



7th European Conference on ICT for Transport Logistics

Title: A cloud-based approach for efficient proof-of-delivery
Presenter: George Tsoukos – TREDIT S.A
Date: 6 Nov 2014



CoGistics - Project general information

| | |
|-----------------|--|
| NAME | Cooperative logistics for sustainable mobility of goods |
| ACRONYM | CO-GISTICS |
| PROGRAM | Competitiveness and Innovation |
| START DATE | 1 st January 2014 |
| END DATE | 31 st December 2016 |
| CONSORTIUM | 34 partners |
| TYOLOGY | CIP Pilot B |
| SITES | 7 pilot sites |
| BUDGET | 9,996,000€ |
| FUNDING | 4,998,000 € |
| PROJECT OFFICER | Wolfgang Hoefs – DG CONNECT |



Project general objectives

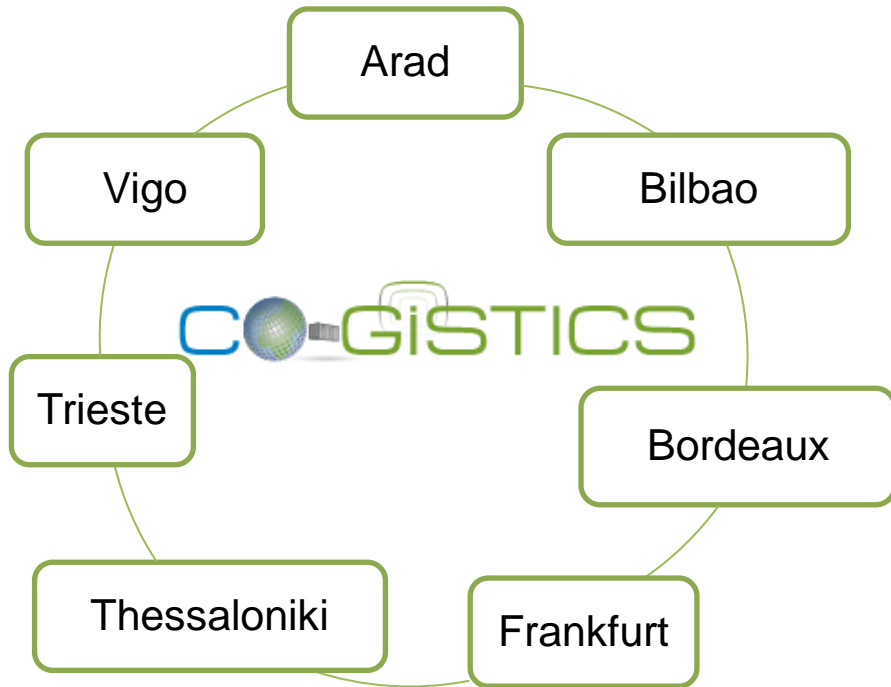
To deploy, validate and set-up after project life of the piloted cooperative logistics services:

To effectively **increase energy efficiency by reducing fuel consumption** and equivalent CO2 emission and lower pollution for sustainable mobility of goods

