



cleardestination



BETTER DELIVERIES



HAPPIER CUSTOMERS



MORE SALES



**E-Commerce drives demand for
Integrated multiple Supply Chain
and Delivery Networks**



THE MOST **INNOVATIVE**
HOME **DELIVERY SOLUTIONS**

CLEAR DESTINATION
CONFIDENTIAL.
DO NOT DISTRIBUTE.

Clear Destination Intro

What we do

- Provide to large item retailers, carriers and vendors cutting edge Omnichannel and Operational Research technology to automate the home delivery process and consolidate deliveries

Our distinction

- We designed and architected our solution with a focus on the physical internet. A large group of scientists dedicated to dynamic optimization and execution of home deliveries.

Mission

- Clear Destination is a worldwide leader in the real-time synchronized management for transportation logistics of goods and services. From anywhere, to your door.

International deployment

- Create multiple Hyper Connected Supply Chain that are viewed as one global Supply Chain (Patent Pending)



E-Commerce of Big & Bulky is going BIG

- People are leaving Bricks and Mortar stores and traditional retailer's sales are all going down (Sears, JC Penny, Macy's...)
- Buy, store and sell model no longer works
- E-commerce of big and bulky is getting now to the 25% mark on everything that is sold
- Industry people still think that consumer will always need to touch and see product before buying
- E-Tailers like Wayfair, Renegade, Article Furniture, Overstock, Cymax are bringing a lot of people buying online and skyrocket their business
- Amazon is now getting in the Big and Bulky

E-commerce shake up creates North American Big and Bulky 3 PL industry consolidation

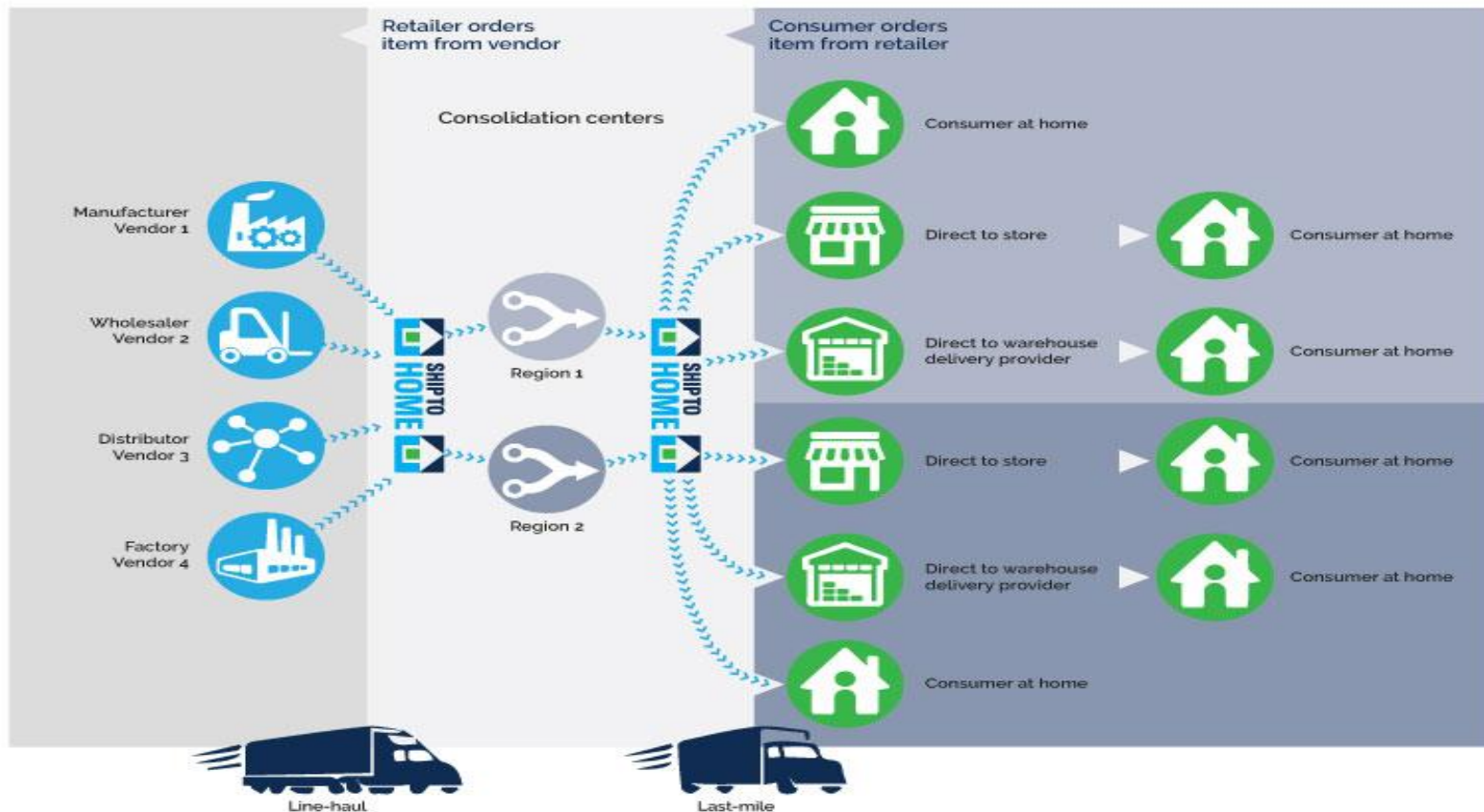
- XPO Logistics acquisition spree 3PL, Norbert Dentressangle and Con-Way among a very long list
- Schneider National acquired Watkins Shepperd and Lodeso in 2016
- Knight Transportation and Swift Transportation \$6B merged last April 2017
- Business model is same than UPS and Fedex. As a 3PL create density to be able generate as much consolidated routes possible
- Shortage of drivers is still a problem for all of them
- On the fly bidding on transportation loads does not solved the problem
- Still freight transportation companies move air between 10 to 25% of loads

