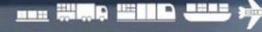


Start-ups & ventures elevator pitch



Candidates for the Ventures Awards:

- ❑ Clear Destination / Ship2Home; Pierre G. Bélanger - CEO
- ❑ Convertible Trailer Concepts; Bill Pawluk - CEO
- ❑ MARLO (Mix Move Match); Nuno Bento – CTO

Pre-screening and invitation. **Award decided by the Jury!**

Candidates for Start-ups Awards:

- ❑ RIDDLE&CODE GmbH; Tom Fuerstner - Founder & CTO
- ❑ SHIPITWISE; Ragmar Saksing - Co-Founder & CTO
- ❑ Smart Modular Lockers Services (SMLS) terminals; Clinton Liu - Founder
- ❑ STOCKBOOKING; Nikolina Apostolova-Riehl - General Manager

Award decided by IPIC 2017 attendees: Vote your best Stat-up

JOURNAL OF BUSINESS LOGISTICS

CALL FOR PAPERS: SPECIAL TOPICS FORUM

The Physical Internet and the Internet of Things as a Paradigm Shift: Drivers and Enablers of a New Way of Doing Logistics

Recently, the term 'Physical Internet (PI, π)' has generated a lot of attention among practitioners and academics alike. Ballot, Montreuil and Meller (2014) defined PI as a global logistics system based on the interconnection of logistics networks by a standardized set of collaboration protocols, modular containers and smart interfaces for increased efficiency and sustainability. The introduction of PI has opened a paradigm-breaking field encompassing the interconnectivity and interoperability of smart logistics networks, transportation systems, manufacturing systems and supply chains, enabling seamless open asset sharing and flow consolidation on a massive scale. It aims to transform the way physical objects are moved, deployed, realized, supplied, designed and used all around the world so as to improve by an order-of-magnitude the overall induced performance in terms of economic, environmental and societal efficiency and sustainability.

The Internet of Things (IoT) is a novel paradigm that can also affect logistics and supply chain management based on the idea of connecting inanimate objects. By providing objects with embedded communication capabilities and a common addressing scheme, a highly distributed and ubiquitous network of seamlessly connected heterogeneous devices is formed, which can be fully integrated into the current Internet and mobile networks, thus allowing for the development of new intelligent services available anytime, anywhere, by anyone and anything.

However, much of the PI and IoT literature has been largely disjointed without much emphasis on theory or practical applicability and there have been very few high quality journal publications. This Special Topics Forum addresses this void by specifically encouraging research that provides insight into either PI or IoT. We welcome a wide variety of topics spanning multiple industries that address issues related to PI or IoT. We are looking for papers that will not only address contemporary PI or IoT challenges in novel ways, but will serve as exemplars for conducting research. We hope that these research papers will showcase the best of what PI research or IoT research can bring and pave the way for future research efforts. Key criteria for any accepted papers will be both theoretical development and managerial relevance. Authors are expected to address PI or IoT in a rigorous manner in terms of utilizing theory found in the relevant disciplines and provide guidance to practitioners.

All topically appropriate papers submitted will be subjected to the typical double blind JBL review process. Submission date for full consideration will be July 1, 2018. Interested authors can learn more, or submit a paper, by e-mailing the guest editors directly at either benoit.montreuil@isye.gatech.edu eric.ballot@mines-paristech.fr zqz208@lehigh.edu horst.treiblmaier@modul.ac.at

Ballot, E., Montreuil, B., and Meller, R. D. 2014. The Physical Internet, La Documentation Française, Paris, 216p. ISBN, 978-2-11-009865-8.

GUEST EDITORS

BENOIT MONTREUIL, ERIC BALLOT, ZACH ZACHARIA, HORST TREIBLMAIER

IPIC 2017





THE PROBLEM

WORLDWIDE
THE AUTO INDUSTRY
ACTUALLY WASTES
MORE THAN

\$75
BILLION
EVERY YEAR ON
INEFFICIENT
TRANSPORT



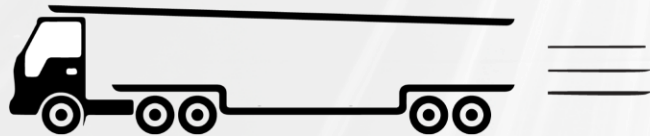
CONVERT IT.

CONTAIN IT.

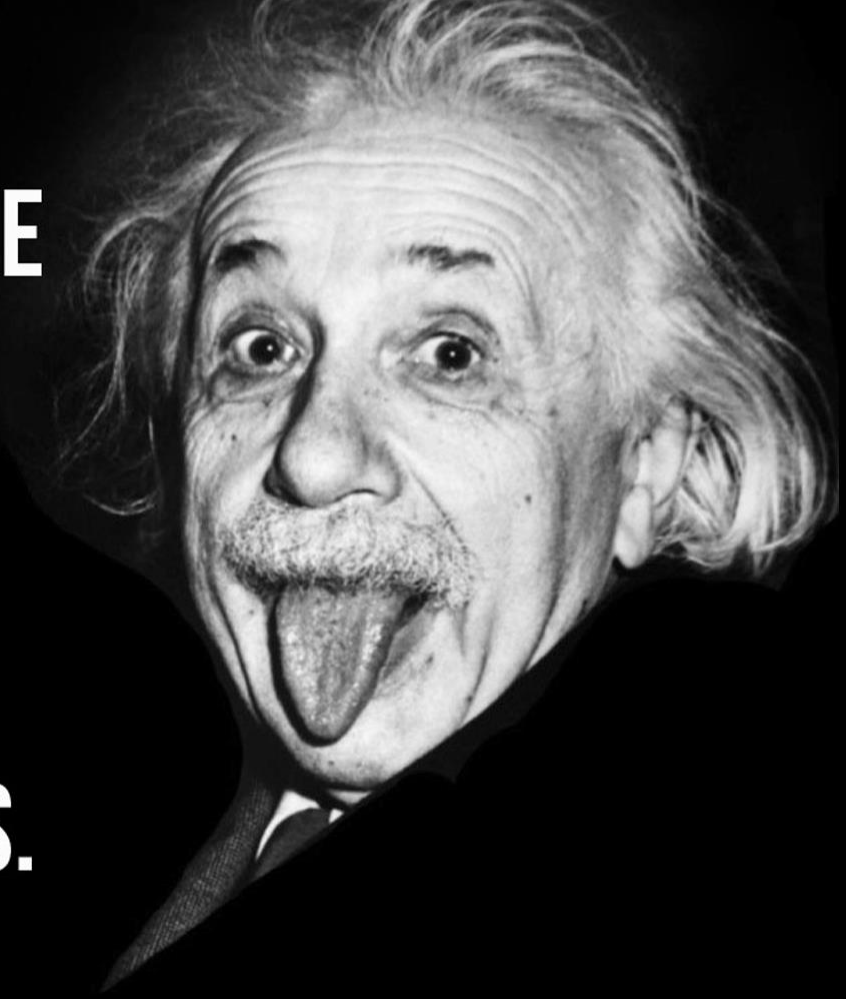
CONTROL IT.



