



How to achieve continuous improvement

The essence of visibility for 4PL

Rinus de Kok – Descartes klantendag - 22/01/2015



Agenda

- ▶ About IDS Supply Chain Executors
- ▶ Use of visibility and transparency tools
- ▶ Reporting & Visibility
- ▶ The essence of visibility for IDS



The Logistics Control Tower Specialist



IDS Supply Chain Executors

- ▶ Non-asset based / 4PL control tower, founded 1988
- ▶ Managing, executing & optimizing (larger) shipper's transportation contracts, from a carrier neutral perspective
- ▶ 2 pillars:
 - 1. Transport Management Platform**
 - SaaS –Secure web based environment
 - State-of-art TMS, full functionality
 - PLUS: Optimization tools
 - 2. Highly educated supply chain professionals**
 - Daily Logistics Execution
 - Managing carrierbase
 - With improvement target
- ▶ Independent transport management partner (transaction fee)

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THE MENU: Logistics Control Tower Services

- Connectivity customer \leftrightarrow carriers (portal, all formats)
- Single Point of Contact for transportation management
 - *Daily operations*
 - exception based management
 - automated consolidations & optimizations
 - *Tactical:*
 - carrier management
 - *Strategic:*
 - Partner for continuous improvement
 - Horizontal Collaboration (4C)
- Centralized data capture \rightarrow reporting & analysis
 - KPI / carrier / CO2 performance reporting
 - Business Intelligence tool
- Freight audit / invoice handling
- Integrated customer service activity (claims & complaints)