Ship To Home the multiple Inter Connected Supply Chain Network of Big & Bulky in Canada

- In 2016 Clear Destination used an existing retailer supply chain network in Canada to exposed the extra logistics capacity to other retailer and e-tailers in the big and bulky
- The branded Supply Chain is called Ship To Home
- 2017 after 6 months of operation Ship To Home signed for \$55M in transportation contracts with multiple E-tailers to moved big and bulky items from manufacturers to home. Before the end of 2017 \$100M in transportation services will be under contract
- The network is now made from multiple retailers and transportation companies Supply Chain that are viewed as one (Patent pending technology that integrates and consolidates big and bulky items into multiple SC networks)

Exploiting retailers unused Supply Chain capacity to create value

- All the big box retailer have excess capacity and their transportation cost is going higher month after month



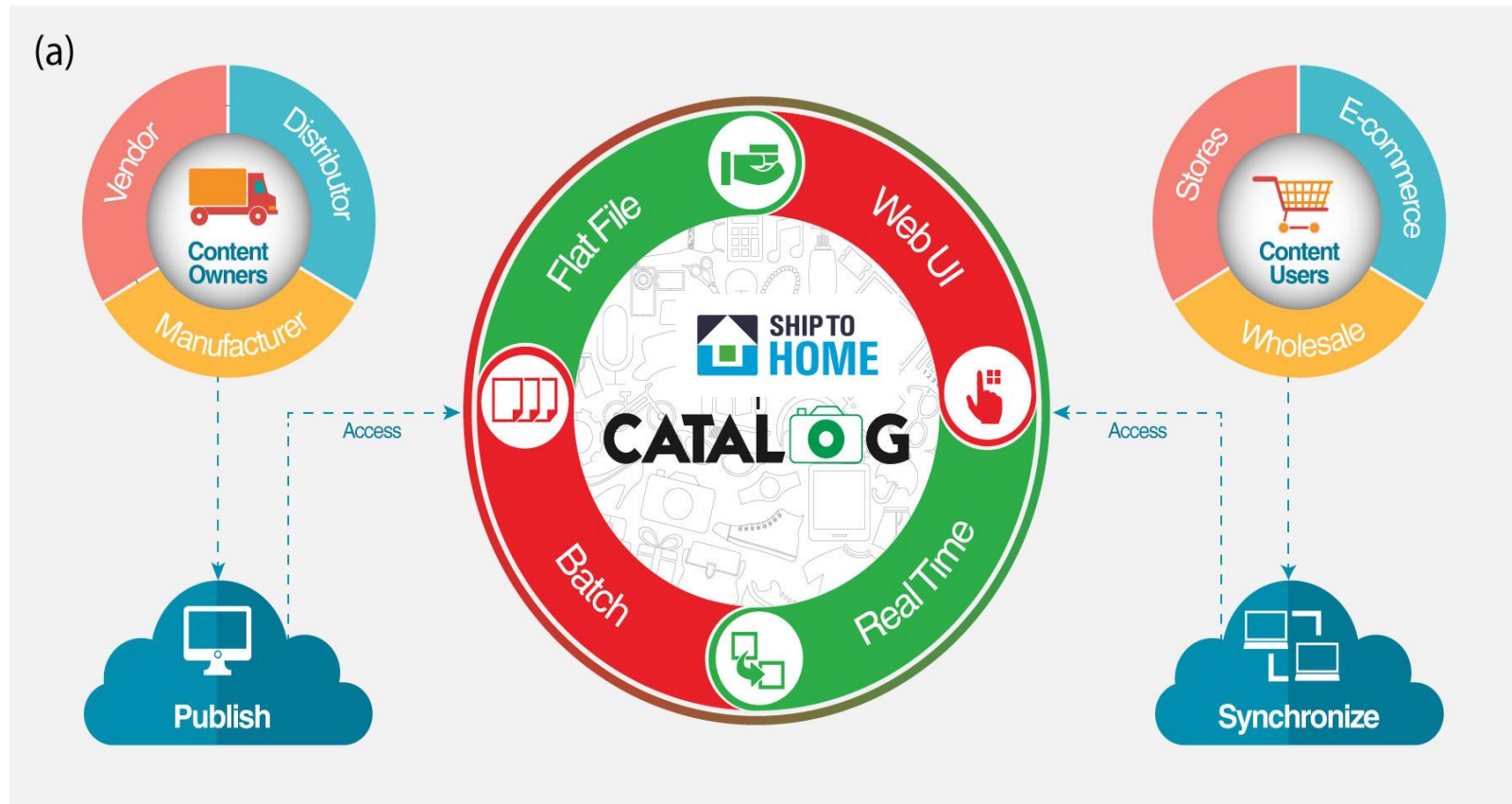
How it works ?