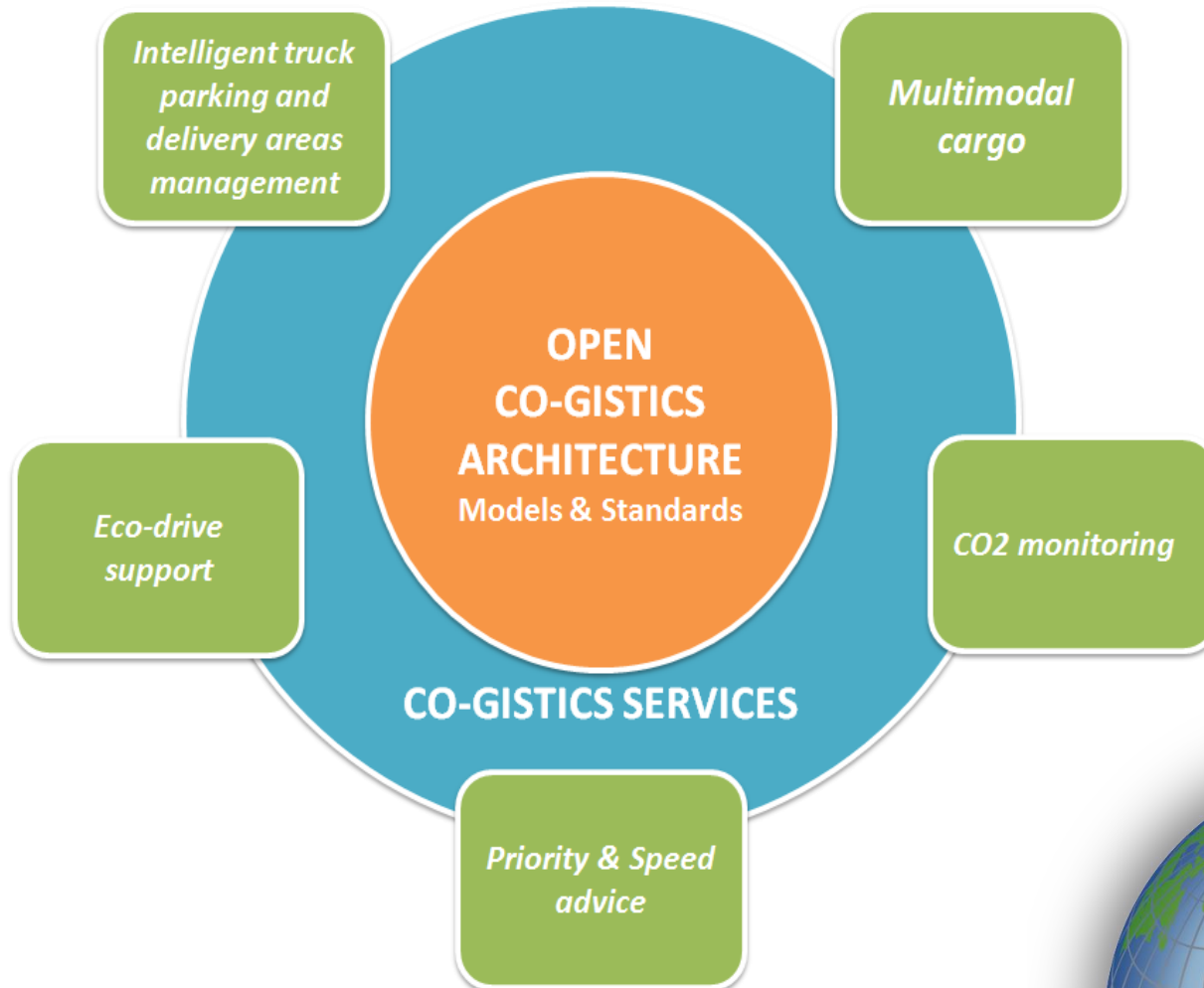
To **improve the efficiency of logistics** through the convergence of M2M (and freight Object to Object) and Cooperative Systems (the connected car) technologies



Pilot sites



CO-GISTICS Services



Project Consortium



Coordinator:


Public authorities



Freight forwarders



Terminal operators



Mobility associations



Fundación Cluster de Empresas de Automoción de Galicia



clúster de movilidad y logística mugikortasun eta logistika klusterra



HOUSE OF LOGISTICS AND MOBILITY

Service providers



Integrated Information System for Mobility



Fleet operators



Your Business Transporter



Research institute



CO-GISTICS SMEs



Core idea - Extensions

- The core idea of the service has been developed taking into account deliveries made by 3PLs to their customers
- Idea extended to any type of “objects” that have to be delivered/picked-up to/from several (ordered) destinations/origins.

