

Ab Ovo

The paradox of Choice – How to make the right decisions!

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**IT IS NOT THE STRONGEST OF
SPECIES THAT SURVIVES, NOR THE
MOST INTELLIGENT THAT
SURVIVES, IT IS THE ONE MOST
ADAPTABLE TO CHANGE.** //

CHARLES DARWIN

01. Operating in a globalized economy

1. Disruption

Supply networks designed for low-cost and minimal inventory pose a major risk. Refocus on Resilience. (Bain, 2020)

2. Globalization

Due to globalization Import and export volumes worldwide have doubled since 2000 and their values have more than tripled. (World Bank, 2020)

3. Digitization

Digital transformation is not just about technology. It's the necessary but challenging journey of operating digital-first with the speed and nimbleness to change rapidly, exploit technology to create lean operations, and free people to do more complex tasks. (Forrester, 2022)

4. Regulations

Growing regulatory requirements and pressure leads to increasing costs, less flexibility and new risks. Taxes and tariff agreements impose new challenges. (Deloitte, 2019)

5. Geopolitics

Increased trade barriers and higher trade and geopolitical tensions could take a toll on productivity growth, including through the disruption of supply chains. (International Monetary Fund, 2019)

6. Sustainability

The call for sustainability is being driven by consumer expectations and mounting legislation requiring strategic decisions. (Gartner, 2019)

02. Challenges and Focus 2020



"If supply chain leaders don't prepare for the ecosystems in which future supply chains will operate, they are at risk to not foresee and prepare for the inevitable disruption. They have to have a forward view even when faced with unforeseen challenges."

—Gartner (2020)

03. Challenges and Focus 2022

1. Increase Customer Service
(Value, Information and Reliability)
2. Hire more and Keep Talent
3. Prepare & React to the impact of Disruption
(COVID, War, Terrorism and Geopolitics)





04. Increase Customer Service

With Value, Visibility and more Reliability:

- Predictive analytics
- Visibility is key - Real-time updates of your orders, resources and your workforce is necessary
- Use optimization to improve utilization To do more with less
- Provide more choices (Delivery times, Green and Costs)

03. Hire and Keep Talent

- Workforce needs to be an integral part of your plans
 - ✓ Obey constraints
 - ✓ Consider preferences
 - ✓ Be flexible
- Increase efficiencies for your workforce





06. Prepare and React to any Disruption

Use “what-if” scenarios to determine how to respond

- Develop different demand and supply scenarios to show possible impact
- Different freight will cause various streams in the network
- Create and Resolve blockade in areas
- Change attributes and show the effect
- **Determine the impact of your workforce!**

07. How to make the right decision?

**SmartRouting
For Trucks**



**SmartRailCargo
For Trains**



08. Key benefits – business value

SmartRailCargo and SmartRouting use real-time and historical data from planning and execution management systems such as your ERP as well as other data sources as inputs. With predictive analytics and algorithms, it presents users with the optimum and most efficient use of valuable resources. Whether they are drivers, ground operators, trucks, locomotives, or other assets.

~5%

**Increase
productivity**

~8%

**Reduction of
operational costs**

~2%

**Increase Customer
Service**

1

**ROI within
1 year**



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Want to find out more?



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SmartRailCargo & SmartRouting

"The most efficient way of planning resources to secure your competitive edge in freight transport"

1. Our Smart Solutions bring multiple planners together in one platform to boost utilization efficiency and increase EBITDA
2. Our Smart Solutions transform your processes from a backward-looking approach to a forward-looking model, applying planning and optimization AI
3. Our Smart Solutions are built on the industry-leading DELMIA Quintiq platform from Dassault Systèmes.

SmartRailCargo – Core Functionalities – SmartRouting



Better Together: Ab Ovo & Dassault Systèmes



Industry Leader

DELMIA Quintiq (part of Dassault Systèmes) is a leader in delivering state-of-the-art supply chain planning and optimization solutions that help customers reduce costs, increase efficiency and improve bottom-line results.



Shared Legacy

DELMIA Quintiq and Ab Ovo have an extensive shared history. We are both innovative leaders in rail, aviation, maritime, manufacturing, retail, and logistics.

Ab Ovo is one of DELMIA Quintiq's longest-standing and most experienced partners. For more information, visit [DELMIA Quintiq](#)