- New concept using extra capacity of multiple retailers and delivery networks to move freight , handle product, store in warehouse and provide last mile transportation **(Patent Pending)**
- The multiple supply chain is independent of transportation entities, terminal locations, storage infrastructure and services
- Works openly in a consolidated way by sharing the extra capacity **(Patent Pending)**
- Provides precise transit time of goods from origin to last mile destination for all inbound and outbound logistics

Outsourced Retailers and E-Tailer Supply Chain Networks to provide advanced services

- Drop ship Vendor to consumer
- Items ship from multiple vendor origins direct to consumer
- Items ship from any warehouse in a supply chain network to consumer
- Customer pick up at any locations (stores, warehouses or third party warehouses)
- At all time provide to consumers transit time of goods, delivery dates and windows
- Full visibility at any given time on any item moving in the supply chain network
- Link vendors with product catalogs integrated with retailers

Catalog Overview



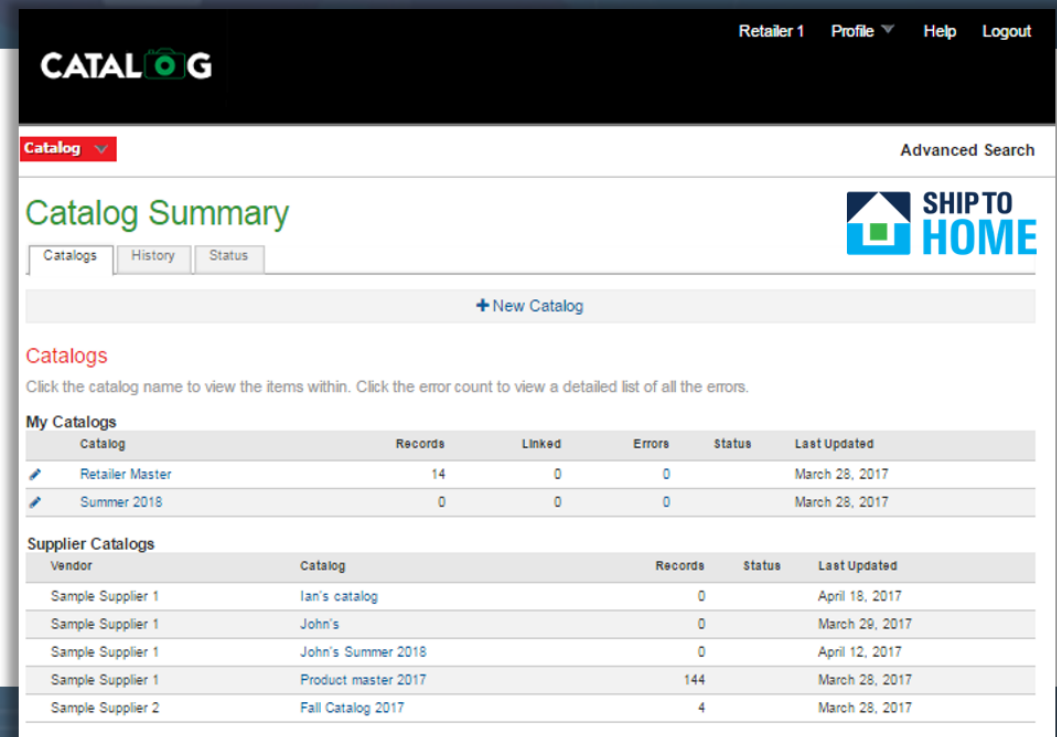
Retailer view all Suppliers

RETAILER/MARKETPLACE/BUYER FUNCTIONALITY

Retailer “Sub-Catalogues” for internal consumption




Single view of all submitted Supplier catalogues

CATALOG Retailer 1 Profile Help Logout

Catalog Advanced Search

Catalog Summary

Catalogs History Status 

[+ New Catalog](#)

Catalogs

Click the catalog name to view the items within. Click the error count to view a detailed list of all the errors.