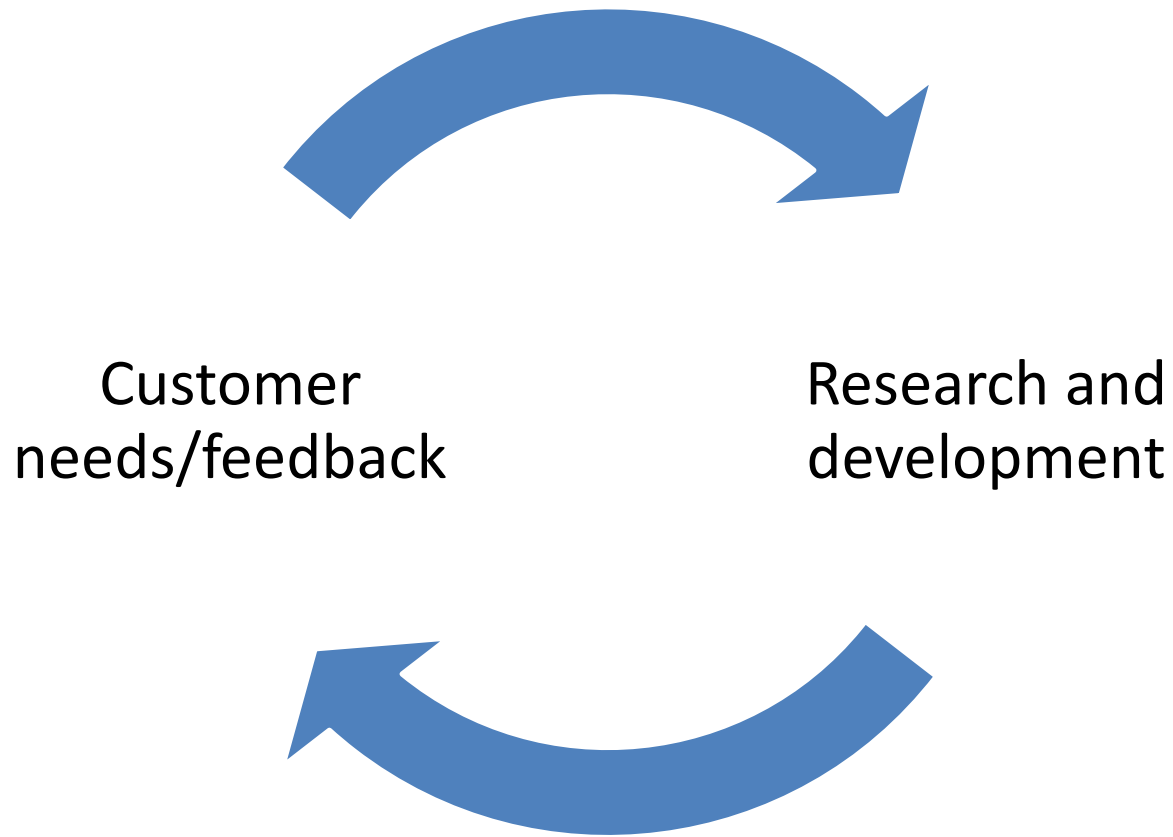


Proof-Of-Delivery

- Monitor the correct execution of any type of deliveries/pick-ups.
- Input/orders can be directly input in the system through relative interface (web service/XML) to ERP/WMS/Routing back-end systems.
- The user of the app/service can deliver real-time the status of the delivery/pick-up per “object”.
- The “proof” could vary from scanning of any type of tags/cards to data capture/OCR to manual input
- Offered in a SaaS model. It can be downloaded and used as a mobile app or through the web.



Product evolution



POD evolution

- First version developed through EURIDICE
- Modifications/Operational Deployment in 3PL operator
- Extension of functionality – application in other cases (school bus loading and unloading)
- Currently deployed in Android devices
- Extensions in Co-Gistics



ePOD in EURIDICE

» Definition of Product / Service & Integration with EURIDICE

● Concrete Business Idea

- An e-POD (electronic proof-of-delivery) system that can be deployed in LSPs providing proof of service completion through the use of scanning signed papers that accompany the cargo. Provision of information to LSP clients.