THE HUNDRED YEAR OLD BAD HABIT



**INSANITY: DOING THE
SAME THING OVER
AND OVER AGAIN,
AND EXPECTING
DIFFERENT RESULTS.**





AUTOMOTIVE
SECTOR



GENERAL
FREIGHT



AUTOMOTIVE
SECTOR



CONTAINER
FREIGHT

**WE ARE
SOLVING THE
PROBLEM**

A low-angle photograph of the Petronas Towers in Kuala Lumpur, Malaysia. The two towers are the central focus, reaching towards a blue sky with scattered white clouds. A horizontal blue banner is superimposed across the upper portion of the towers. In the foreground, the green fronds of palm trees are visible on the left and right sides. The towers are connected by a skybridge, and their distinctive tiered, cylindrical design is clearly visible.

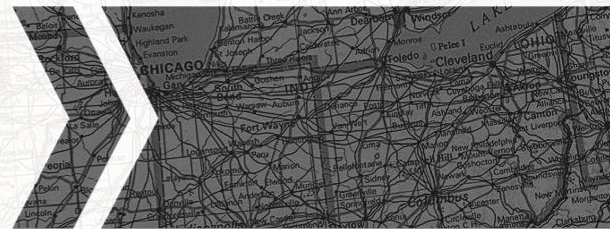
WE ARE BUILDING BRIDGES.



CONVERT IT. CONTAIN IT. CONTROL IT.



OUTBOUND



INBOUND





ANY BOUND!

THE FIRST PHASE OF OUR SOLUTION:
HARDWARE

CONVERTIBLE

ONE FLEET

CARS OUTBOUND, DRY GOODS INBOUND
USING THE SAME TRAILER.



16.5M E.U. HI MOUNT
CONVERTIBLE TRAILER

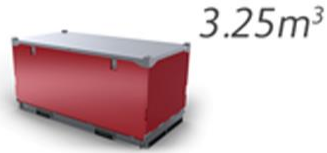


CONTAINERS.



AutoBox

20
AUTOBOXES



EQUIVALENT TO:

1 - 40FT
CONTAINER





LINESIDE READY



CONVERT IT. CONTAIN IT. CONTROL IT.



INTERMODAL



THE NEXT PHASE OF OUR SOLUTION:
THE SOFTWARE

CONNECTED AND INTELLIGENT LOGISTICS

CONTROL IT.



CLiC

POWERED BY  INFORM



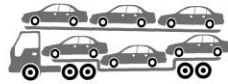
CLiC

POWERED BY  **INFORM**

CONVERTIBLE LOGISTICS INTELLIGENCE CENTRE



CONTAINER FREIGHT



AUTOMOTIVE SECTOR



GENERAL FREIGHT

SPECIALIZED CONVERTIBLE LOGISTICS TEAM





SPECIALIZED CONVERTIBLE PROCESSES

IMPROVED NETWORK EFFICIENCY



RELATIONSHIPS ACROSS
LOGISTICS INDUSTRY

+

HARDWARE

+

SOFTWARE

+

SPECIALIZED
CONVERTIBLE LOGISTICS
TEAM

+

SPECIALIZED
CONVERTIBLE PROCESSES

=



CONVERT IT. CONTAIN IT. CONTROL IT.

TURN &
~~BURN~~
EARN!



CONVERT IT. CONTAIN IT. CONTROL IT.





SUSTAINABLE
LOGISTICS
SOLUTION

HOLISTIC
APPROACH

NEW
THINKING

CONNECTED
AND
TRANSPARENT

NEW
IDEAS

NEW
PARTNERS

REDUCE
WASTE



CONVERT IT. CONTAIN IT. CONTROL IT.



IPIC 2017





MIX MOVE MATCH

Transform your Supply Chain





160.000 M€

loss / year in EU

124 Mtons

CO₂

One in four trucks is driving around Europe **completely empty**. And those that are actually carrying something are **only a third to half full**.



