

# The Logit One platform

IPIC 2018 Groningen

Frank Knoors  
Managing Director





## who we are

Logit One resulted from a management buy-out in 2013, based on innovative technology that has been developed for 20 years. We are with 50 people operating in Belgium and India.

## what we do

Logit One provides intelligent SaaS services so that our customers can derive maximum benefits from a digitized logistics process.

## how we do it

To achieve this, we bundle solutions for end-to-end visibility, planning and collaboration within a multimodal environment, and freight network management.

**CUSTOMERS**

Freight Forwarders,  
Direct Shippers or  
Beneficial Cargo Owners  
making use of or  
linking to ocean freight  
("90% of everything we buy  
arrives via container ships")

**PLANET**  
Efficient &  
sustainable  
logistics

**CUSTOMER**  
Online  
quotation,  
booking &  
visibility

**TRANSFORM**  
Not undergo  
disinterme-  
diation

**COMPETITION**  
Large players &  
new entrants

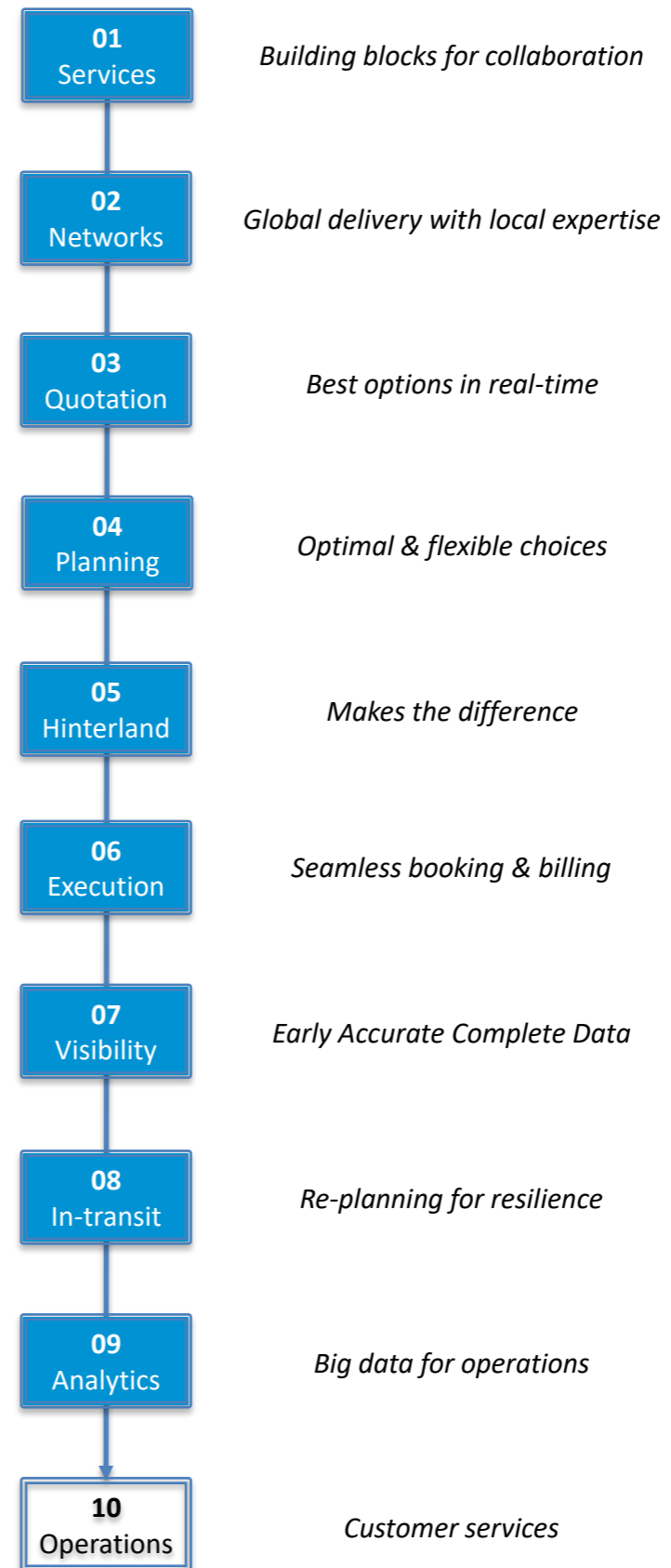
**PEOPLE**  
Untangle  
complexity of  
global shipping