● Integration with EURIDICE platform



e-POD

How does it work:

Delivery fulfillment:

- After the Goods delivery, the driver takes a photo of the Delivery Note, so that the consignee's signature on the document is captured
- Through barcode recognition the Delivery Note is recognized, the date, the time and the GPS coordinates are recorded
- The consignee can also sign on the PDA's screen so that the signature can be captured electronically



EURIDICE - Business Idea Title

» Value Add

- **Customer / Stakeholder Value Add**

- Faster information on completion of cargo transportation and delivery service -> Faster charging of services -> Legal compliance by incorporating scanned signed business documents -> Improved quality of service to end customers.

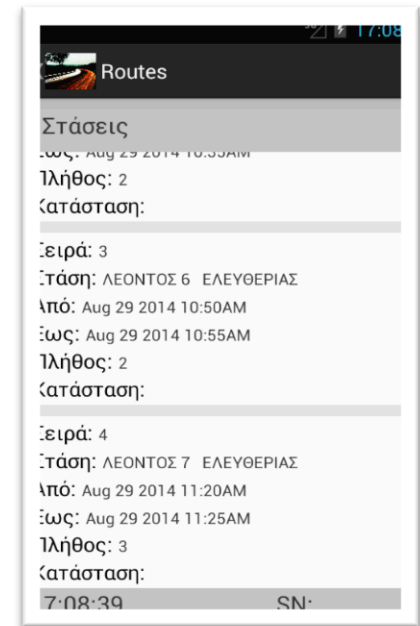
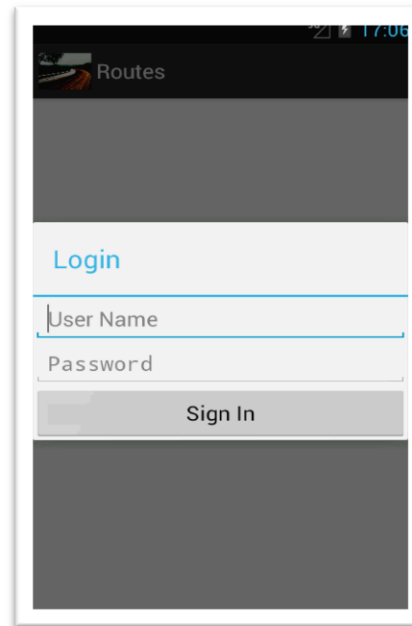
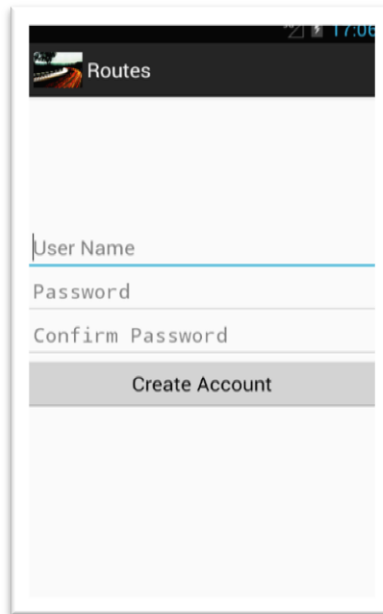
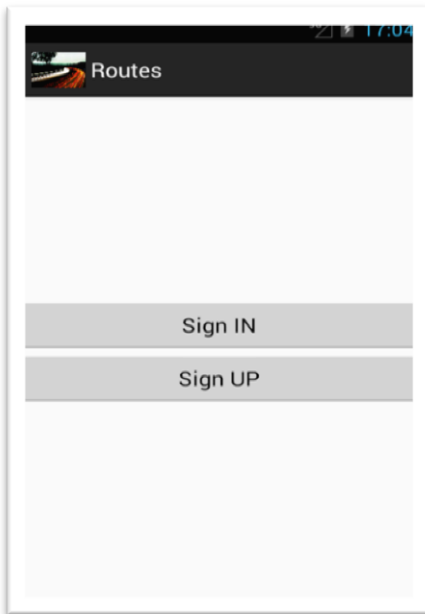