52%

average load factor

The average truck looks like this.
It's a huge waste of space and money



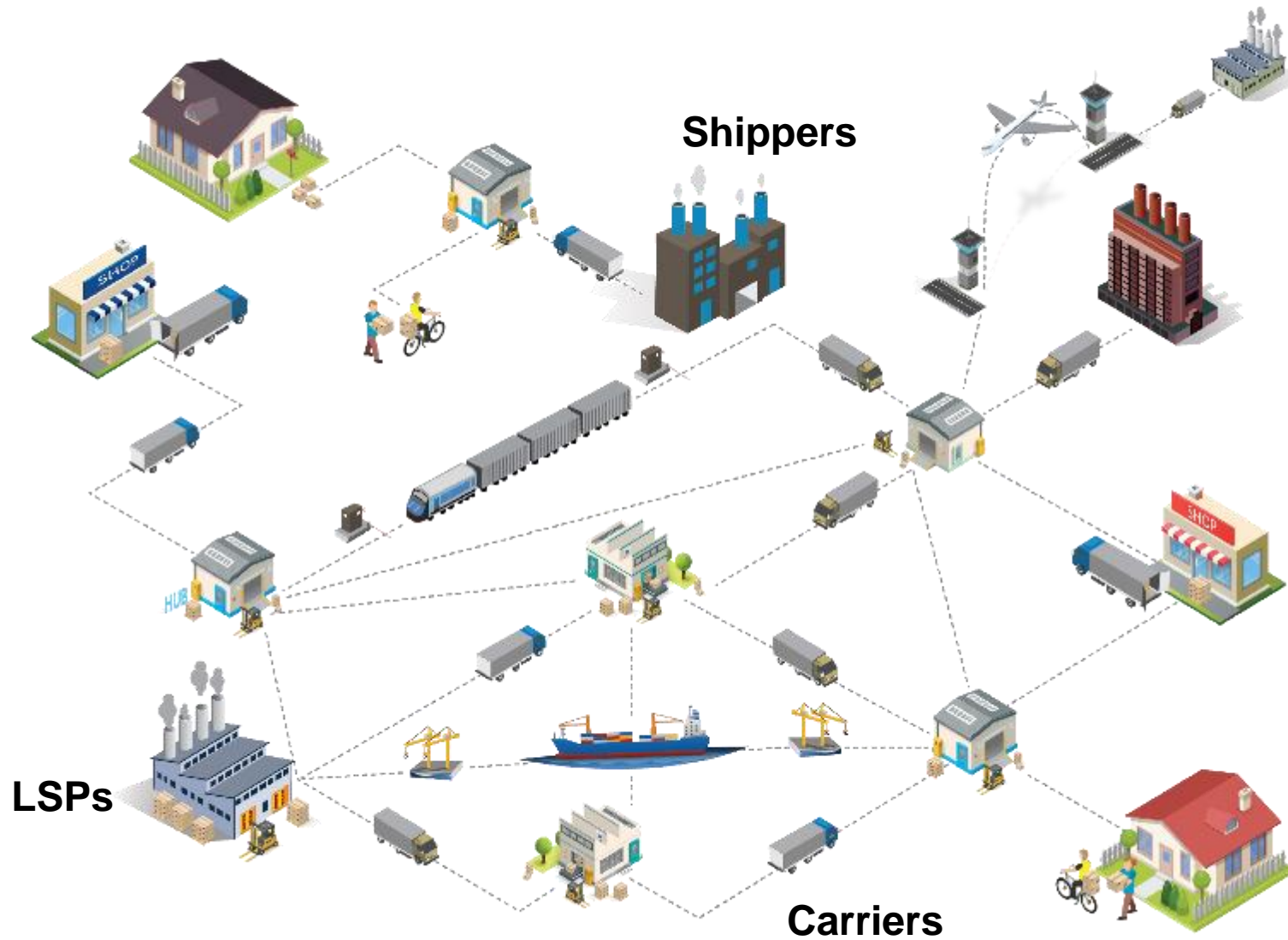
40%

average load factor in cities (TFL)