**Market:**  
Digitization is  
behind other  
sectors

**Solution:**  
Integrating  
processes by  
proven technology

**Realism:**  
80% Tech  
20% Human  
competences

# The platform in 10 steps

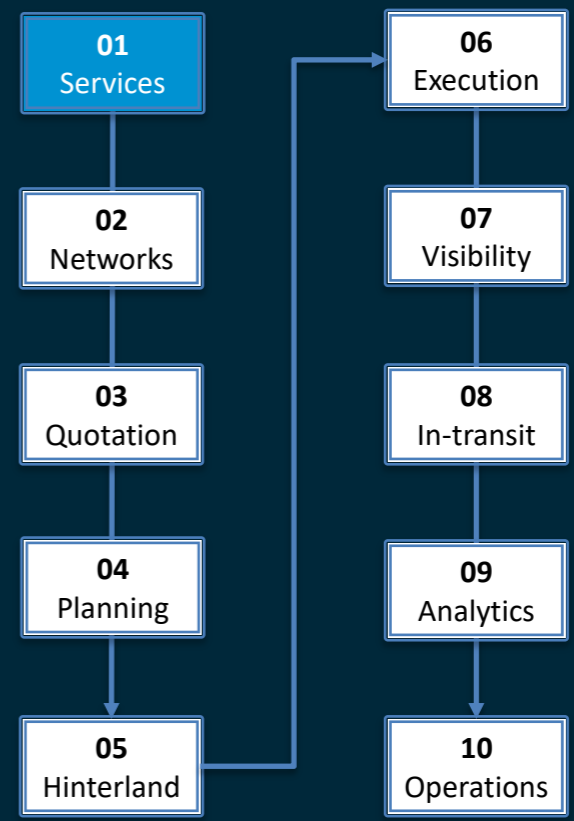




# 01

## Services:

### Building blocks for collaboration



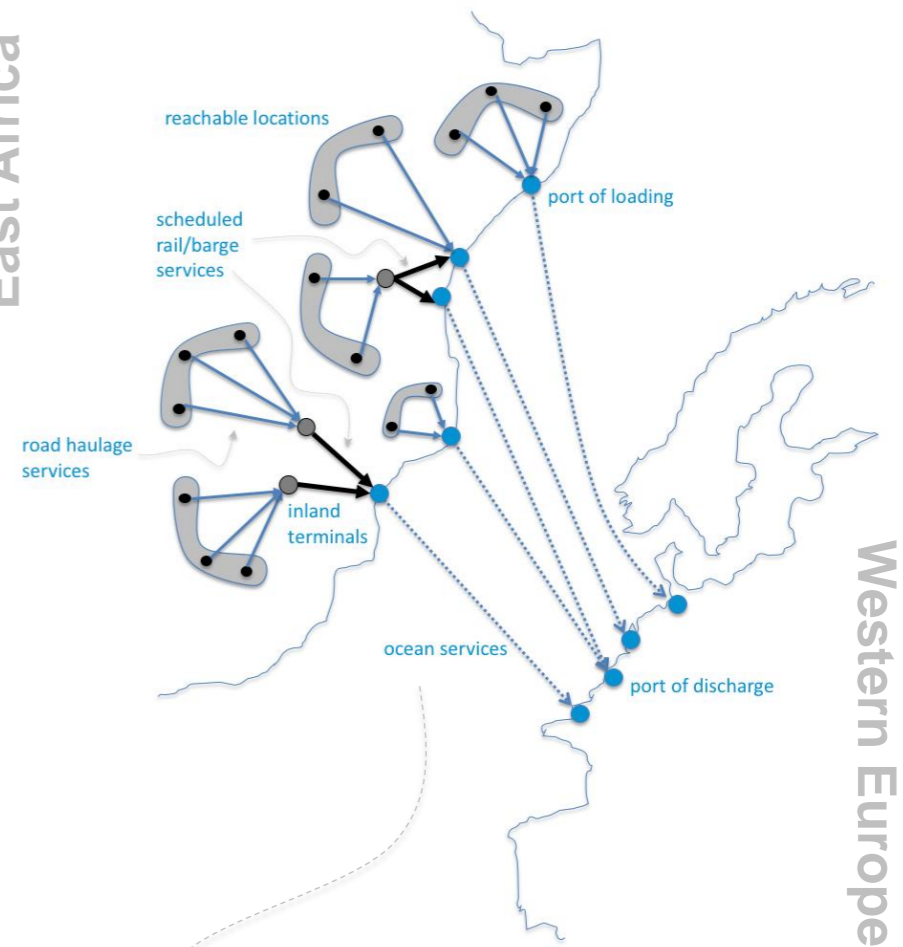
your benefits

Capture the essence of transport & logistics services and create building blocks for planning & execution

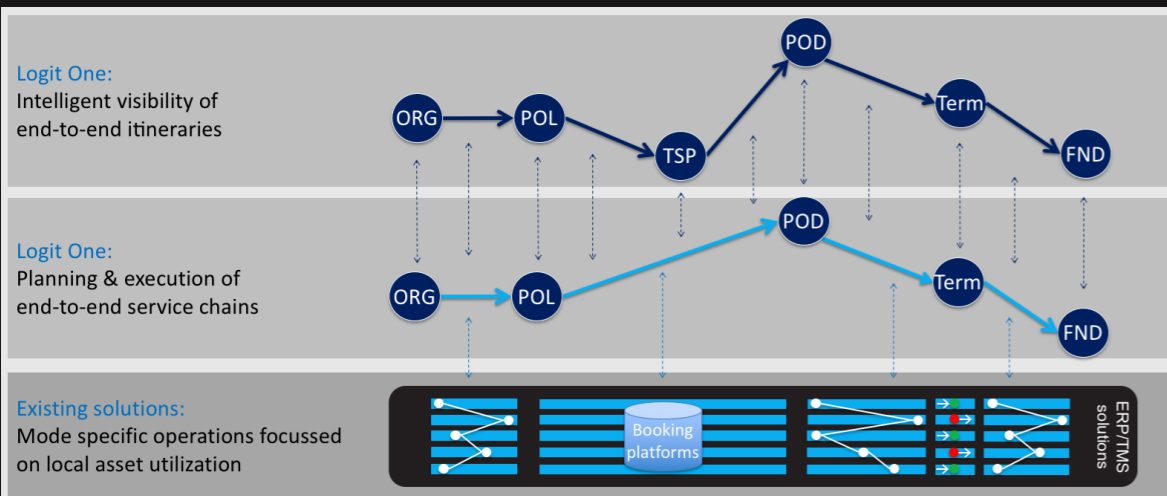
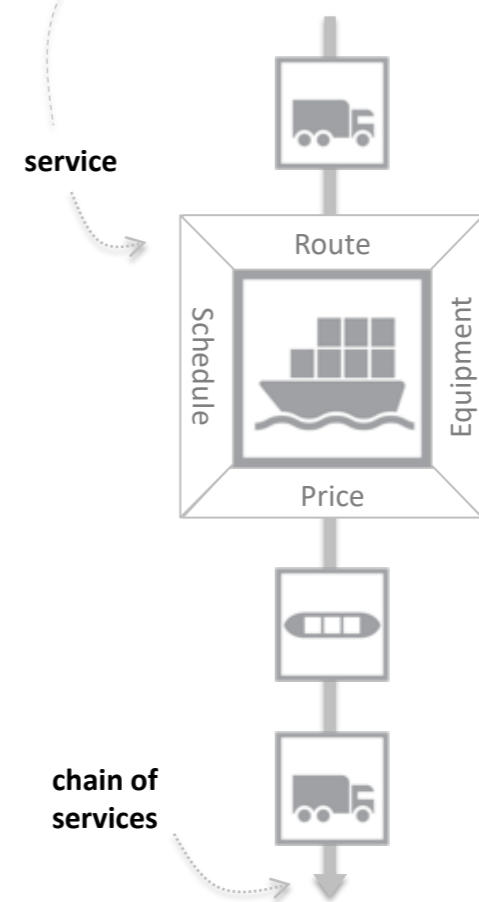
Agile on-boarding of new trade lanes and service providers