Modifications

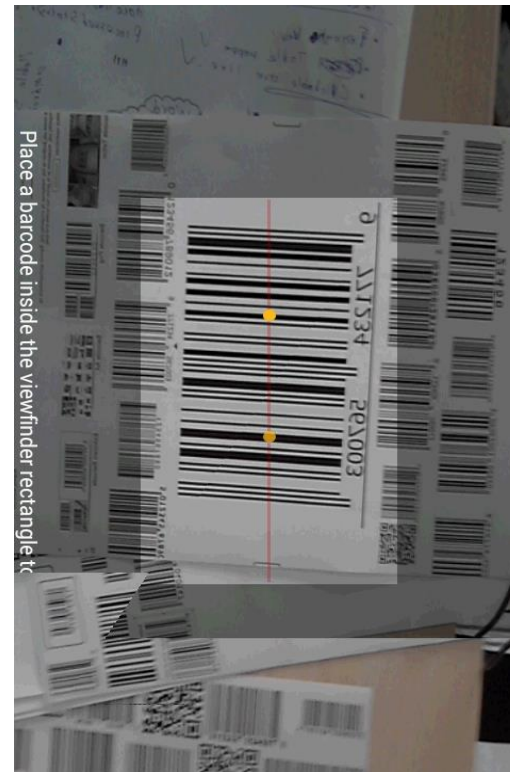
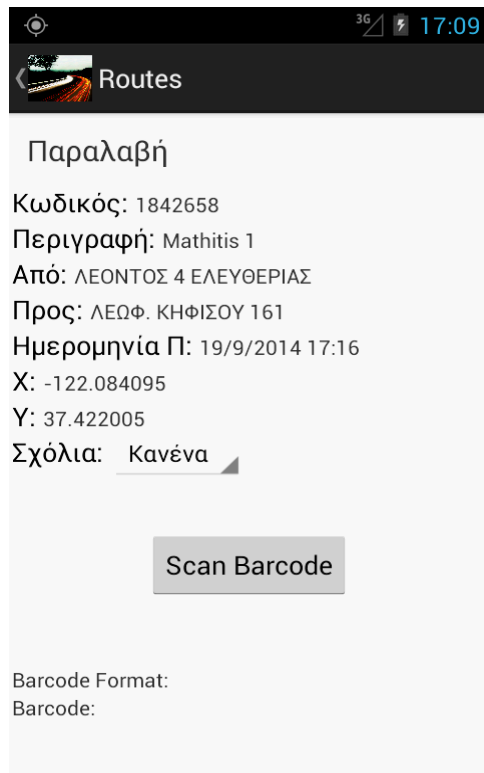
- Mobile app – enhance deployment possibilities/eliminate device costs (BYOD)
- Extend the concept of cargo to any “object”



POD app



POD app (II)