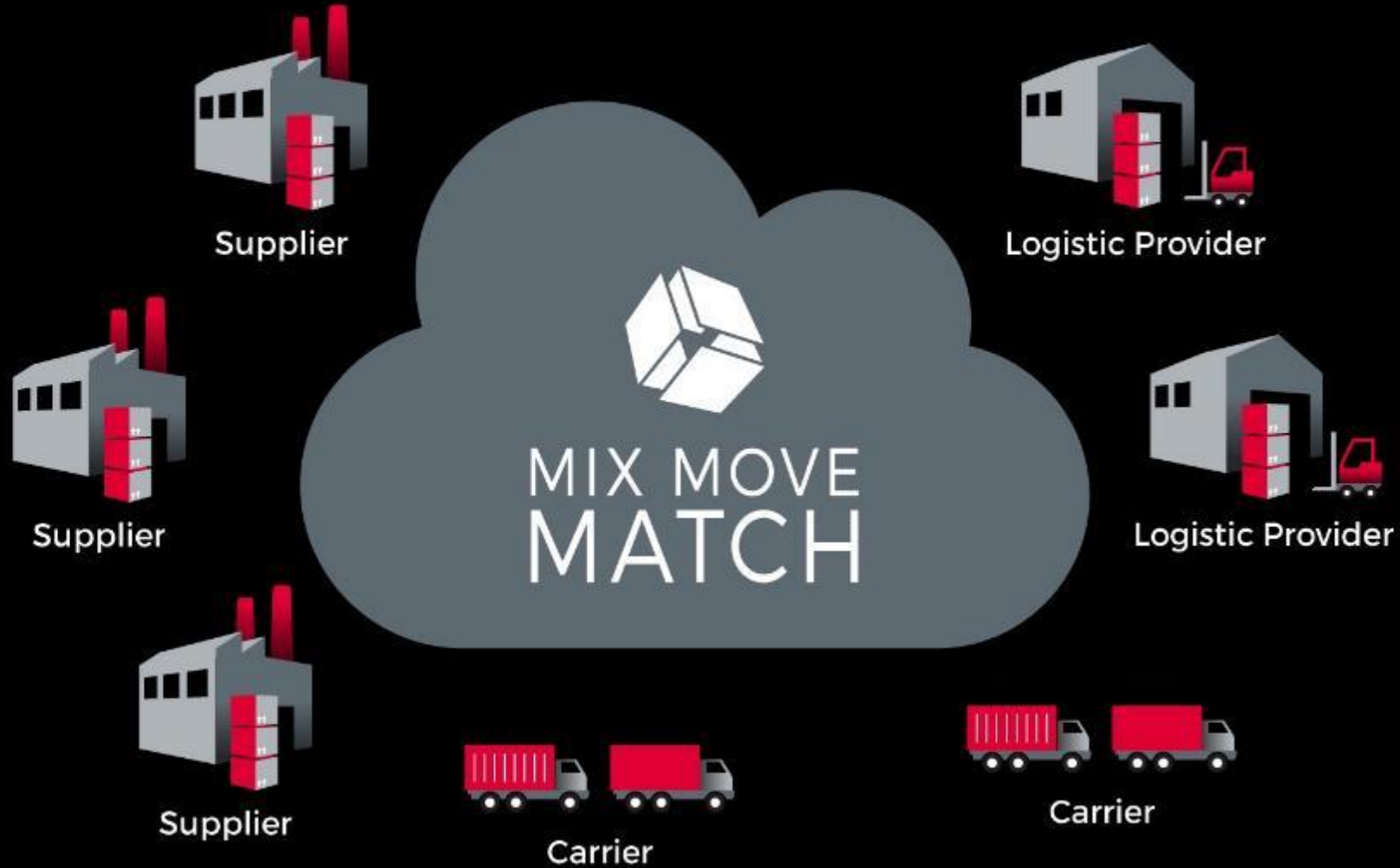
17%

of congestion & pollution costs in
U.S. caused by city logistics

This sustainability issue is even more pressing
in the places where most of us live: **The cities**

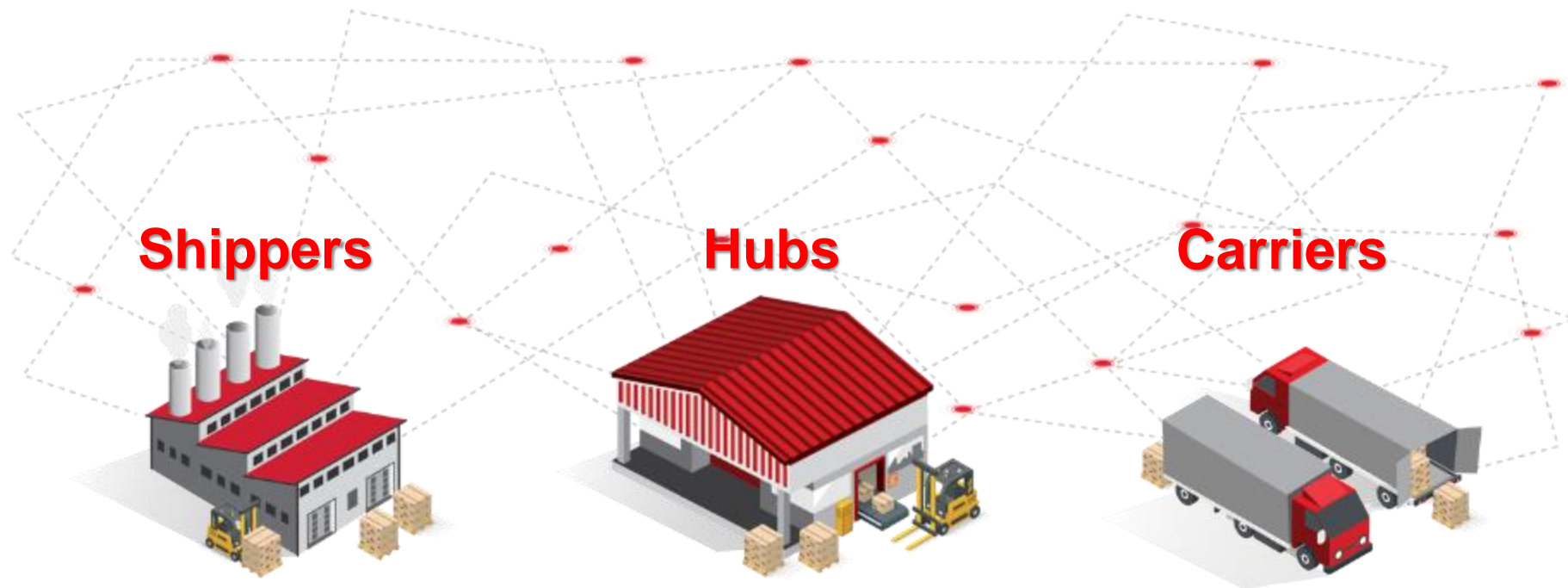


Co-operative networks are a powerful way to tackle these efficiency and sustainability challenges



co-funded by the 7th Framework Programme of the EC

MixMoveMatch.com



Shippers

- Supply chain control and visibility
- Stock visibility across locations
- Loading Unit Optimization
- Performance Monitorization

Hubs

- Transport management
- Contract Logistics
- Cross-Docking
- Receiving Planning and scheduling

Carriers

- Booking
- Customer service
- Operations Control
- Mobility
- Claims, Linehails and much more

Providing a comprehensive set of tools, enabling shippers, hubs and carriers to operate in the physical internet