My Catalogs

Catalog	Records	Linked	Errors	Status	Last Updated
Retailer Master	14	0	0		March 28, 2017
Summer 2018	0	0	0		March 28, 2017

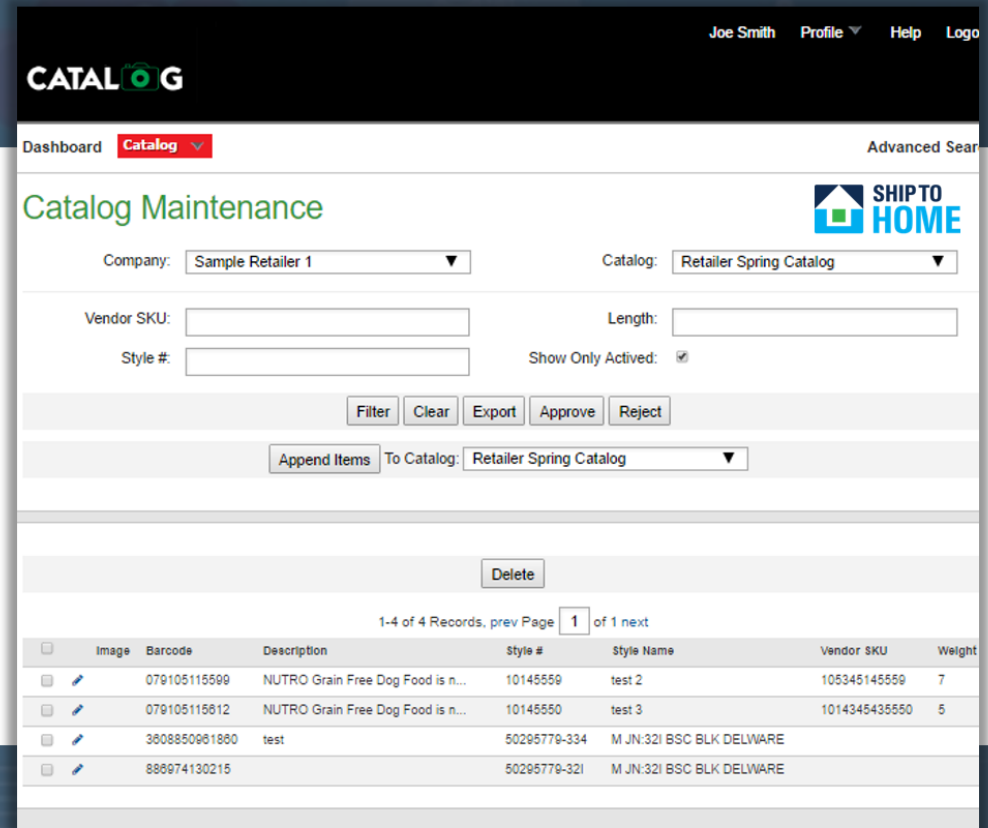
Supplier Catalogs

Vendor	Catalog	Records	Status	Last Updated
Sample Supplier 1	Ian's catalog	0		April 18, 2017
Sample Supplier 1	John's	0		March 28, 2017
Sample Supplier 1	John's Summer 2018	0		April 12, 2017
Sample Supplier 1	Product master 2017	144		March 28, 2017
Sample Supplier 2	Fall Catalog 2017	4		March 28, 2017

Ease integration for retailer (attributes)

RETAILER/MARKETPLACE/BUYER FUNCTIONALITY

Retailers can add additional attributes to catalogues, approve or reject catalogues prior to accepting into ERP or eCommerce system

CATALOG Joe Smith Profile Help Logo

Dashboard **Catalog** Advanced Search

Catalog Maintenance

Company: Catalog:

Vendor SKU: Length:

Style #: Show Only Activated:

To Catalog:

1-4 of 4 Records, prev Page **1** of 1 next

Image	Barcode	Description	Style #	Style Name	Vendor SKU	Weight
	079105115599	NUTRO Grain Free Dog Food is n...	10145559	test 2	105345145559	7
	079105115812	NUTRO Grain Free Dog Food is n...	10145550	test 3	1014345435550	5
	3608850981880	test	50295779-334	M JN:32I BSC BLK DELWARE		
	880974130215		50295779-32I	M JN:32I BSC BLK DELWARE		

Product Information Management (PIM)

CATALOG



PRODUCT CONTENT MANAGEMENT

FOR BRANDS

- Low cost, feature-rich catalogue submission and item management engine for vendors
- Manage multiple data formats such as EDI 832, csv and XML
- Upload and maintain images, video