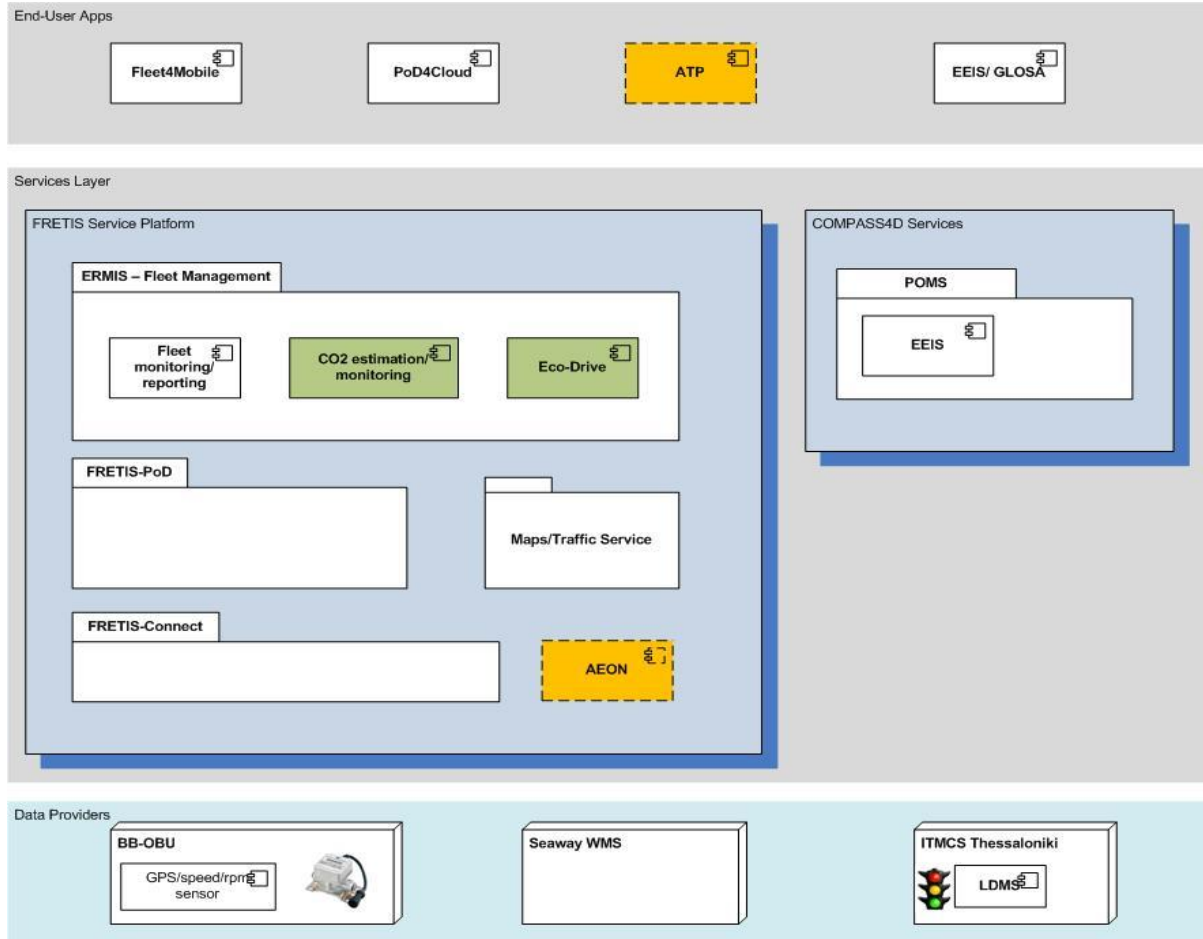


Extensions in Co-Gistics

- Integration with CO2 footprint estimation and monitoring app
- Record CO2 footprint of each delivery
- Integrate with mobile apps on-board the vehicle



Extensions in Co-Gistics



Problems/needs addressed

- Fast invoicing
- Security
- Efficiency

(depending on the “object” to be handled).



What is the market / target group?

- 3PLs/transportation companies
- Courier services
- School-bus companies that have to pick-up students
- Public transport operators wanting to charge their passengers on a pay-as-you-go basis.



Business plan

- Service available through different channels (web, app stores etc).
- Initial (once-off) costs estimated around 50K
- Annual operational costs approximate amount of 15K
- An annual amount of around 30K could be added on top for advertisement/user-acquisition.