Sharing data on available services & pricing, while controlling your own margins

East Africa



Western Europe

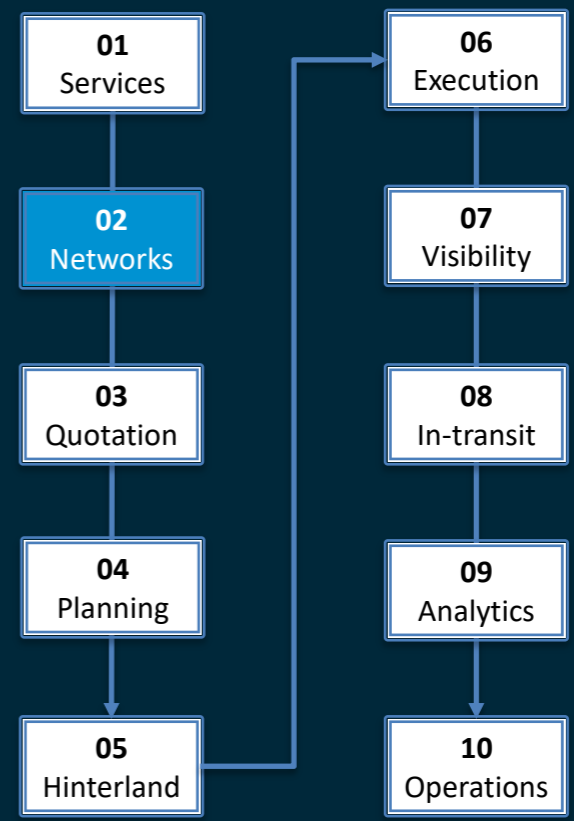




# 02

## Networks:

### Global delivery with local expertise

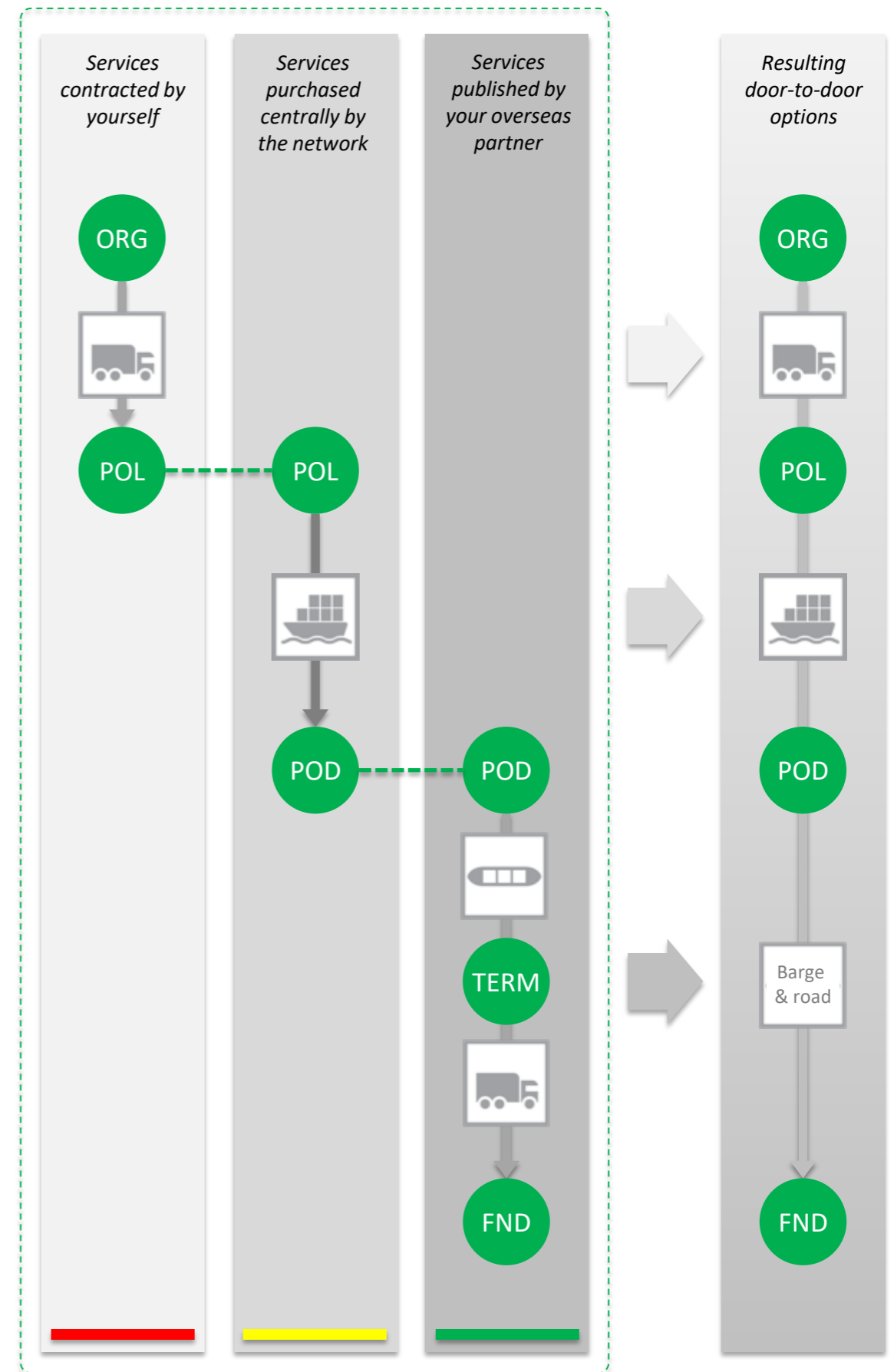
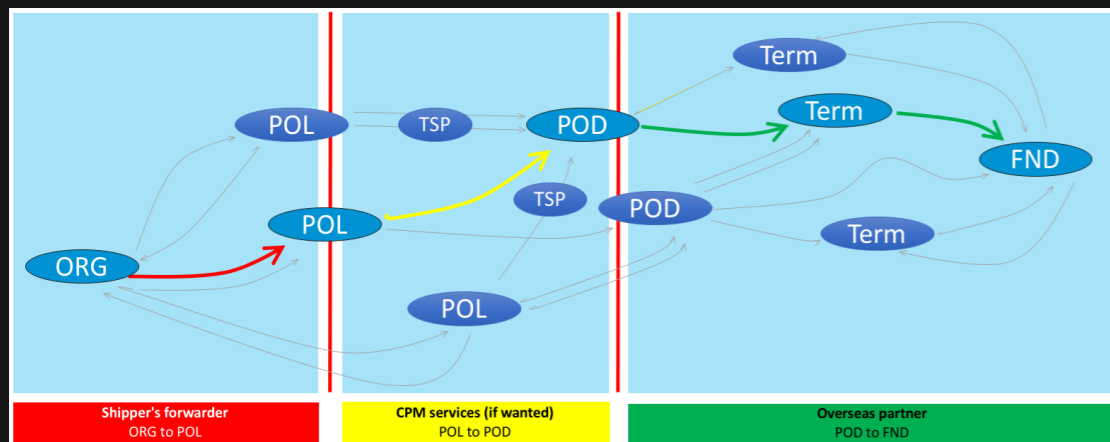


your benefits

Publish services, sub-contract orders & share status with your overseas partners

Make use of centrally purchased services available to the whole network

Support multi-leg shipments that span multiple countries, modes of transportation and parties

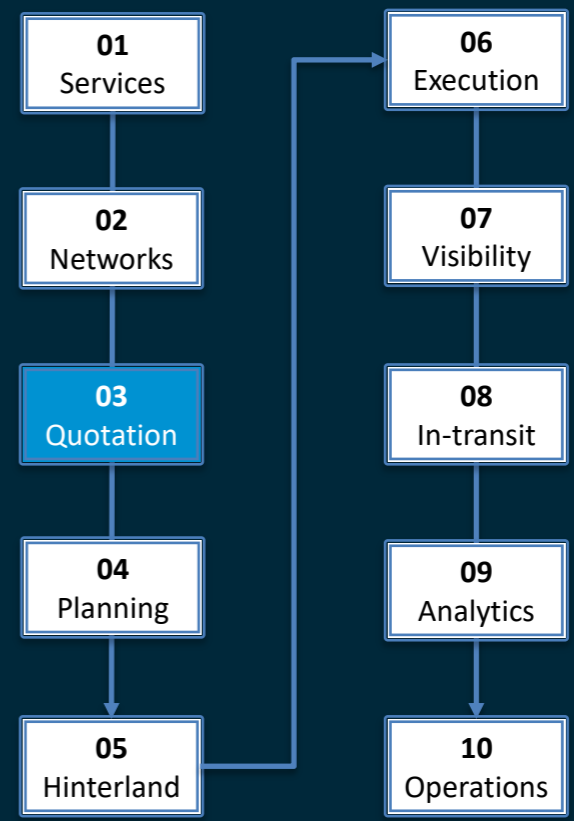






# 03

## Quotation: Best options in real-time



Respond to RFQs in real-time  
Best alternatives (cost efficient, fast, green)

your  
benefits

Use your networks' capabilities  
Decide what level of detail to expose

RFQ from customer

Request For Quotation ID: 2018-6-0000005Q

Request Price Validity: 12/07/2018 GMT+02:00

Forwarder\*: Ahlers Chennai (AMAA)