MIX MOVE MATCH

Transform your Supply Chain

The physical **internet**



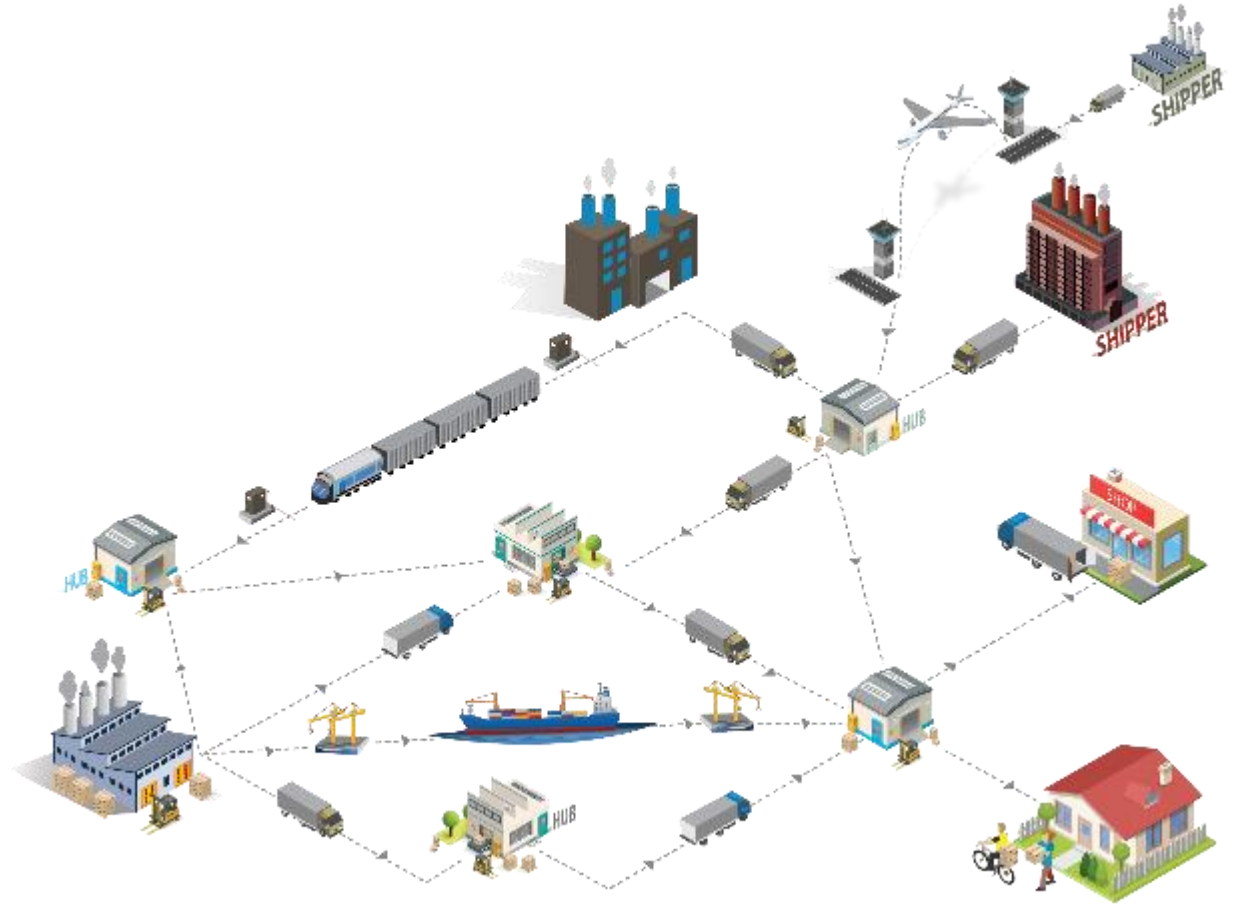
*”3M reduced transport costs by **35%**
and CO2 emissions by **50%** since the
MixMoveMatch.com system was launched”*

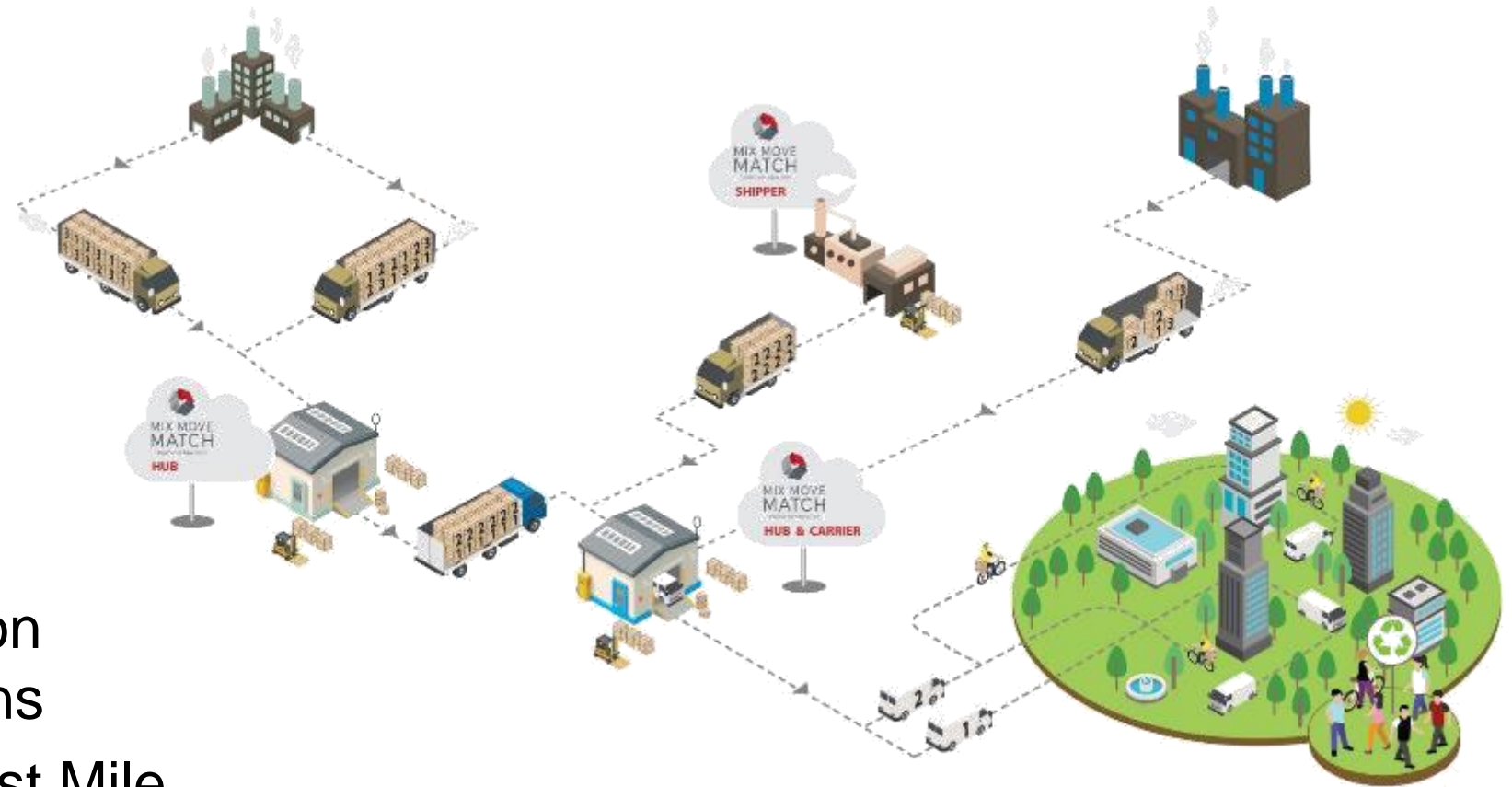
*Patrick Van De Vyver
3M’s EMEA logistics operations*

