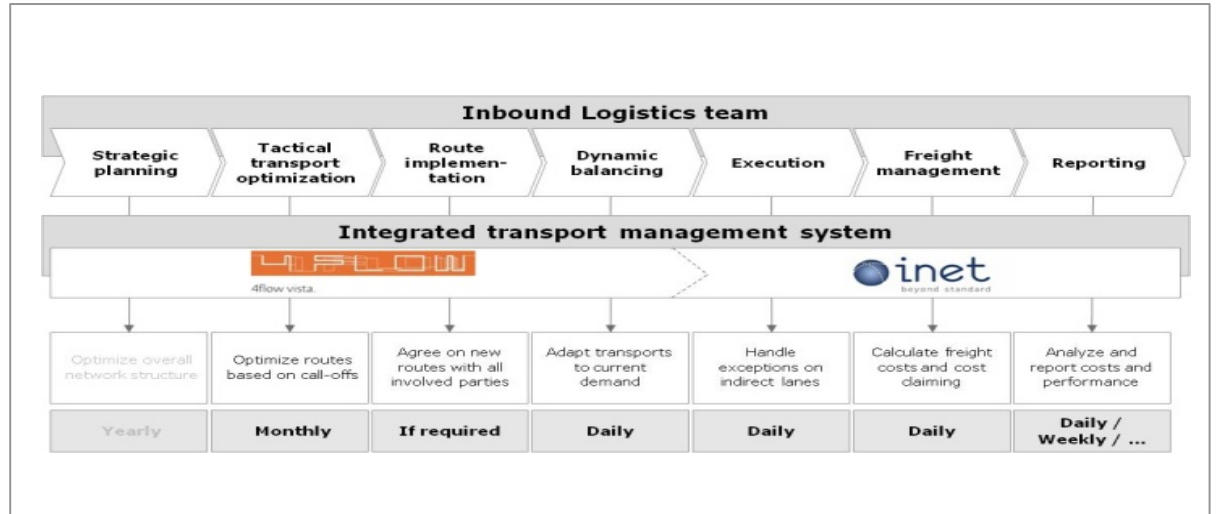
Planning & executing inbound transportations for European plants of an OEM

Situation / Challenge

- High logistics and transportation costs for inbound flows
- Strategic decision was taken to in-source transportation management process
- Decision to build up a Inbound Logistics team which needs support of a TMS tool
- System pilot must be operational after 6 months and rolled out to all parties after additional 2 months

Solution

- Transportation Management including route implementation, dynamic balancing and execution
- Freight Cost Management for carrier self-billing
- Reporting with Transportation Analytics
- Integration of the call-offs from the material planning systems
- Integration of more than 2,000 suppliers and more than 40 service providers in the TMS



Benefits

- Ability to plan, optimize and manage inbound transports
- Cost reduction due to efficient transport mode optimization and bundling
- Full visibility and transparency on the inbound flows
- Combination of fulls and empties returns
- Implementation in six months and therefore quick ROI

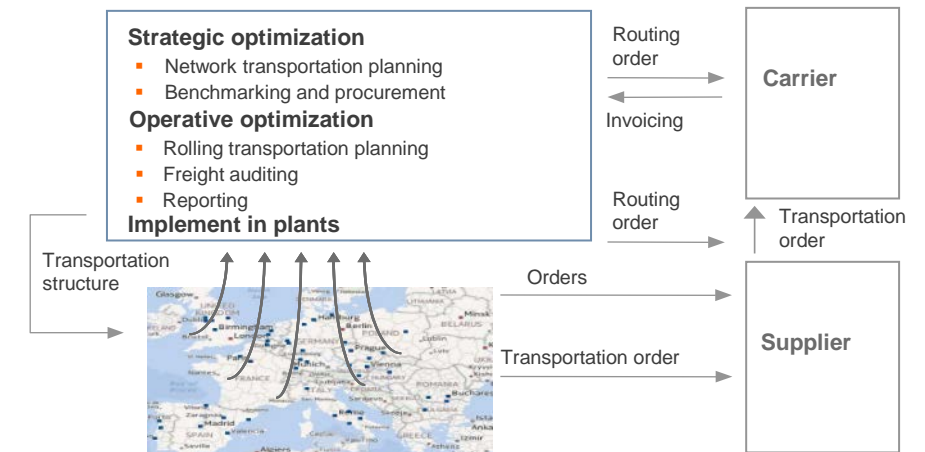
Implementation of an internal 4PL solution in Europe

Situation / Challenge

- High transportation costs within the European transportation network
- No European wide transparency regarding volumes, capacities and its utilization
- Decentralized planning and steering of transportations in the plants
- System gaps between the ERP system and the transportation planning and execution
- Different targets for freight purchase and operations in the plants