FOR RETAILERS

- Direct integration to ERP and e-Commerce systems using "SPICE Link"
- Item update and management for internal attributes

Vendor	Catalog	Records	Linked	Errors	Approval	Private Label	Last Updated
Sporting Life	Sporting Life -	176288	4752	5271	✓		July 19, 2015
Active Brands North America, Inc.	Active Brands North America - 59395	2026	0	0			August 29, 2015
ADIDAS CANADA LTD	ADIDAS CANADA LTD - 20008	8553	0	0	✓		June 9, 2015
AIRBLASTER LLC	AIRBLASTER - 59170	50	0	0			August 28, 2015
ALP-N-ROCK LLC	ALP-N-ROCK LLC - 53668	530	0	0	✓		October 12, 2015
ANDALIA LTD	ANDALIA LTD - 77052	0	0	0			January 1, 0001
ANY CLOTHING INC	ANY CLOTHING INC - 52990	0	0	0			January 1, 0001
ANY CLOTHING INC	Wishire Fashions - 51376	0	0	0			July 28, 2015
Apropoz Inc	Apropoz (Indvoena) - 593831	23	0	0	✓		August 26, 2015
AQUA-LUNG CANADA LTD	AQUA-LUNG CANADA LTD - 70104	188	0	0			January 20, 2015
ARCTERYX EQUIPMENT INC	ARCTERYX EQUIPMENT INC - 53083	25641	661	2	✓		August 8, 2015
ASICS CANADA CORPORATION	ASICS CANADA CORPORATION - 20010	3600	1585	0	✓		March 2, 2015
ATOMIC SKI CANADA	ATOMIC SKI CANADA - 70008	2792	13	0	✓		October 22, 2015
AUTUMN CASHMERE	AUTUMN CASHMERE - 52975	0	0	0			August 29, 2015
BARBOUR INC	BARBOUR INC - 53032	9704	0	0			January 1, 0001

Brand: Timex
Customer Details

Business Unit: Department: Brand: Parent Class ID: Class ID: Season ID:

Product Name: **Item#87 Treatment® 80-Lap Sneak**

Description: **Timex® Sneak™** is a lightweight, breathable, and comfortable sneaker. It features a mesh upper, a cushioned insole, and a durable rubber outsole. The sneaker is available in a variety of colors and styles, and is perfect for everyday wear.

Features: **Features:** Breathable, cushioned resin strap, co-molded resin strap and a durable and lightweight resin case. **Features:** Durable and lightweight resin case. **Material:** Resin.

Category: Vendor Category: Vendor ID: 70428 Vendor Name: TIMEX GROUP CANADA INC Vendor Dimension: Full Size Vendor Description: Item#87 Vendor Size Code: Full Size Vendor Style: 70428 Vendor Gender: MEN'S

Catalog Item

Customer Details

Feature 1: **Nutro Sensitive Skin and Stomach Adult Fish and Sweet Potato Formula Premium Ground Dog Food** provides complete, balanced nutrition for Adult Dogs. Our wet formula features omega-rich fish, which supports brain function and heart health. And sweet potatoes are full of B vitamins, potassium and zinc.

Feature 2: **Contains (12) 12.5 oz. cans of Nutro Sensitive Skin and Stomach Adult Fish and Sweet Potato Formula Premium Ground Dog Food**

Description: **Seafood**

Vendor Size: 12.5OZ.
Vendor Category: Dogs Only
Vendor ID: N124
Vendor Name: Nutro Inc

Vendor Description: **NUTRO Adult Steamed Fish and Sweet Potato Recipe Dog Food Cans**
UPC Number: 079105115636
Product Name: Adult

Catalog Supplier search, filter product

RETAILER/MARKETPLACE/BUYER FUNCTIONALITY

Filter and search supplier-submitted product content using a variety of filters

View details of the supplier's catalog submissions

Append records with your own attributes



The screenshot shows a web application interface for catalog search and filtering. The interface is displayed on a computer monitor. The search form includes the following fields and options:

- Catalog: Pet Supermarket
- Style #: 135501524
- Vendor Style #: 129906
- Size: 8.5
- Dimension: [Dropdown]
- Colour #: [Dropdown]
- Vendor Colour: [Dropdown]
- Vendor: Nutro Inc
- Vendor Catalog: Nutro Treats - N113
- Style #: 129906
- Style Name: NUTRO Adult Steamed Fish and Sweet Potato
- Size: 12.5OZ.
- Dimension: [Dropdown]
- Colour Code: [Dropdown]
- Colour Name: [Dropdown]

Below the search form, there are two buttons: "Display Results" and "Clear".

Below the buttons, there is a message: "Click the empty box () to select an item from each catalog to associate them together. Click the checked box () to unselect the selected item, and reshove the filtered results."