Customer: Sappi (SAP)

Contact Person of Customer: Frank Knoors

External Reference of Customer:

Global  Export  Import

**From**

Door  Terminal

OneWay  RoundTrip  Both

Point of Origin\*: 500034 Banjara Hills (IN)

Pickup Date:

Multi-stop  Weighing

**To**

Door  Terminal

OneWay  RoundTrip  Both

Final destination\*: 3620 Lanaken (BE)

Delivery Date:

Multi-stop

Commodity:

Dangerous Goods

Container Type	No. of Containers
40ft standard cntr	1
20ft standard cntr	1

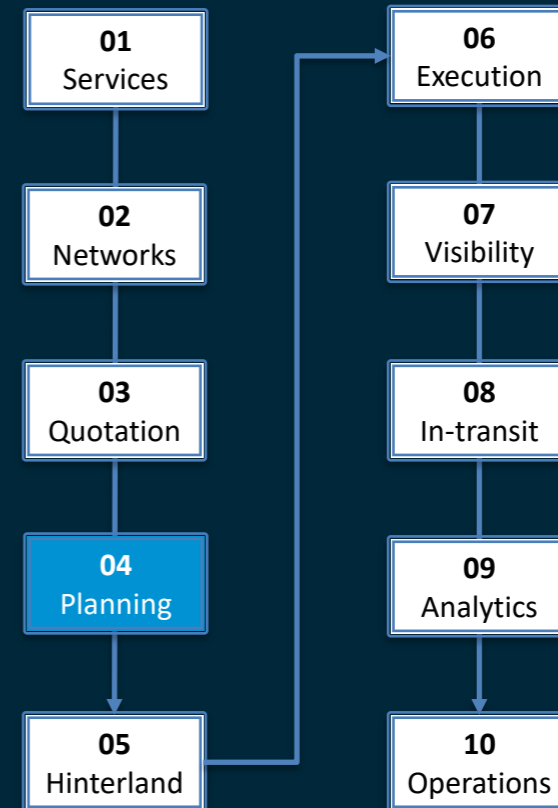
Quotation

Criteria	Quotation	Modes	From	Depot	Via	To	Duration	Cost (USD)	Margin (USD)	Price (USD)	gCO2	Expiry Date *
	2018-6-0000005Q-1	Road Rail Sea Barge Road	500034 Banjara Hills (IN)	500018 Sanathnagar ICD (IN)	Nhava Sheva ▶ Rotterdam terminals	3620 Lanaken (BE)	35d 15h	7,510.68	30.53	7,541.21	434.160	12/07/2018
	2018-6-0000005Q-2	Road Rail Sea Barge Road	500034 Banjara Hills (IN)	500018 Sanathnagar ICD (IN)	Chennai ▶ Antwerpen Terminals	3620 Lanaken (BE)	33d 12h	8,583.32	30.54	8,613.86	783.648	12/07/2018



# 04

## Planning: Optimal & flexible choices

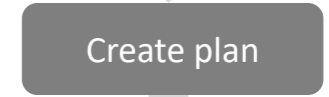
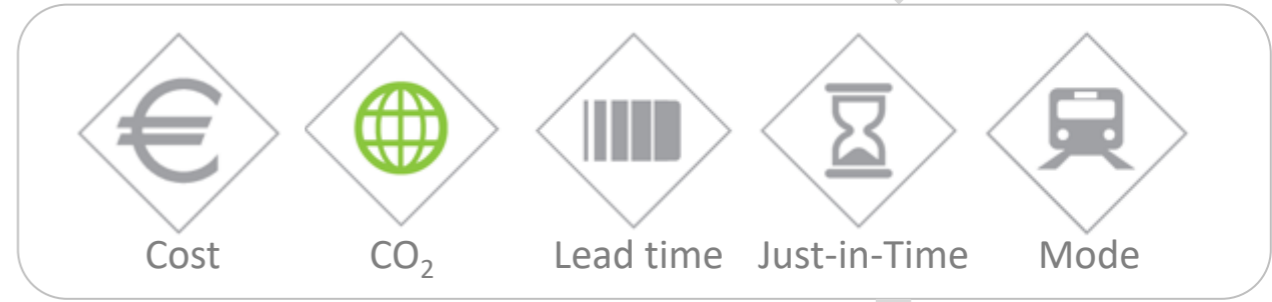
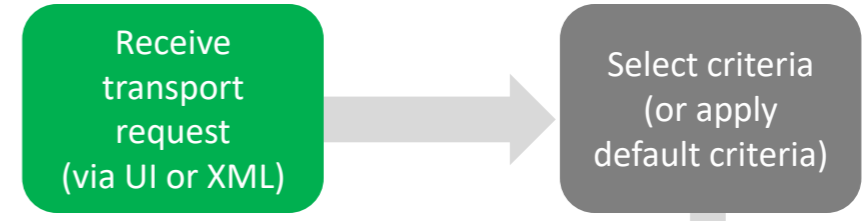


your benefits

Orchestrate door-to-door alternatives

Flexible handling of costs and pricing

Optimal handling of individual containers



Plan summary

Plan No.	Modes	Via	Start Date	End Date	Duration	Cost (USD)	Margin (USD)	Price (USD)	gCO2
2018-6-219399-1	Road Rail Sea Barge Road	500018 Sanathnagar ICD (IN) ▶ Chennai (IN) ▶ Antwerpen Terminals (BE): MSC PSA European Terminal MPET (730) ▶ 6121 Barge & Rail Terminal Born (NL)	11-06-2018 15:57 GMT+05:30	25-07-2018 18:26 GMT+02:00	44d 5h 59m	8,379.19	112.09	8,491.28	48.159