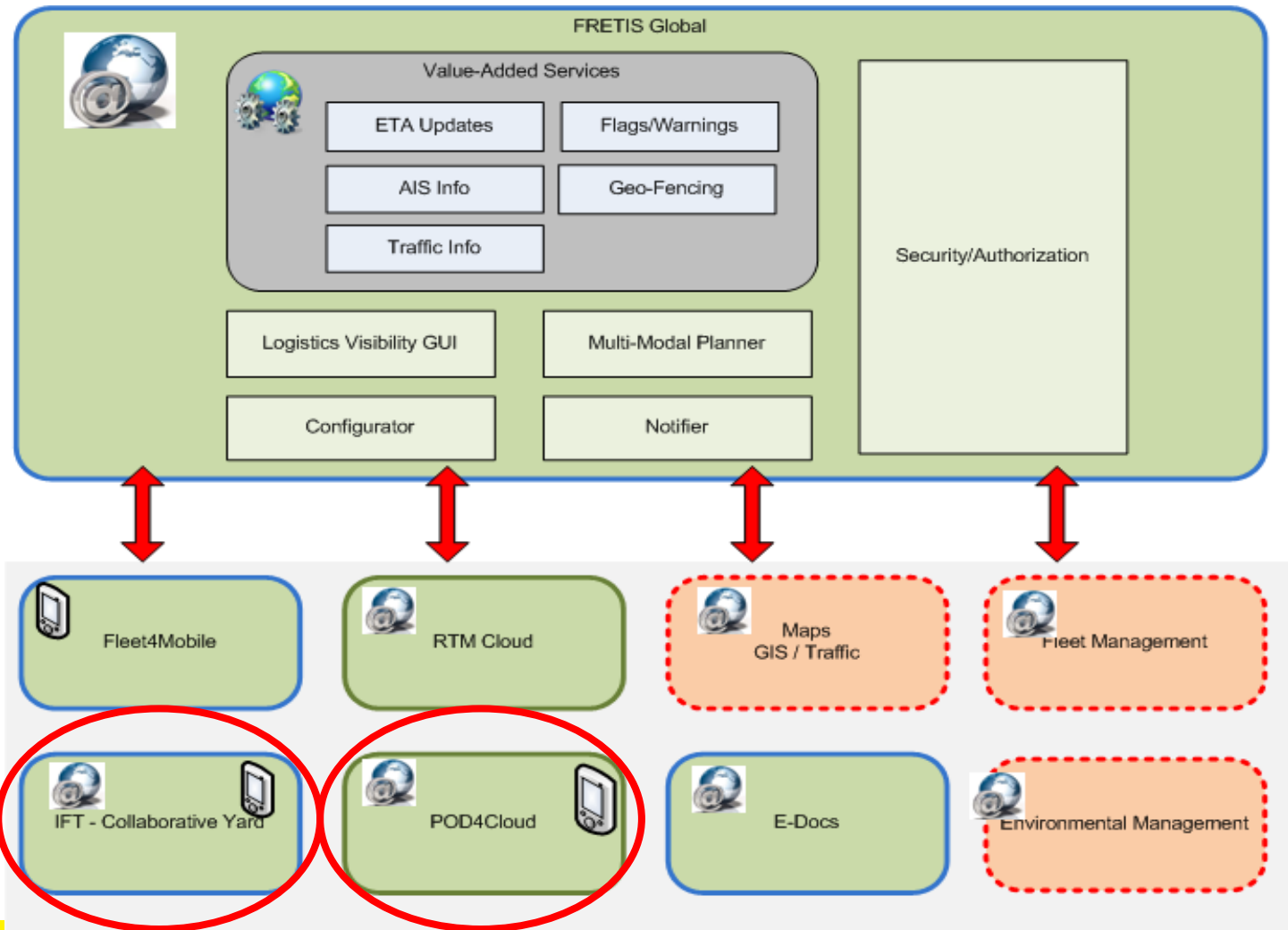


Business model

- A flat fee per month per user will be set
- Accompanied by a fee per consignment order fulfilled through the service.
- It is estimated that 30% of the users will need consultancy for integration of the service to their own system which also will be charged.
- ‘Indirect’ profit through the users’ acquaintance with monitoring and tracking services which usually leads to further requests for extra functionality or add-on products (e.g. fleet management).



FRETIS Service Platform



Thank you for your attention!