SONAE MC

The biggest retailer in Portugal

Now has full visibility over their distribution process to stores





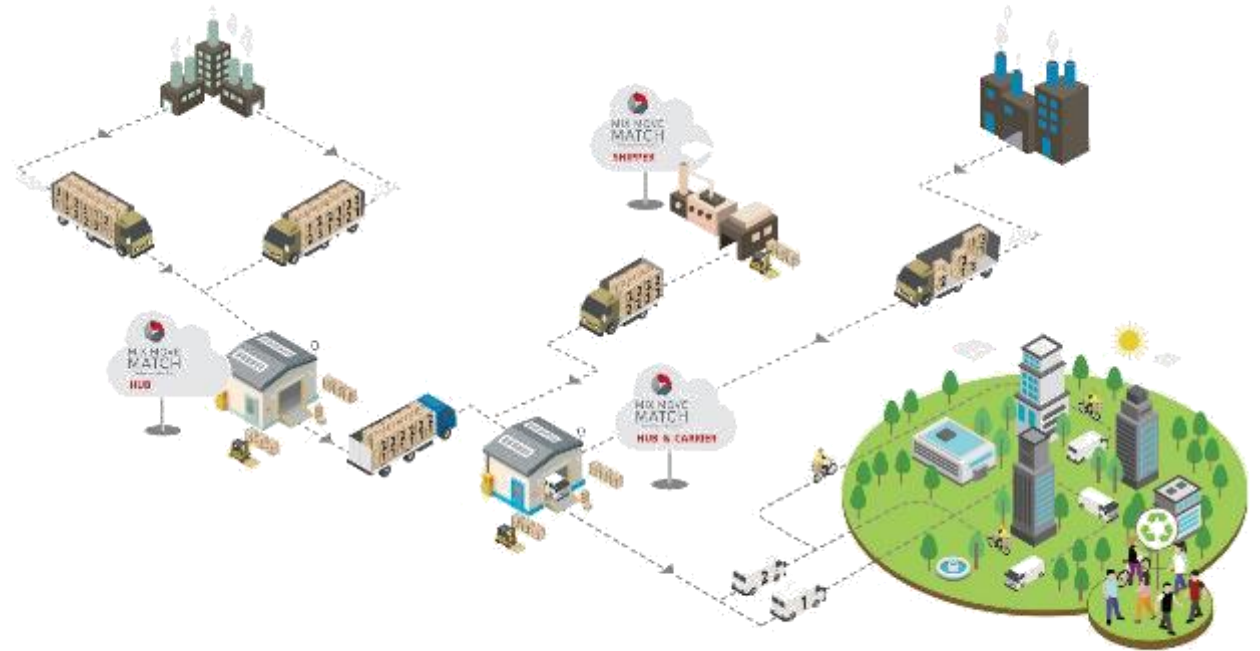
- Deploying Zero Emission Smart City Hub Solutions
- Providing Optimized Last Mile Bundled Freight Flows

Smart City distribution

- More than 100 organisations have joined (carriers, parcel/express operators, shippers, retailers, suppliers)

- Benefits

- Cost savings:
 - Range: 8%-15%
- CO2 emissions
 - Range: 6%-13%
- Distances travelled
 - Range: 6%-15%





Deploying Logistic Single Windows that provide control and visibility across all carriers, hubs and operations

Enabling cooperation, achieving cost reductions

Retail & FMCG



**Helping pharma distributors to
obtain full supply chain control
and visibility**

Pharma distribution



Providing Full Logistic Service Management capabilities

Bridging the gaps between systems to obtain full supply chain integration

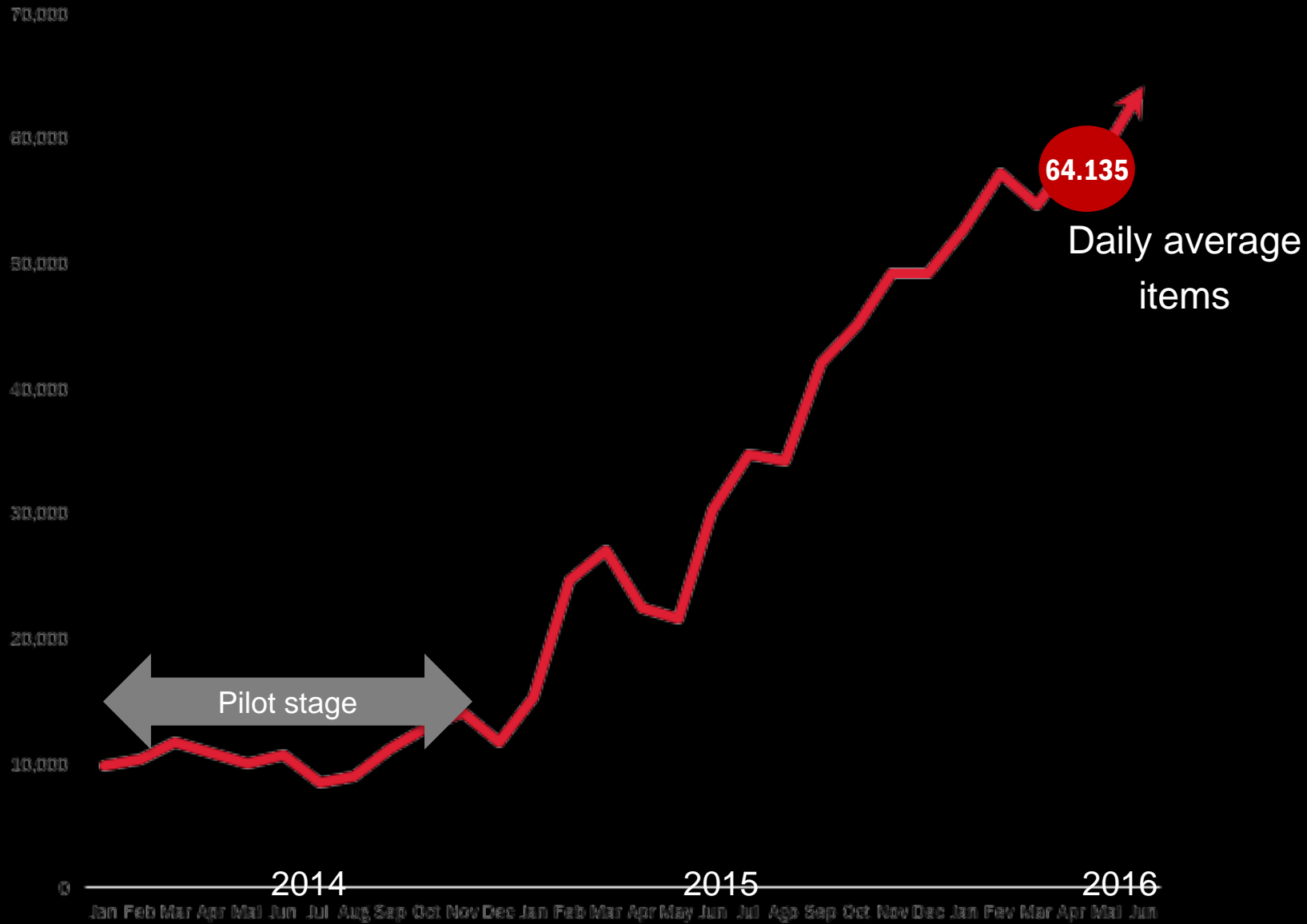
Cross-Docking, Transport Management, ...