Below the message, there is a table of search results. The table has the following columns: B.Style #, B.Colour, B.Dimension, B.Size, V.Style #, Name, V.Size, Description, Barcode, and Type. The table contains three rows of data:

B.Style #	B.Colour	B.Dimension	B.Size	V.Style #	Name	V.Size	Description	Barcode	Type
<input type="checkbox"/> 135501524	510	B	8.5	129906	NUTRO Adult Steamed Fish and Sweet Potato Recipe	12.5OZ.	Seafood	079105115636	UPCA
<input type="checkbox"/> 135501524	510	D	8.5	129906	NUTRO Senior Tender Chicken and Rice Recipe Premium	12.5OZ.	Chicken	079105115650	UPCA
<input type="checkbox"/> 135501524	510	C	8	129906	NUTRO Senior Tender Turkey and Rice Recipe Premium	12.5OZ.	Turkey	079105115674	UPCA

At the top of the table, there is a pagination message: "1-20 of 643516 Records. [prev](#) Page 1 of 32176 [next](#)".

Manage Items

RETAILER/MARKETPLACE/BUYER FUNCTIONALITY

Review, edit and manage ITEM LEVEL data in one environment, including **multiple** high resolution images & video

HUNDREDS OF ATTRIBUTES

- ❖ Cost
- ❖ Descriptions
- ❖ Unit of Measure
- ❖ Weights & Dimensions
- ❖ Colour
- ❖ Style
- ❖ Size
- ❖ Images
- ❖ Inventory Status

Sample Supplier 1 Profile Help Logout

CATALOG

Dashboard **Catalog** ▼
Advanced Search

Catalog Item


Customer Details

Vendor Name: Sample Supplier 1 [Edit / Add Images](#)

Product Name:
Sunbeam® Heat-to-Go™ Rechargeable Cordless Heated Wrap, Knee

Description:
You don't have to let lower back pain, knee pain or shoulder pain you down. Get powerful, deep-penetrating pain relief while you are at the-go with this battery-operated, cordless wrap. Lasts up to 4 hours on one charge and delivers deep, soothing relief to overworked, sore strained muscles.

Category:



Quantity Available: 0

Retail Price: UPC Number:

Wholesale Price:

Currency:

Model Number: 1502-CN	Status: IA
Brand Code: SBM	Brand Description: Sunbeam
Category Code: 2103	Category: Heating Pads

Catalog Sync with back end

ADVANCED SYNC WITH ERP, ECOMMERCE & BACKEND IT SYSTEMS

Vendor Style Name	Vendor Style #	Vendor Colour	Vendor Dim.	Vendor Size	Desc.	Vendor Num.	Vendor Name	Season	Br
Sandals & Clogs	12345	Blue		4	Crafted with crisscross fabric upper, metal hardware detail,...	S115	Steve Madden	Fall	
Shoulder Bags, Cross-Body Bags & Satchels	12346	Black			Practical and functional, this Steve Madden Mgstone Converte...	S115	Steve Madden	Fall	
Sandals & Clogs	12347	Brown		6	Relaxed and casual, these gladiator sandals feature leather ...	S115	Steve Madden	Fall	
Dress Shoes	12348	Brown		10	Classy and echoing style, these Steve Madden Lingo Plain Toe...	S115	Steve Madden	Fall	



Link to ERP Item

ADVANCED SYNC

Link the item to your ERP and eCommerce for ongoing real-time sync.

OR

MANAGED SYNC

Output sync-ready data to preformatted Excel/CSV file for manual uploads



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	BIG COMMERCE UPLOAD TEMPLATE															
2	Item Type	Product ID	Product Name	Product Type	Product Code/SKU	Bin Picking Number	Brand Name	Option Set	Option Set Align	Product Description	Price	Cost Price	Retail Price	Sale Price	Fixed Shipping Cost	Free Shippi
3	Product	25921	Royal Canin Chihua	P	301160403		Royal Canin	Right	Right	Chihuahua 28 	16.49	0	\$16.49	\$0.00	\$0.00	N
4	Product	25922	Royal Canin Yorksh	P	301160703		Royal Canin	Right	Right	Yorkshire Terrier 28 	16.49	0	\$16.49	\$0.00	\$0.00	N
5	Product	25923	Royal Canin Yorksh	P	301141171		Royal Canin	Right	Right	Yorkshire Terrier 28 	41.99	0	\$41.99	\$0.00	\$0.00	N
6	Product	25924	Royal Canin Shih Tz	P	301160411		Royal Canin	Right	Right	Shih Tzu 24 Dc	16.49	0	\$16.49	\$0.00	\$0.00	N
7	Product	25925	Hill's Science Diet M	P	527445450		Hill's Science Diet	Right	Right	Mature Adult Large Bre	46.97	0	\$46.97	\$0.00	\$0.00	N
8	Product	25926	Blue Buffalo Spa Se	P	596100025		Blue Buffalo	Right	Right	BLUE Weight Control<B	19.99	0	\$19.99	\$0.00	\$0.00	N
9	Product	25927	Natural Balance Ult	P	236300360		Natural Balance	Right	Right	Dick Van Patten's Natu	0	0	\$19.99	\$16.99	\$0.00	N
10	Product	25928	Natural Balance Ult	P	236300317		Natural Balance	Right	Right	Dick Van Patten's Natu	37.99	0	\$37.99	\$0.00	\$0.00	N
11	Product	25929	Natural Balance Ult	P	236352016		Natural Balance	Right	Right	Dick Van Patten's Natu	9.99	0	\$9.99	\$0.00	\$0.00	N
12	Product	25930	Royal Canin Indoor	P	301162407		Royal Canin	Right	Right	INDOOR Light 40 <f	25.99	0	\$25.99	\$0.00	\$0.00	N
13	Product	25931	Nature's Recipe Ve	P	305250040		Nature's Recipe	Right	Right	A wholesome, complet	0	0	\$44.97	\$40.97	\$0.00	N
14	Product	25932	Wellness Indoor He	P	763408845		Wellness	Right	Right	Indoor Health is a well-	13.99	0	\$13.99	\$0.00	\$0.00	N