**Transaction
fee**

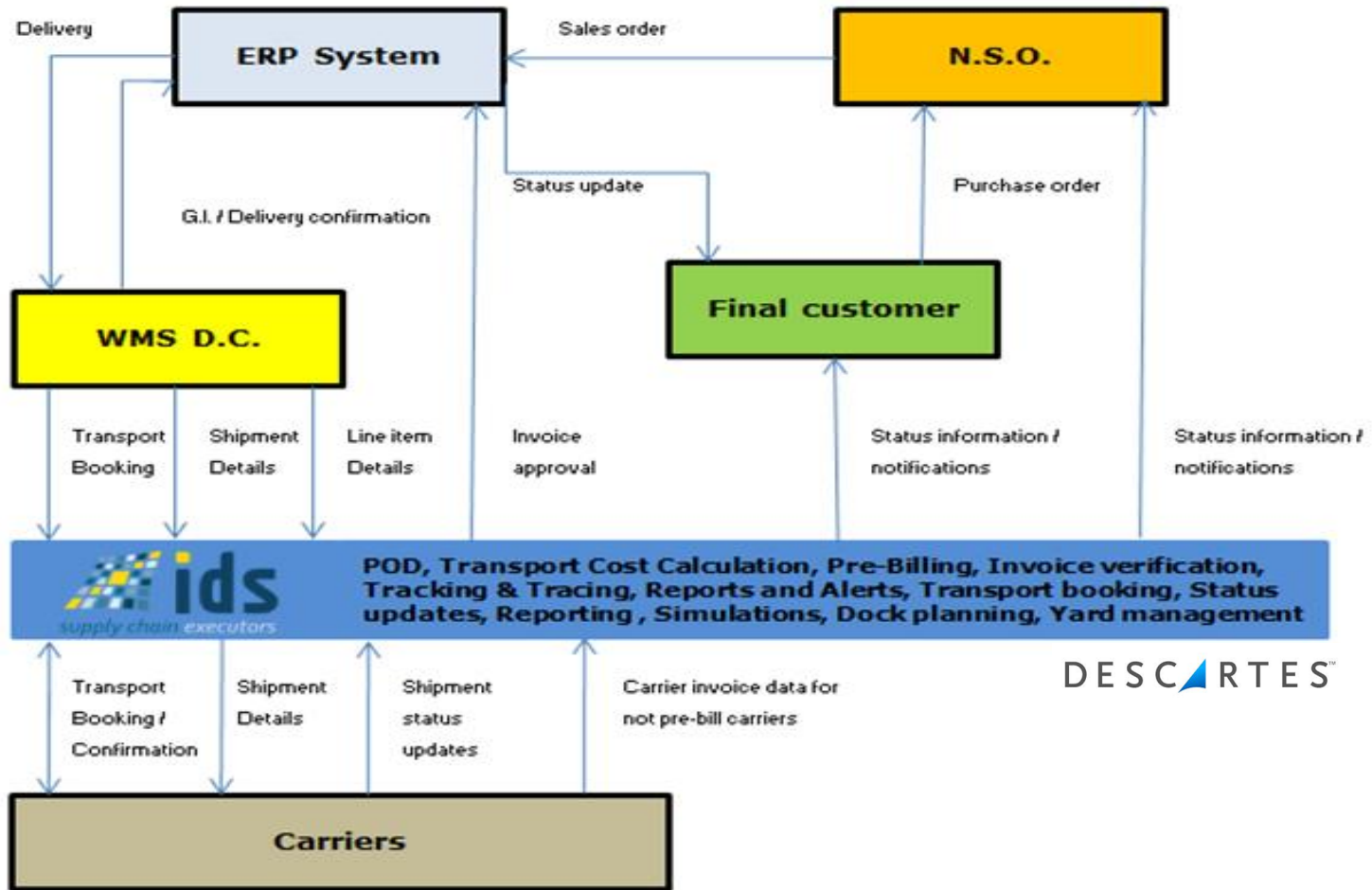
**System
'PLUS'**

**'Cafeteria'
Model**

**No/low
investment
in ICT**



Systems set up & connectivity



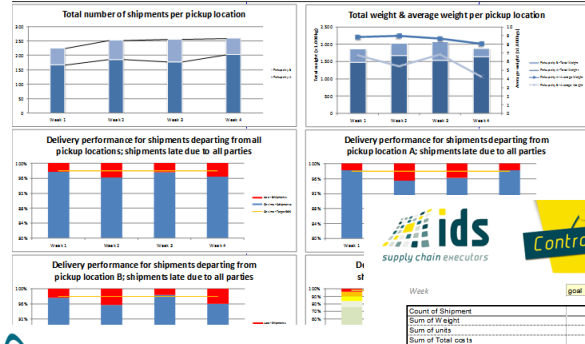
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Reporting & visibility → overview

Transport performance (Weekly)

Shippert: Your Company Name
Period: week 1 until
Report date: dd-mm-yy

Powered by IDS



Standard reports

Week	goal	442012	5%
Count of Shipment	13	0	0
Sum of Wt. (kg)	24072	0	0
Sum of units	100	0	0
Sum of Total cost	€ 8.950.53	0	0
Average of Cost per KG	€ 1.00	€ 0.7852	0
Sum of Total Waiting	€ -	€ -	€ -
Sum of control de count	€ -	€ -	€ -
Sum of geo. control de count	€ -	€ -	€ -
Sum of floating scales	€ -	€ -	€ -
Sum of total savings	€ -	€ -	€ -
Average control de count	0.05%	0	0
Average geo. control de count	0.05%	0	0
Average floating scales	0.05%	0	0
Average total savings	0.05%	0	0
Explanatory	Ahead of goal	0	0
	Within 5.00% ahead of goal	0	0
	On goal	0	0
	Within 5.00% behind goal	0	0
	Behind goal	0	0

KPI Dashboards (custom made)