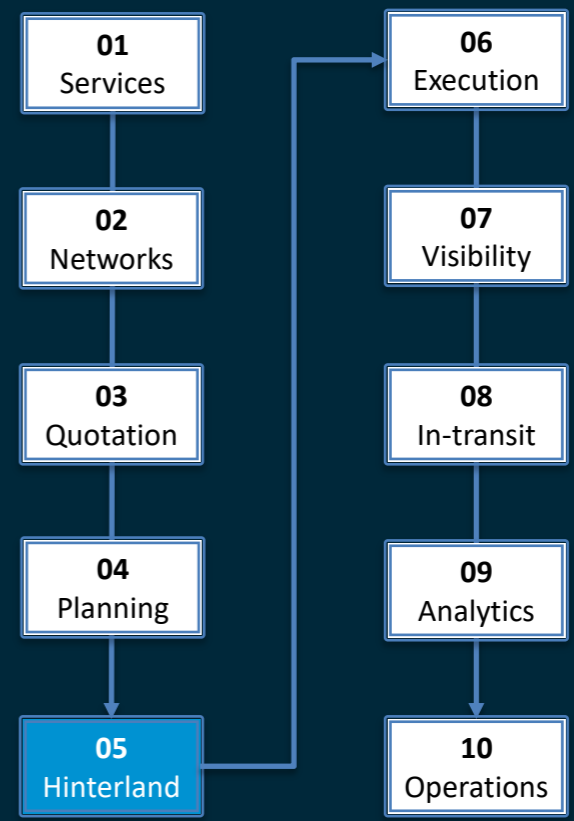
Branch	Mode	Service	Provider	Locations	Start Time	End Time	Duration	Cost (USD)
		IN 500018 Sanathnagar ICD-IN 500018 Sanathnagar ICD-ROAD-CONCOR-2018-1	Container Corporation of India Ltd.	From: 500018 Sanathnagar ICD (IN) To: 500034 Banjara Hills (IN)	11/06/2018 13:57	11/06/2018 15:57	2h 0m	45.80
			Container Corporation of India Ltd.	Stuffing, 500034 Banjara Hills (IN)	11/06/2018 15:57	11/06/2018 17:57	2h 0m	0.00
		IN 500018 Sanathnagar ICD-IN 500018 Sanathnagar ICD-ROAD-CONCOR-2018-1	Container Corporation of India Ltd.	From: 500034 Banjara Hills (IN) To: 500018 Sanathnagar ICD (IN)	11/06/2018 17:57	11/06/2018 19:57	2h 0m	91.60
		IN 500018 Sanathnagar ICD-IN Chennai-RAIL-CONCOR-2018-1	Container Corporation of India Ltd.	From: 500018 Sanathnagar ICD (IN) To: Chennai (IN)	16-06-2018 10:00	19-06-2018 05:00	1d 0h 0m	213.74
		IN Chennai-BE Antwerpen Terminals-SEA-CRST-2018-1	CrossTrades OBL (MAERSK)	From: Chennai (IN) To: 2040 MSC PSA European Terminal MPET (730) (BE)	19/06/2018 05:00	20/07/2018 01:30	31d 0h 0m	7,080.00
		BARGE & ROAD	Gosselin Antwerp	From: 2040 MSC PSA European Terminal MPET (730) (BE) To: 3620 Lanaken (BE)	20-07-2018 11:00	25/07/2018 18:26	5d 7h 26m	948.04

Services details



# 05

## Hinterland: Makes the difference



your  
benefits

Synchro-modality at work

Empty container re-use

Intermodal expertise built in

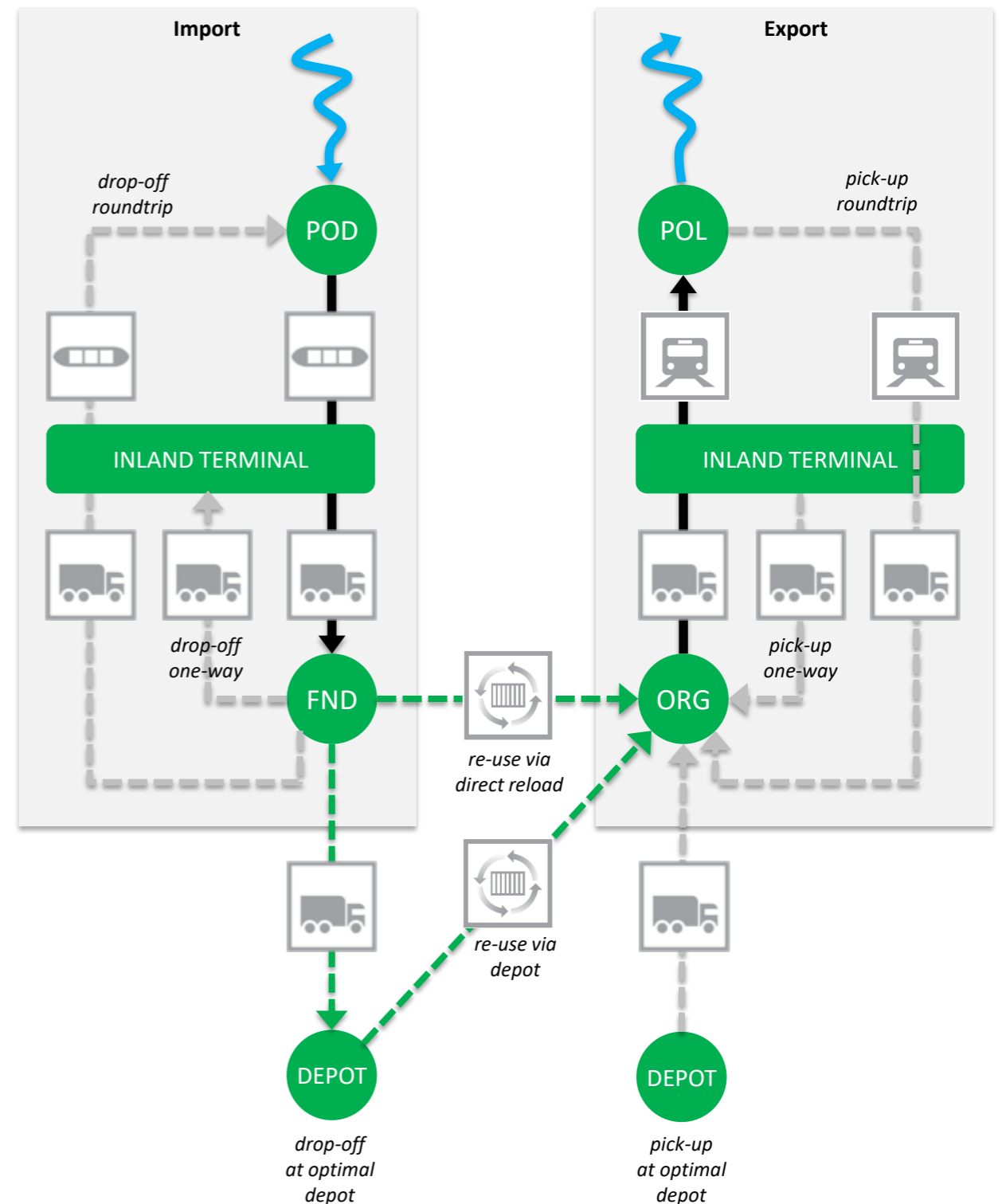
Incorporate empty handling  
in optimal end-to-end cost  
optimization