Logistic service providers

Cross docking Hubs, 400+ FMCG Receiving hubs, 20+ city hubs



Traction and commercial maturity



383%
growth
 2015-2016

MixMoveMatch.com is now sustainable and fast growing.





MIX MOVE
MATCH

Transform your Supply Chain

Thank you!

Please feel free to approach me throughout the day

Nuno Bento

Nuno.bento@marlo.pt

+351968516741





SELECT ITEM TYPE AND QUANTITY

SNOWBOARD + SKIS + GOLF EQUIPMENT + BIKE + SURF EQUIPMENT + SUITCASE XL + PALLET + DOCUMENTS + OTHER +

For price we need to know measurements and addresses with postal codes.

I have promo code

NEXT



Departure address Postal code

Destination address Postal code

Two-way shipping

Package arrival at

I'd like insurance coverage above the default 500€

Technical uniqueness



Instant pricing

Dynamic pricing

Postal codes & smart algorithms

Technical uniqueness



Professional API for companies who have no API

Technical uniqueness



Shipitwise creates effective logistics algorithms

Technical uniqueness



Meet Swhen (Shipitwise when)
Your automated assistant in package tracking

Our Solution



A platform for travellers to ship their baggage in order to:



**Save
Money**



**Travel
Hands-Free**



**Skip
Check-In**

Market focus & achievements



November 2016 Nordica
20 + major travel agencies
May 2017 Air Baltic
June 2017 Tallinn Airport
June 2017 Travelport

Competitive Advantage



Dynamic Pricing
Pay less for shipping more



Full-Service
Door to door



Ease Of Use
Instant price quote



Trusted And Insured
Travel businesses trust the service and everything is insured



Customer Focused
24/7 customer support



Design and Brand
Great user experience

Want to be part of
that success?



We are raising money on **funderbeam**



7. september 2016

TECHNIS KENNEDY JURY



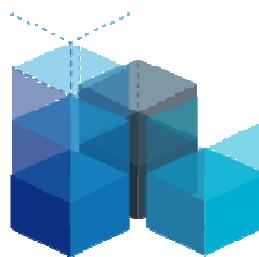


IPIC 2017

**4th International
Physical Internet Conference**

July 4-6, 2017

Graz University of Technology | AUSTRIA



STOCKBOOKING®

THE SHORTEST CONNEXION TO THE BEST STORAGE SOLUTION

**THE FIRST COLLABORATIVE PLATFORM
FEATURED FOR TEMPORARY AND AGILE LOGISTICS SOLUTIONS !**

WWW.STOCK-BOOKING.COM



MARKET TRENDS TRANSFORMATION

QUICKER SERVICE
OPTIMIZED USE
MUTUAL CONFIDENCE

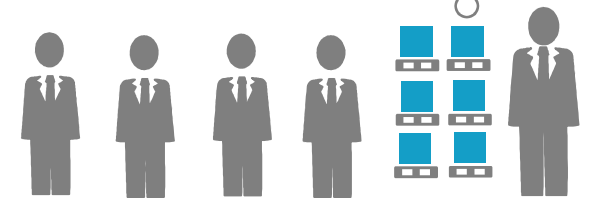
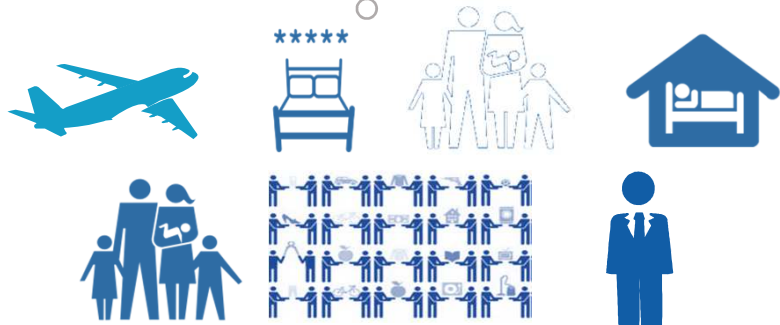
ON-LINE SERVICES