Solution

- Pilot phase: Set up of IT-system and execution of planning processes in 6 European plants
- Implement internal stand-alone organization combining logistics and transportation purchasing
- Roll-Out of IT-systems via Europe and initial optimizing of European plants
- Operating integrated transportation solution with a centralized planning team



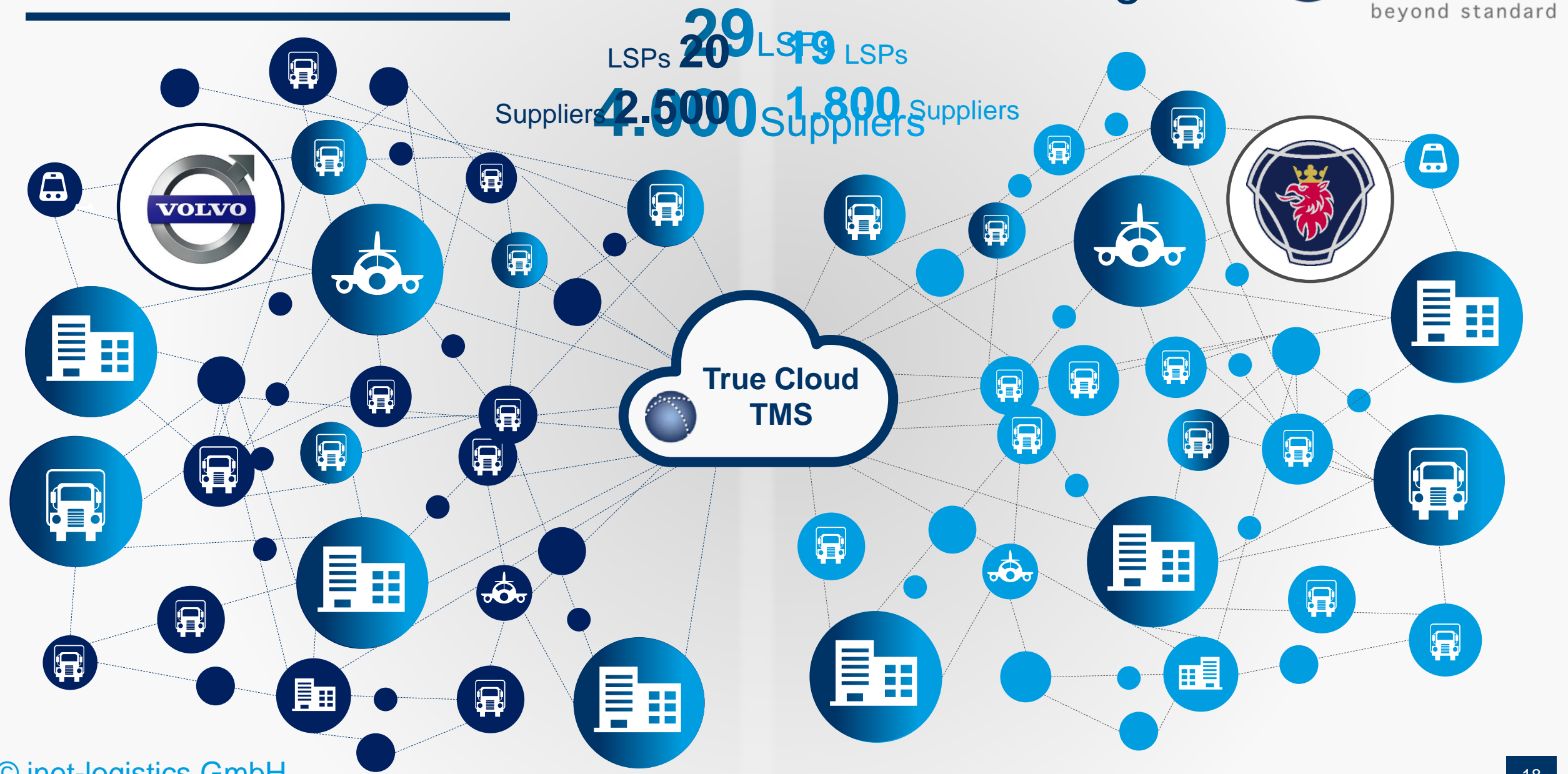
Benefits

- A new internal 4PL organization was successfully implemented
- Annual transportation costs were reduced by 8-14% per plant
- Additional, sustainable annual savings of 6-8% were identified based on continuous optimization efforts

Vision: Collaboration of discrete manufacturing



Vision: Collaboration of discrete manufacturing



Vision: Collaboration of discrete manufacturing



”

*The future is **collaboration**.*

Collaboration across national and corporate boundaries has enormous potential.

Together with our partners we are raising these potentials for our customers.

Oswald Werle, CEO





Thank you for your attention!