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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)

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)

2. Globalization

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

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)

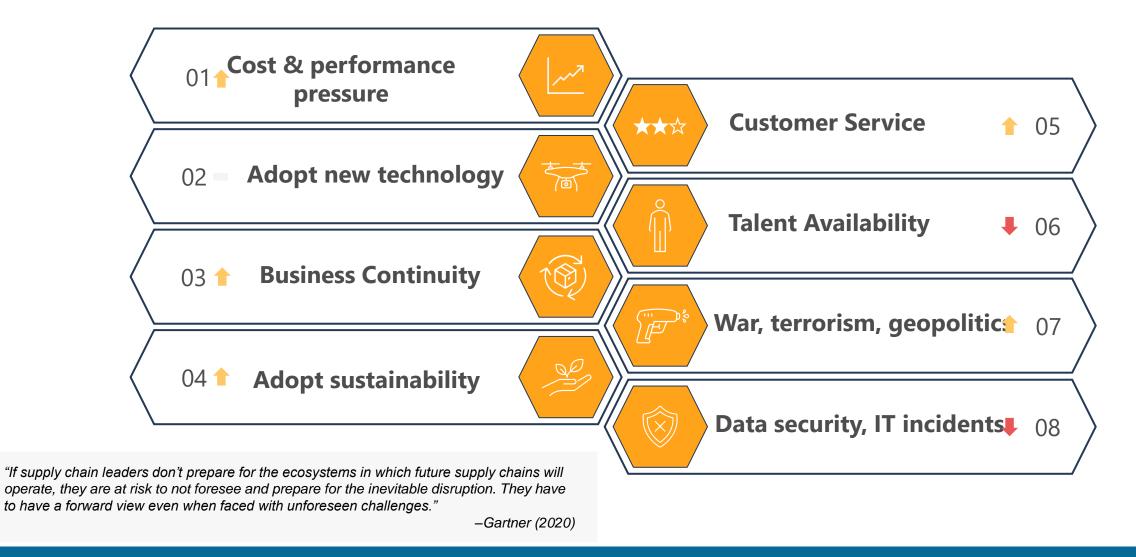
3. Digitization

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

6. Sustainability

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

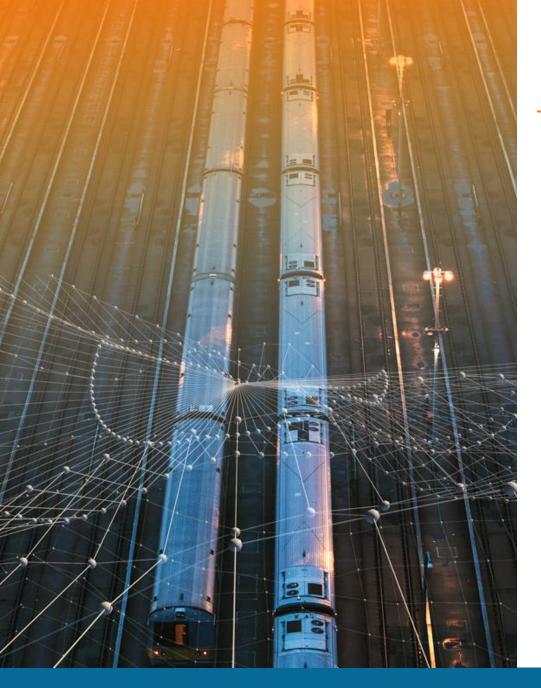
02. Challenges and Focus 2020



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





CRISIS

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





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

Resource management

Register all resources (e.g., van, truck, trailer, chassis) and their characteristics as well as KPIs (e.g., utilization)

Driver management

Register all drivers and shifts, as well as manage driving regulations and communication

Mobile Driver App

Driver communication, stop sequence instructions, and realtime updates (incl. GPS updates)

Route planning

Assignment of shipments, resources and drivers to routes, as well as shipments to timetabled connections (e.g., ferry, train)

Optimization

Full route planning (continuous) optimizer as well as shipment and route suggestions

MSaaS

Managed SaaS solution provides all benefits of a SaaS solution with added configurability and support

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 <u>DELMIA Quintiq</u>