SHARING ECONOMY

BUSINESS IS BUSINESS
INTEROPERABILITY
COSTS / FACILITIES
CONFIDENCE / SECURITY

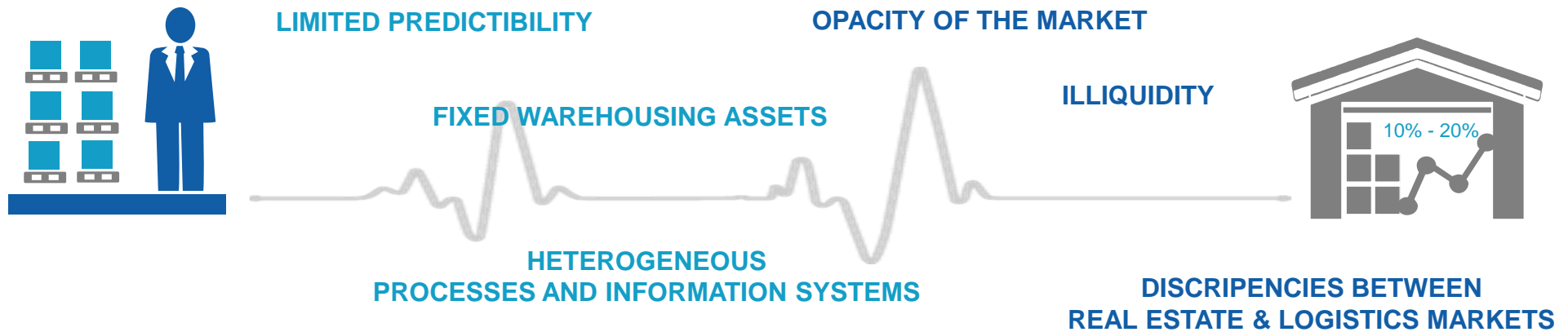
(I NEED) WIN – WIN (YOU HAVE)

ECO FRIENDLY





SCM ISSUES TO OVERCOME

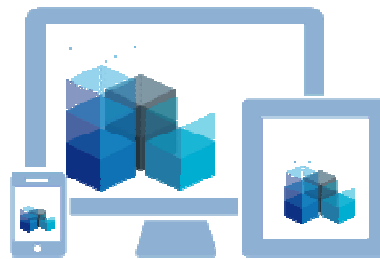




STOCKBOOKING SOLUTION



Dense and large network of networks of facilities to mutualise & connect



One stop-shop intelligent web platform

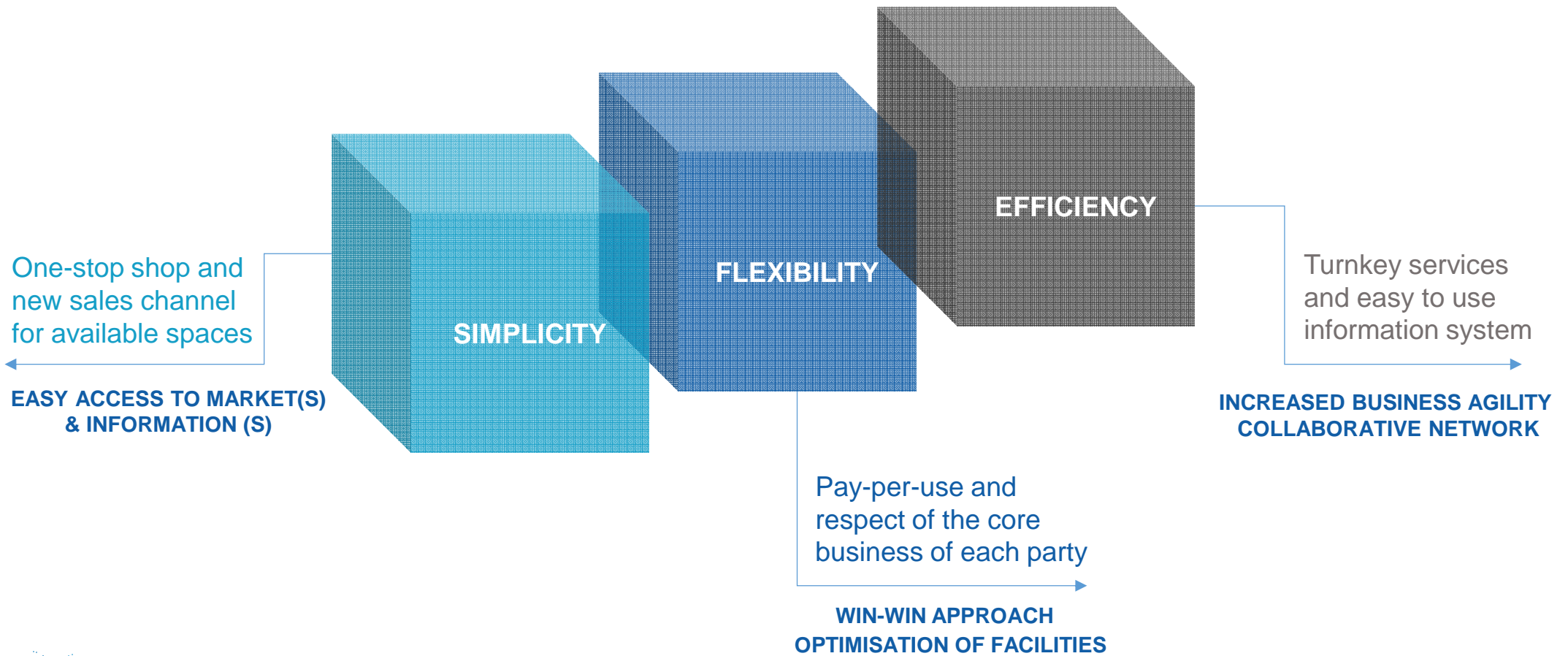


Umbrella information system & Uniform processes (*in progress*)





STOCKBOOKING INPUTS





STOCKBOOKING AN INTEGRATED PART OF PI

FROM UMBRELLA APPROACH



TO VIRTUAL WAREHOUSE



MATCHING & MUTUALISATION



INTERCONNECTION



STANDARTIZATION





AND WHY NOT YOU FEEL FREE TO ASK FOR DETAILED PRESENTATION

contact@stock-booking.com

THANK YOU FOR YOUR ATTENTION !



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