Matching of import and  
export flows

Optimal triangulation

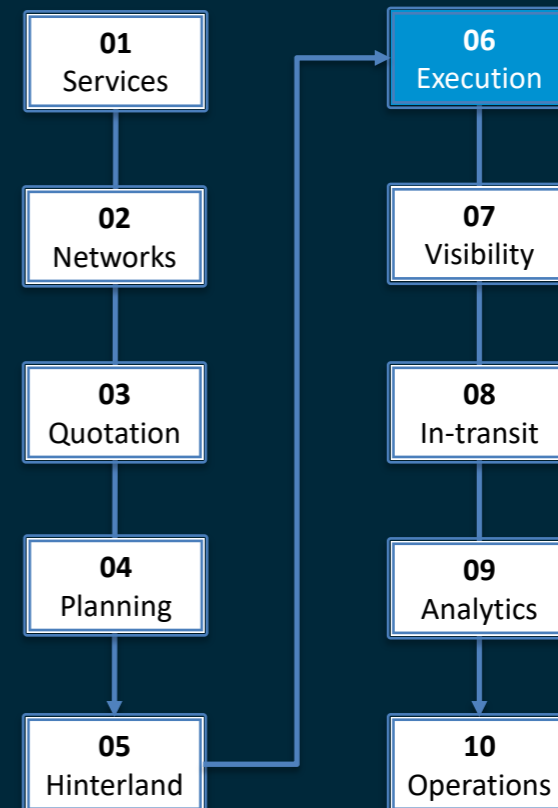
Modal split improvement

Competitive port positioning



# 06

## Execution: Seamless booking & billing



your  
benefits

Clear approval procedures

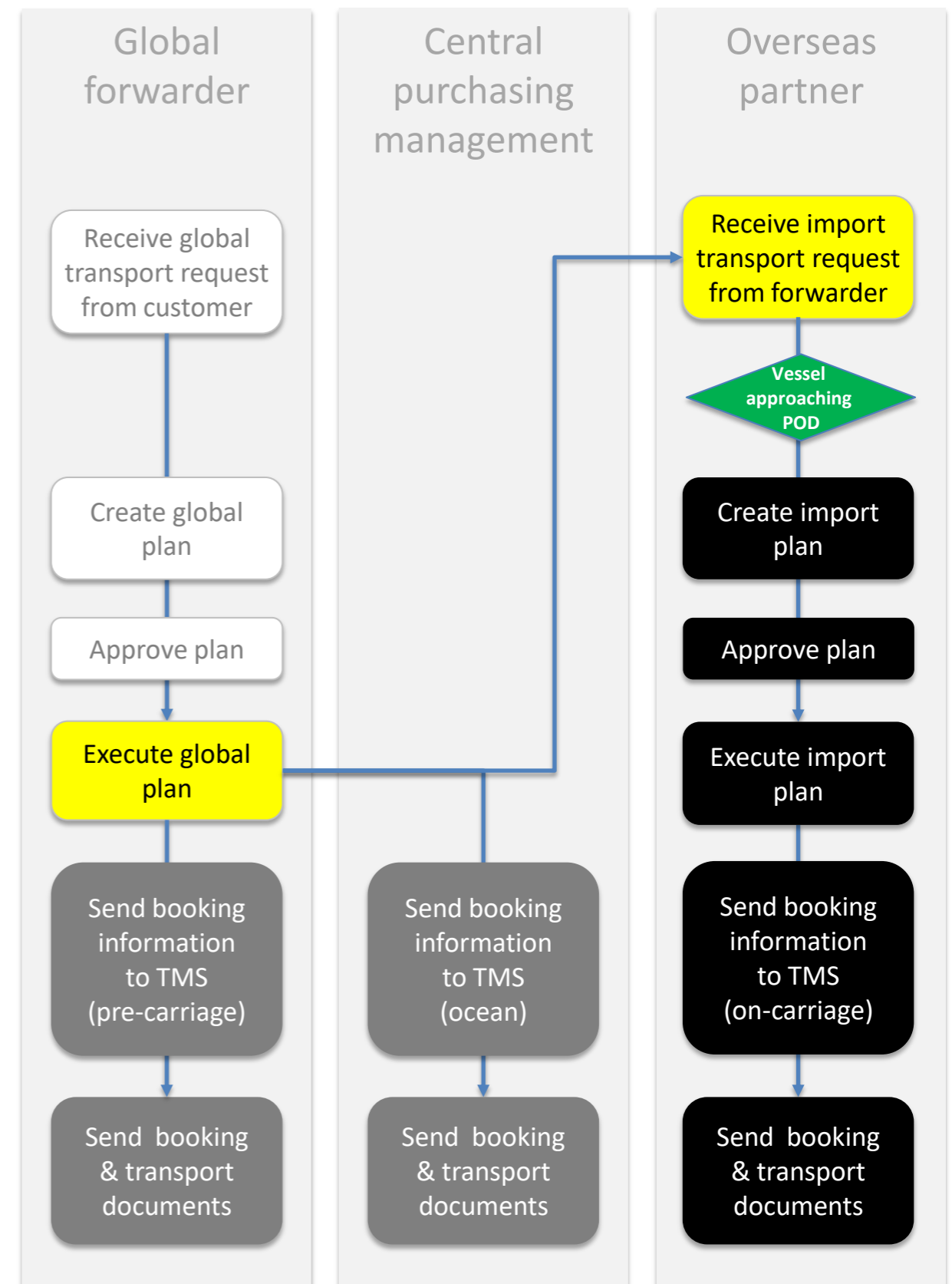
Send booking &  
transport documents

Interfacing with your TMS

Automatic roll-over  
to available carriers

Support for budget control  
(sales + purchasing)

Billing incorporates  
changes & adjustments



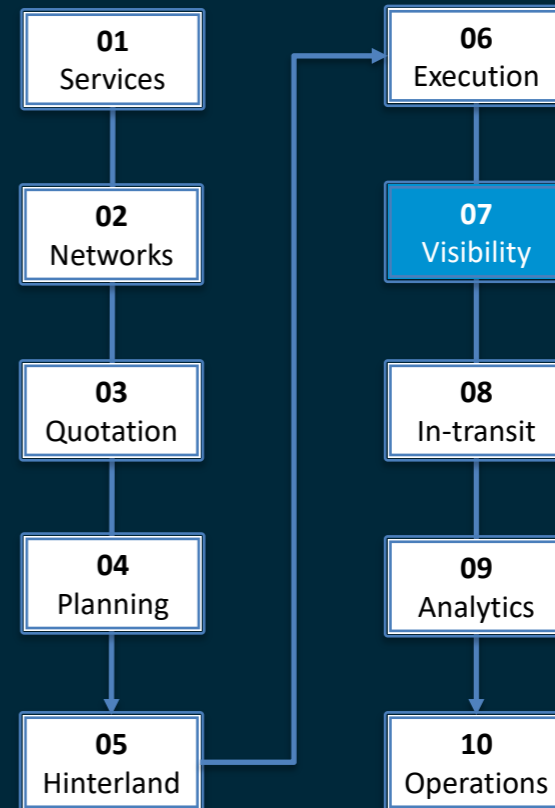




07

Visibility:

Early Accurate Complete Data





Exception management by proactive notifications

Data driven: No need for expensive tracking devices

Consistent & reliable information based on carrier events, vessel movements and other data sources

Timely capture transshipments and port changes

Prediction of ETA's and supply chain disruptions

Automatic feedback to your TMS

Single window

Dashboard Exception Plans Tracking Requests House Bill Vessel Tracking

Customer	House Bill	Shipment Type	Origin	Port Of Loading	Port Of Discharge	Destination	Status
Logi One	GUAD0870	FCL	Guatemala City	Puerto Santo Tomas de Castilla	Constanza	Constanza	In-Exception Transshipment
HAPAG	HLGUGU217011	HLXU8015328	06-01-2017 00:00 Planned	13-01-2017 17:40 Actual	17-02-2017 00:00 Estimated	Not Available	Delay 11d 50h

