



Blockchain in Logistics - BiL

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iLink Νέες Τεχνολογίες

AT-A-GLANCE

iLink is active in the Telematics Industry since of 2005:

- Has launched the Telematics platform **PowerFleet**
 - More than **500 B2B customers** (public & private sector)
- In 2018 iLink launches **Optimo**, an innovative route optimization platform,
 - Optimo is an **mTSP** algorithmic platform
- iLink continually invests in R&D, New Technologies and its Software Engineers
 - 2019 is a landmark year since iLink pioneers in **Blockchain in Logistics**
- ITS Hellas member 2017 (BoD member 2019)
- HAMAC (ΣΕΚΕΕ) member 2017



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ
Υπουργείο Οικονομικών



ΣΤΑΘΕΡΕΣ ΣΥΓΚΟΙΝΩΝΙΕΣ Α.Ε.



Logistics Industry



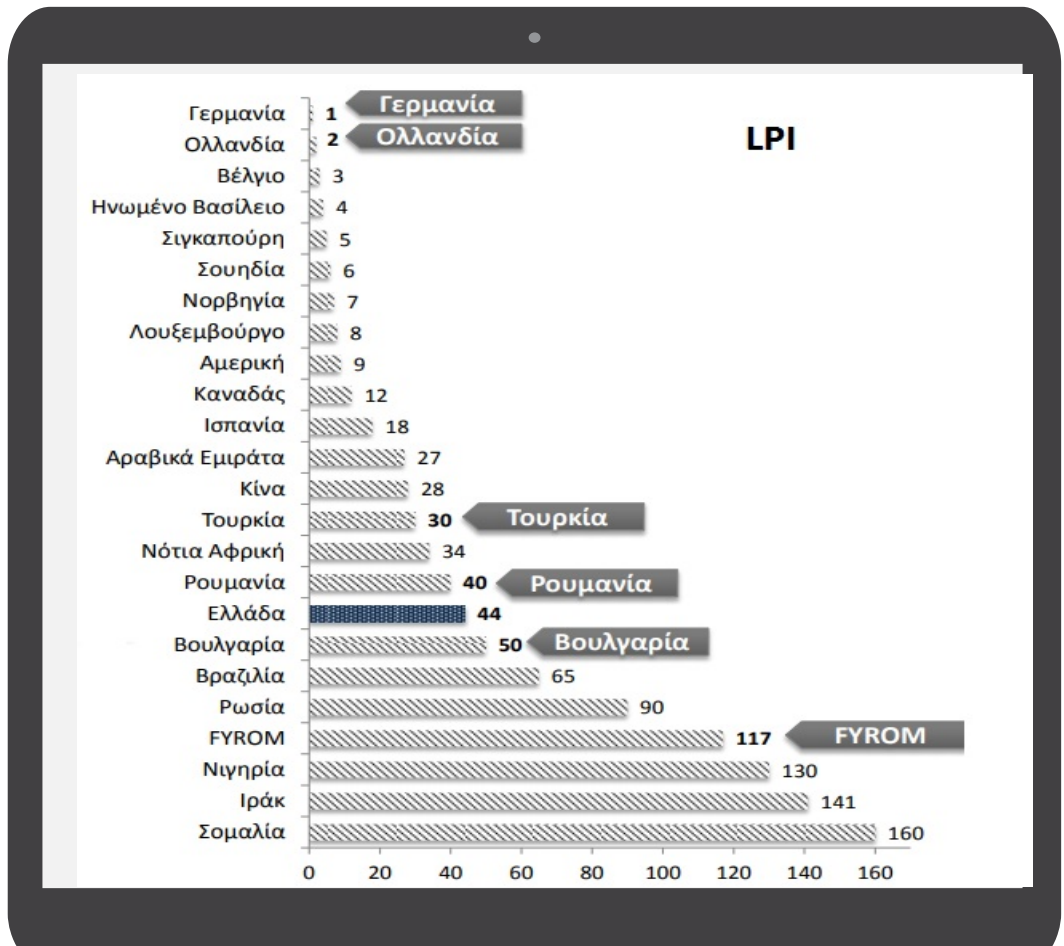
Revenue 10% GDP



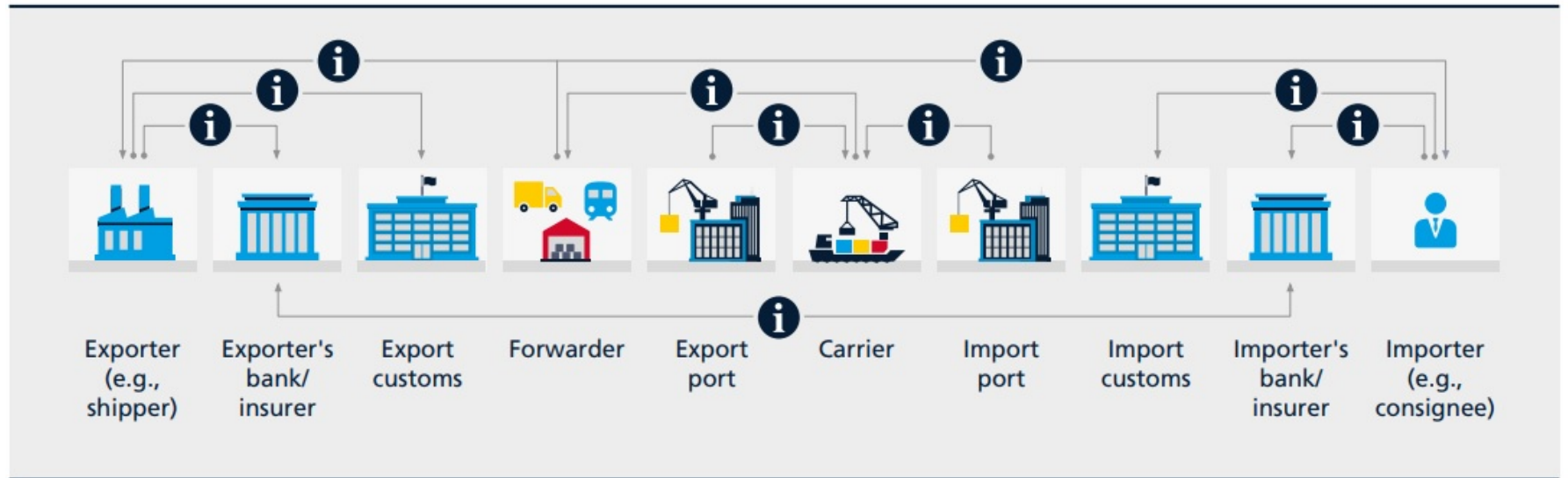
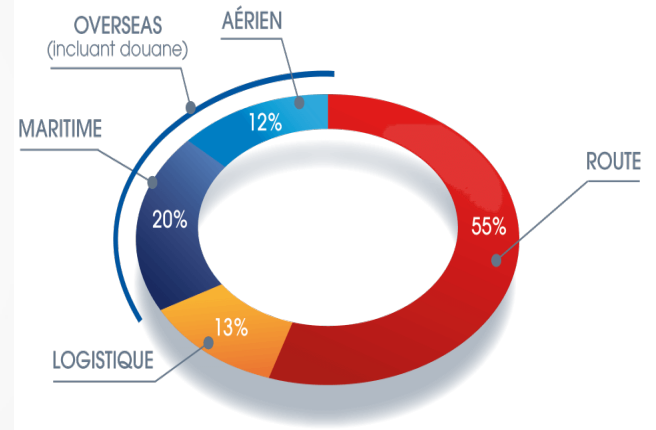
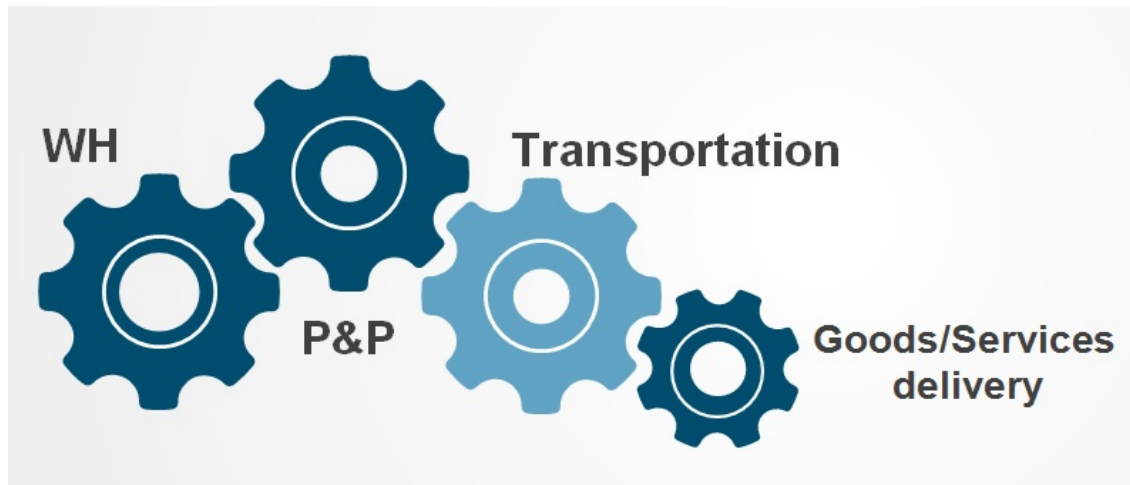
4,7% of total workforce



A strong ecosystem
Startups, Ten-T



Logistics workflow



The information flow in international trade is complex, involves many parties, and is documentation heavy; **Source:** Accenture