Ease Vendors Onboarding

AUTOMATING SUPPLIER CATALOGUE SUBMISSION



BRAND

EDI 832, API
Batch Files



DISTRIBUTOR

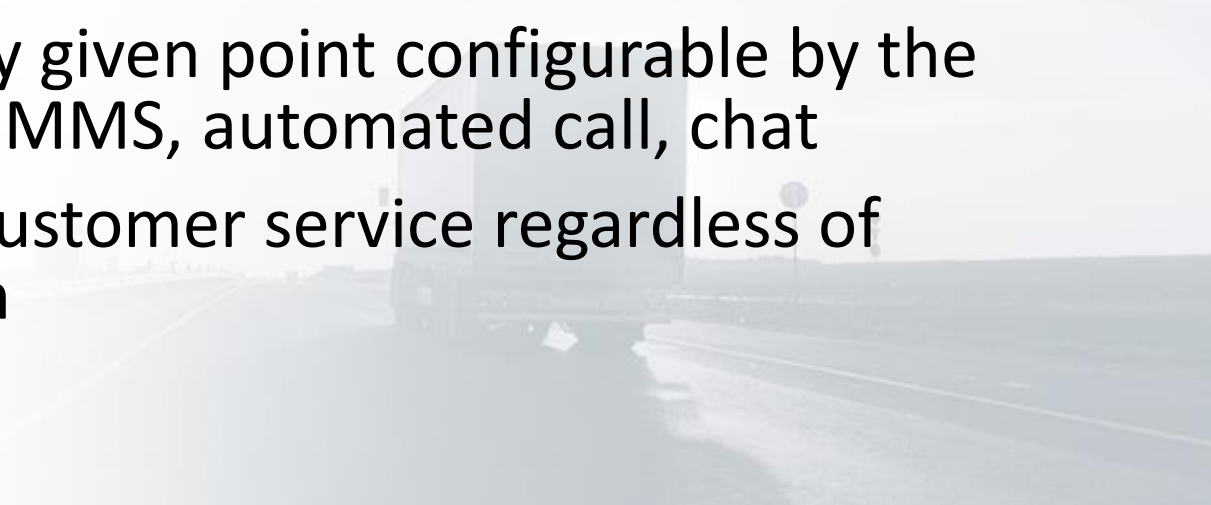
Web Portal
Excel Upload




- Trading Partner Onboarding
- Data Validation
- Image & Video storage
- Buyer to Supplier Workflow

Consumers Deployment

- Full visibility on orders at any given time from origin to destination
- Transit time of product from vendors to home
- Self appointment scheduling or re-scheduling of home deliveries
- Notification at any given point configurable by the user: Email, SMS, MMS, automated call, chat
- Connected with customer service regardless of customer location



Example of appointment scheduling (consumer)



HOME DELIVERY TRACKER

CUSTOMER SERVICE 1-866-493-0610

CLIENT INFORMATION

Christian Lafrance
4000 St-Ambroise Suite 389
Montreal - QC - H4C 2C7





(514) 969-5640
clafrance@cleardestination.com

DELIVERY TIME WINDOW


Thursday April 9 2015
3:00 pm to 5:00 pm

ESTIMATED STOP TIME: 3:25 PM

ITEMS TO DELIVER

Item	Location	Status
Boxspring PARAGON Double		
MAT. PARAGON 2PL.P/S F		
Qmatt.TG.Matt Pad		
Dryer.Kenmore.YMEDC300BW		