LOGIT ONE™

Departure at Transshipment Port

Customer	Client Reference	Container No.	Location	Vessel Name	Planned (LT)	Actual (LT)	Delay
LogitOne	NYKSCHTD8661200	NYKU4243306	Singapore	COSCO SURABAYA	18-11-2017 06:30	25-11-2017 13:25	7d 6h 55m
LogitOne	NYKSCHTD8661200	NYKU4243306	Singapore	COSCO SURABAYA	18-11-2017 06:30	25-11-2017 13:25	7d 6h 55m
LogitOne	NYKSCHTD8661200	NYKU4243306	Singapore	COSCO SURABAYA	18-11-2017 06:30	25-11-2017 13:25	7d 6h 55m

Estimated Arrival at Port of Discharge

Customer	Client Reference	Container No.	Location	Vessel Name	Planned (LT)	Estimated (LT)	Delay
LogitOne	NYKSCHTD8661200	NYKU4243306	Chennai	COSCO SURABAYA	24-11-2017 00:00	01-12-2017 22:00	7d 22h 0m
LogitOne	NYKSCHTD8661200	NYKU4243306	Chennai	COSCO SURABAYA	24-11-2017 00:00	01-12-2017 22:00	7d 22h 0m
LogitOne	NYKSCHTD8661200	NYKU4243306	Chennai	COSCO SURABAYA	24-11-2017 00:00	01-12-2017 22:00	7d 22h 0m

Generated at 26-11-2017 06:02 UTC

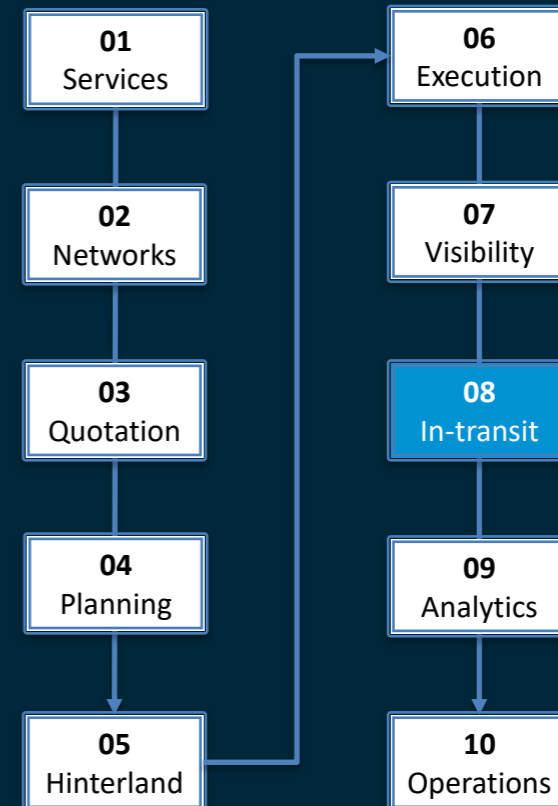
LOGIT ONE™ powered by ONE

Notification emails



# 08

## In-transit: Re-planning for resilience

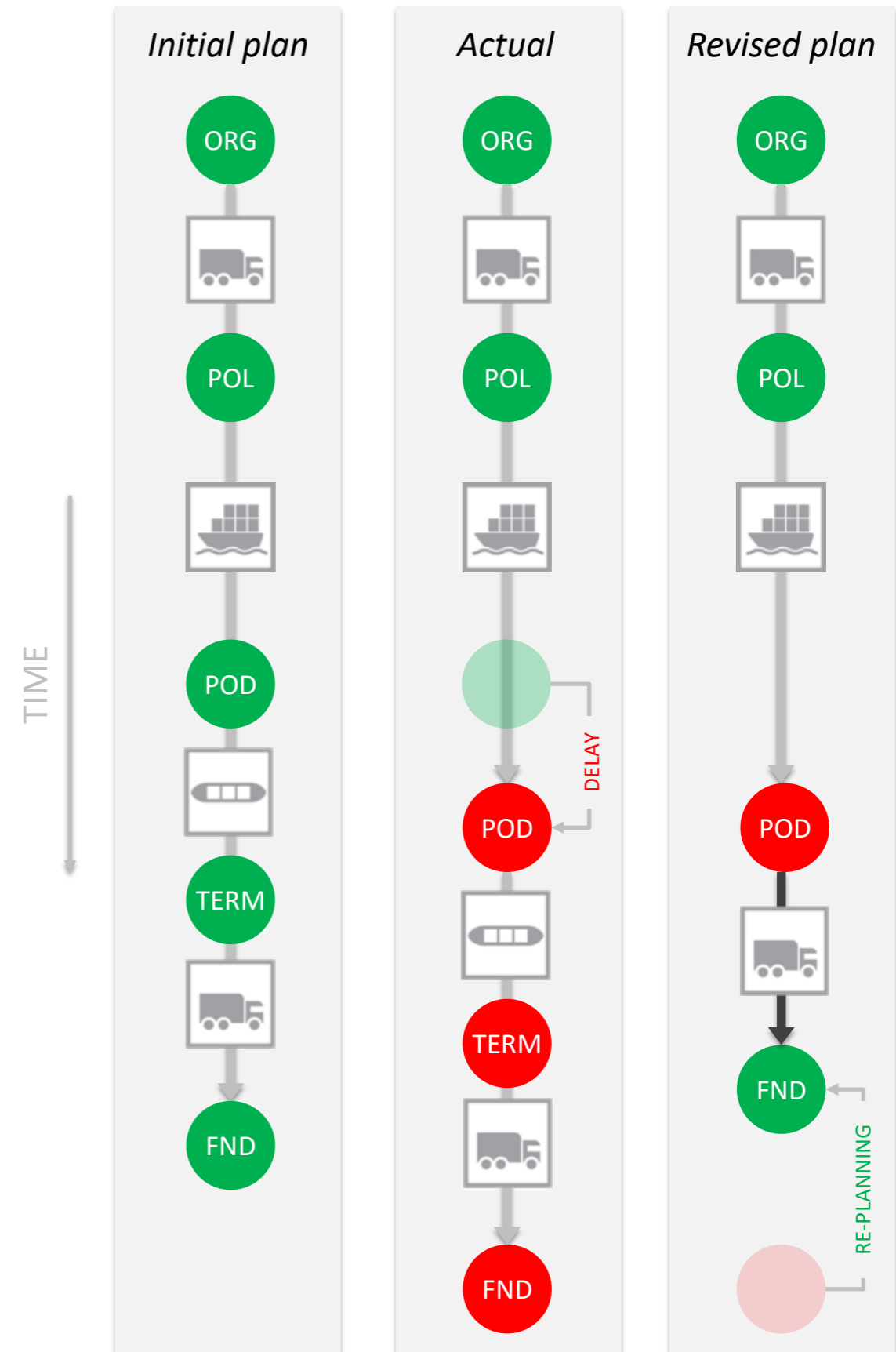


your  
benefits

Optimal alignment  
between sea and  
hinterland

Automated in-transit  
management possible  
based on agreed  
re-scheduling rules