Carrier Reports



BI Tools / Qlikview

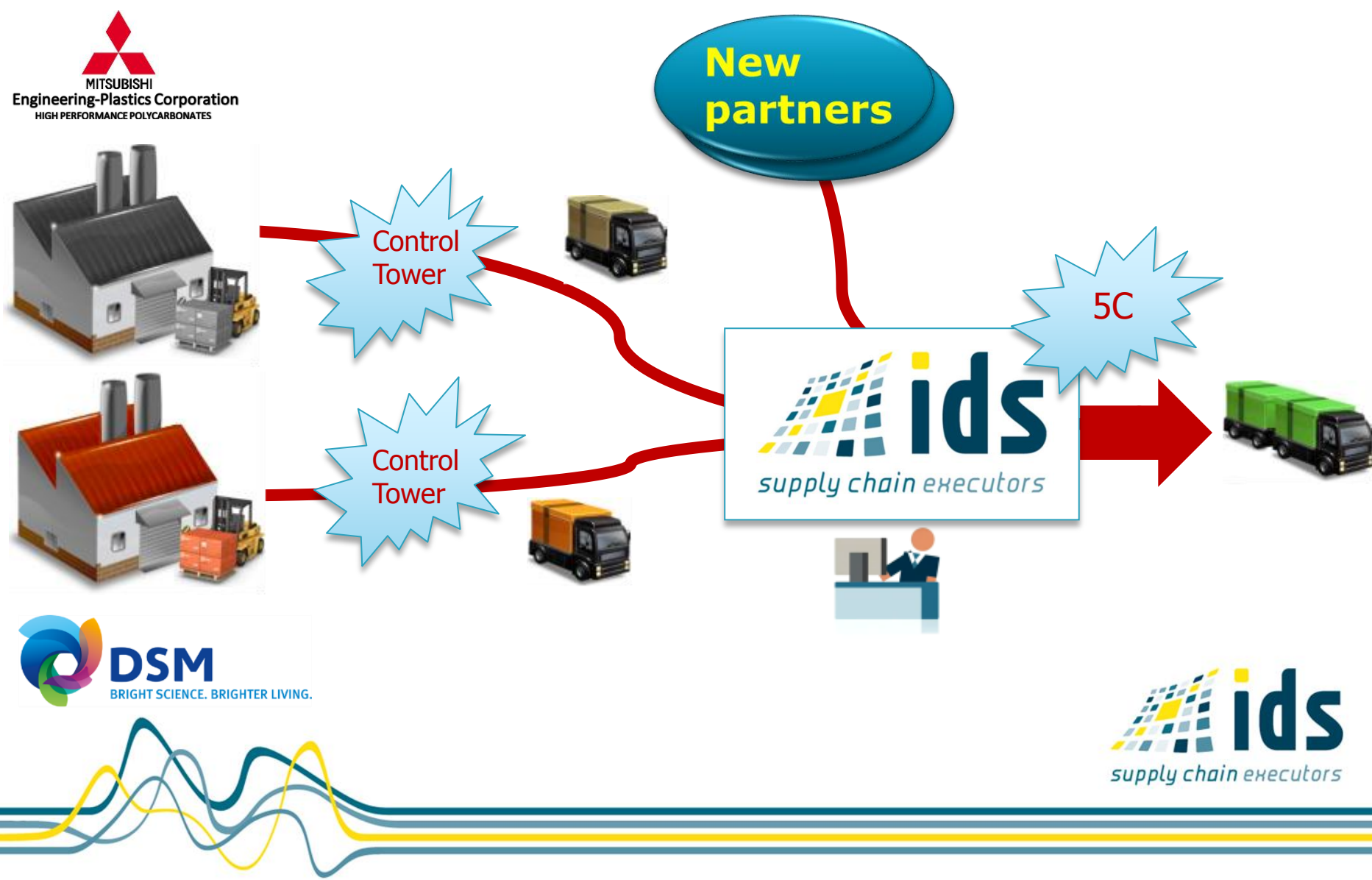


Summary: the essence of visibility for IDS

$$\begin{array}{lcl} \text{Visibility} + & \text{ids} & = \text{Insights} \\ \text{Insights} + & \text{supply chain executors} & = \text{Optimization} \end{array}$$

- ▶ Enhanced optimization methods
 - Bundling of chains for 1 customer (consolidation tools)
 - New paths towards cost savings
- ▶ Continuous performance improvement
 - Detect “weak spots”
 - Targeted action on improvement areas
 - Measure improvements
- ▶ Vertical collaboration
 - Design and implement improved delivery processes between shipper and his customers
- ▶ Horizontal collaboration
 - Initiate collaboration for multiple shippers / IDS customers

Example: Cross Chain Control Center (4C)



Thank you!



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