STATUS OF YOUR DELIVERY


 **PLANNED**

Cancel my delivery >

RESCHEDULE MY DELIVERY

< APRIL 2015 >

sun	mon	tue	wed	thu	fri	sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

 Other delivery dates available

Reschedule my delivery >


GET NOTIFIED

Email me updates


Text me updates

Submit >



YOUR DELIVERY TEAM



Eric Keller



John Williams

 **Questions and comments** 

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Consumers choose the time windows (consumer)

The screenshot displays the 'The BRICK' HOME DELIVERY TRACKER interface. The top navigation bar includes the logo, 'HOME DELIVERY TRACKER', and 'CUSTOMER SERVICE 1-866-493-0610'. The main content area is divided into three sections: 'CLIENT INFORMATION', 'STATUS OF YOUR DELIVERY', and 'GET NOTIFIED'. The 'STATUS OF YOUR DELIVERY' section shows a 'MISSING ITEM' status. A modal window is overlaid on the page, titled 'OTHER DELIVERY HOURS AVAILABLE', with three radio button options: '10:00 am to 12:00 pm', '2:00 pm to 4:00 pm', and '6:00 pm to 8:00 pm'. A 'Submit >' button is located at the bottom of the modal. The background interface also shows a calendar grid for delivery dates, a list of items to deliver, and a signature section.

CLIENT INFORMATION

Christian Lafrance
4000 St-Ambroise Suite 389
Montreal - QC - H4C 2C7
(514) 969-5640
clafrance@cleardestination.com

STATUS OF YOUR DELIVERY

MISSING ITEM

OTHER DELIVERY HOURS AVAILABLE

- 10:00 am to 12:00 pm
- 2:00 pm to 4:00 pm
- 6:00 pm to 8:00 pm

Submit >

ITEMS TO DELIVER

Item	Location	Status
Boxspring PARAGON Double	Home	Delivered
MAT. PARAGON 2PLP/S F	Truck	Delayed
Qmatt.TG.Matt.Pad	Home	Delivered
Dryer Kenmore. YMEDC300BW	Home	Delivered

OUR DELIVERY TEAM

Eric Keller | John Williams

Signature: [Handwritten Signature]

04/09/2015 3:45:37 PM

Questions and comments

Consumers track & trace their deliveries (consumer)



HOME DELIVERY TRACKER

CUSTOMER SERVICE 1-866-493-0610

English | Français

CLIENT INFORMATION

CHENIER LEBLANC

2-2810 AVE BARCLAY, MONTREAL, H3S1J6

(514) 944-6995

Logout >

DELIVERY TIME WINDOW

Tuesday, December 8, 2015

3:10 PM - 5:10 PM

After 6:30 pm on the eve of your delivery, the time window listed is your official delivery time window

ITEMS TO DELIVER

Item	Location	Status
SOMMIER, LAUREN... 1PL.		
MAT., LAURENTIAN		

STATUS OF YOUR DELIVERY

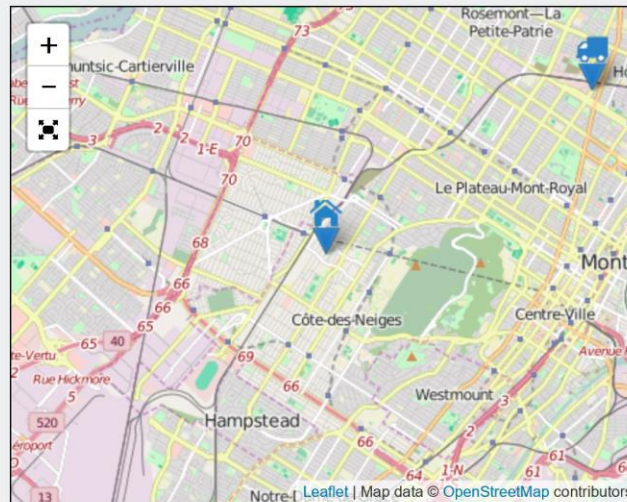
STOP IN TRANSIT

TRANSIT STATUS

AHEAD

You are stop 26

The delivery team is currently performing 19



GET NOTIFIED

Email me updates

123@email.com

Text me updates

(555) 555-5555

Submit >

YOUR DELIVERY LEAD



Jacques Roy

Benefits so far

- Expose in real time to retailers and e-tailers the logistics capacity of the supply chain network (**Patent Pending**)
- Visibility from any origin to any destination
- Multiple supply Chain offer a better coverage and increase retailer's and e-tailer's sales
- Products to consumer are shipped sooner
- Radical increase of volume on the B2B and B2C from the vendor to stores or directly to consumers (consolidation)
- The network is independent of:
 - freight transportation who owns terminals, cross-docking facilities, storage infrastructure and last mile delivery company
- The multiple supply chain works openly and favors consolidation (**Patent Pending**)
- Network is connected from the vendor to consumer and can go in reverse easily



Thank you !