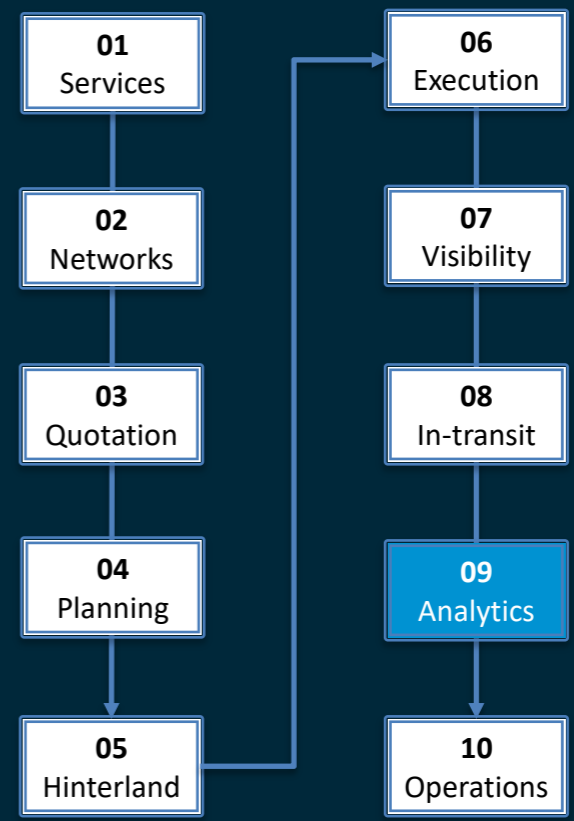
Easily adapt your planning  
and be resilient to  
unexpected delays





# 09

## Analytics: Big data for operations



your benefits

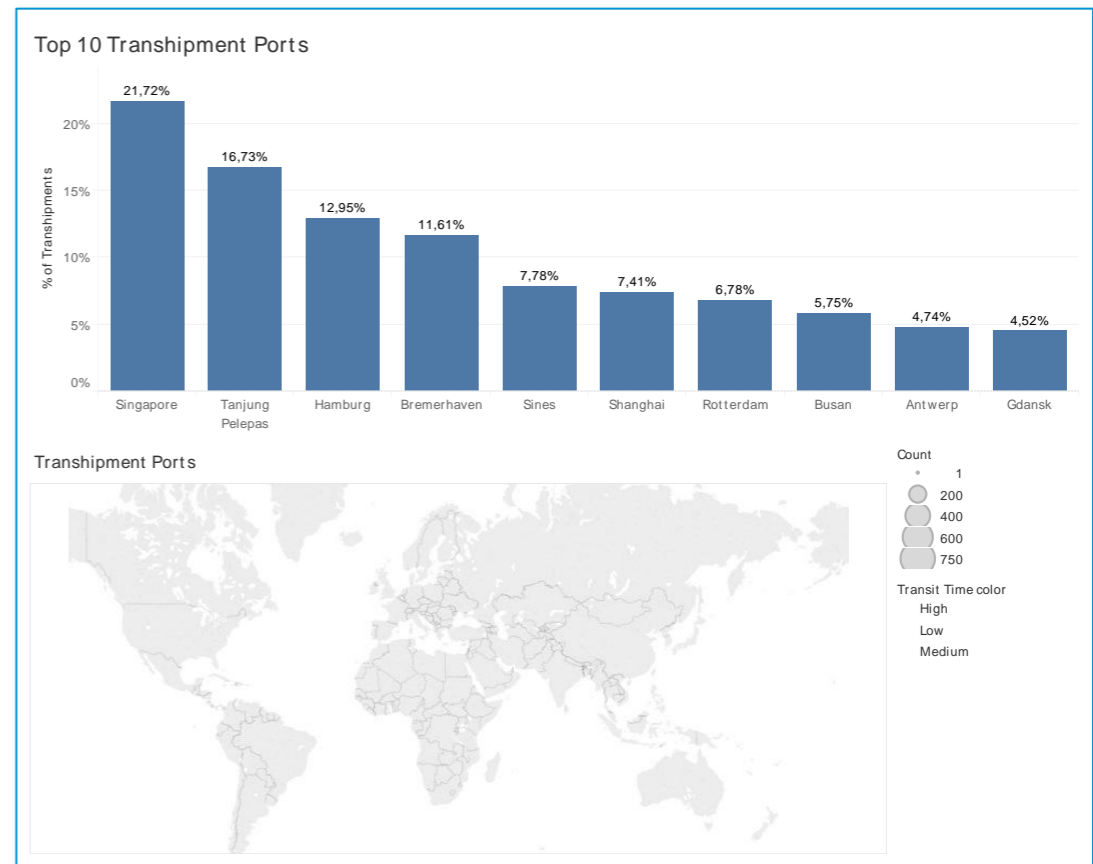
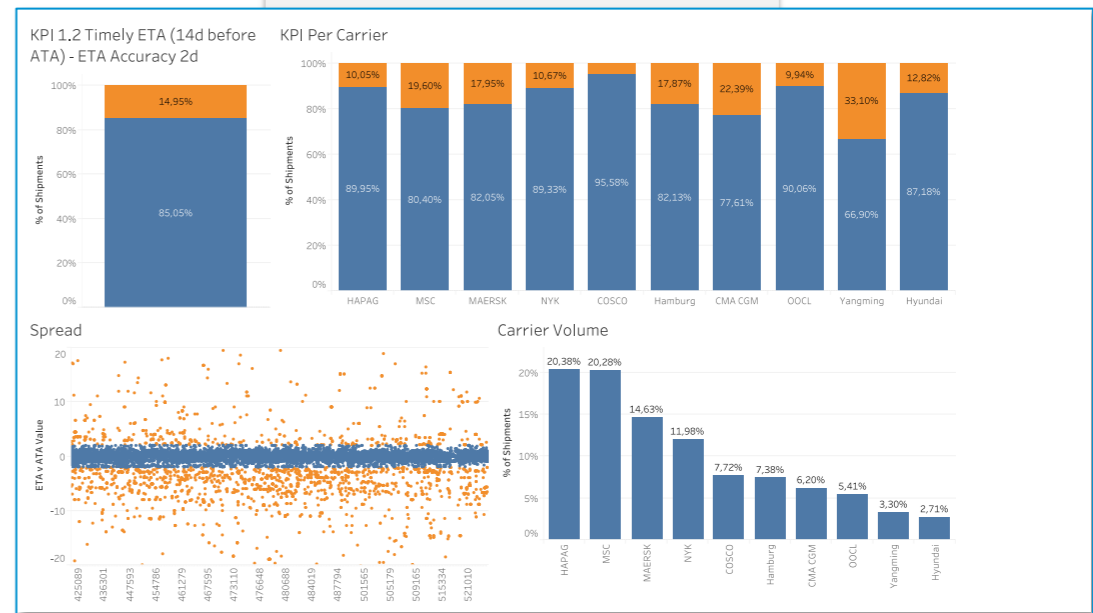
Unlock potential value of rich data

Benchmark the performance of carriers and terminals

Identify the sources of delays, eg. transshipments

Transform data into actionable insights & make an impact on your business

### Carrier analysis



### Transshipment analysis



L1

Thank you  
for your attention

**contact**

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