Industry 4.0

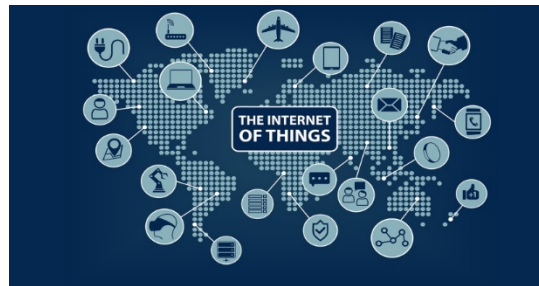
- **AI**

- **Machine Intelligence**
intelligence demonstrated by machines
- Intelligent Agents: any device that perceives its environment and takes actions that maximize its chance of successfully achieving its goals



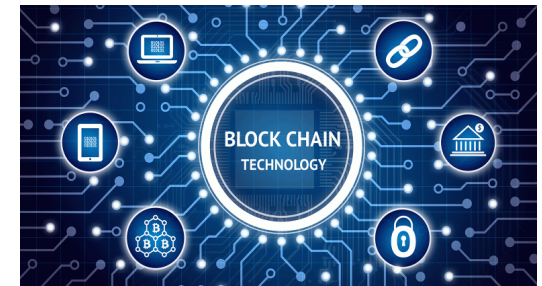
- **IoT**

- **Smart Sensors**
- monitor environmental factors
 - temperature
 - humidity
 - asset performance
- Predictive maintenance
- Wearable technology

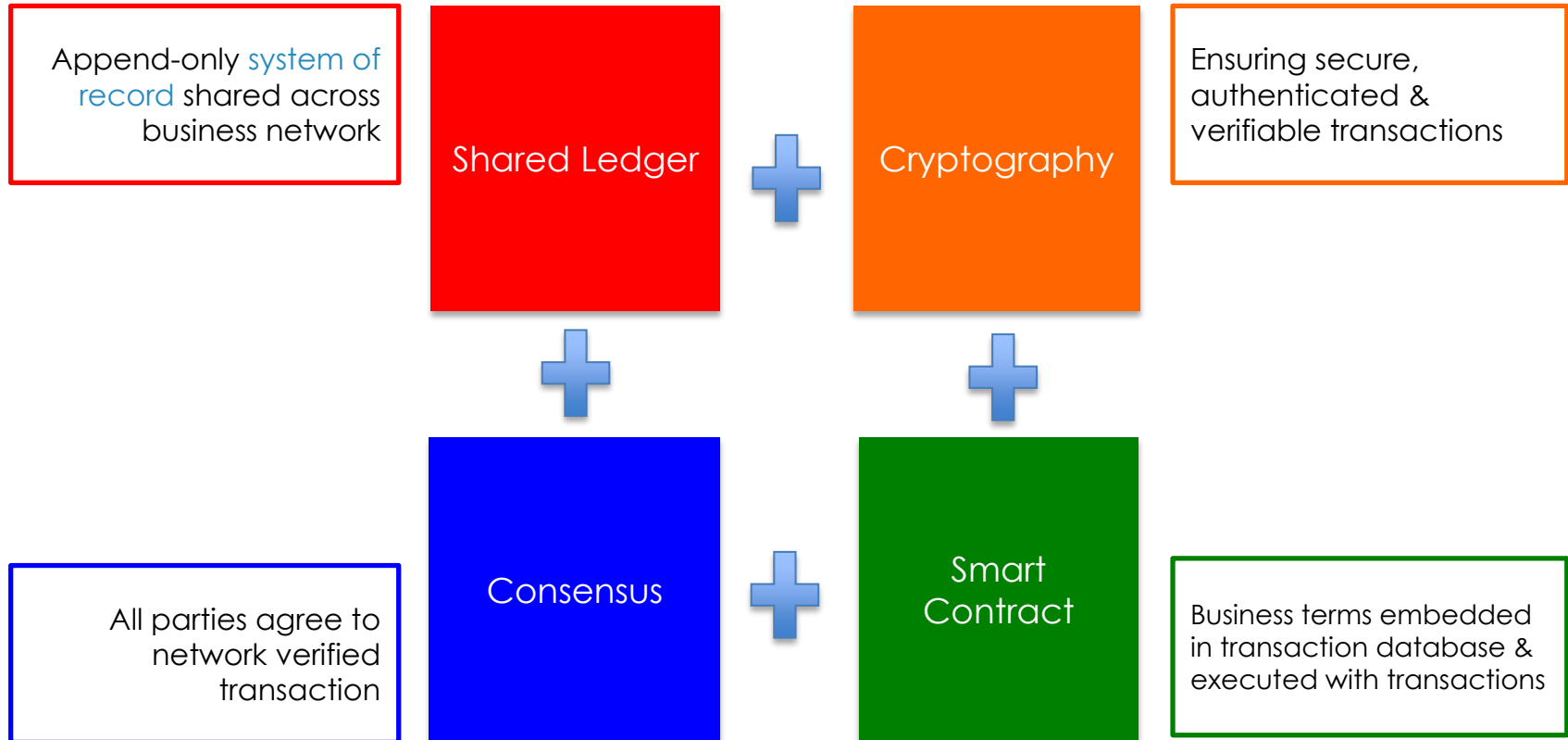


- **Blockchain**

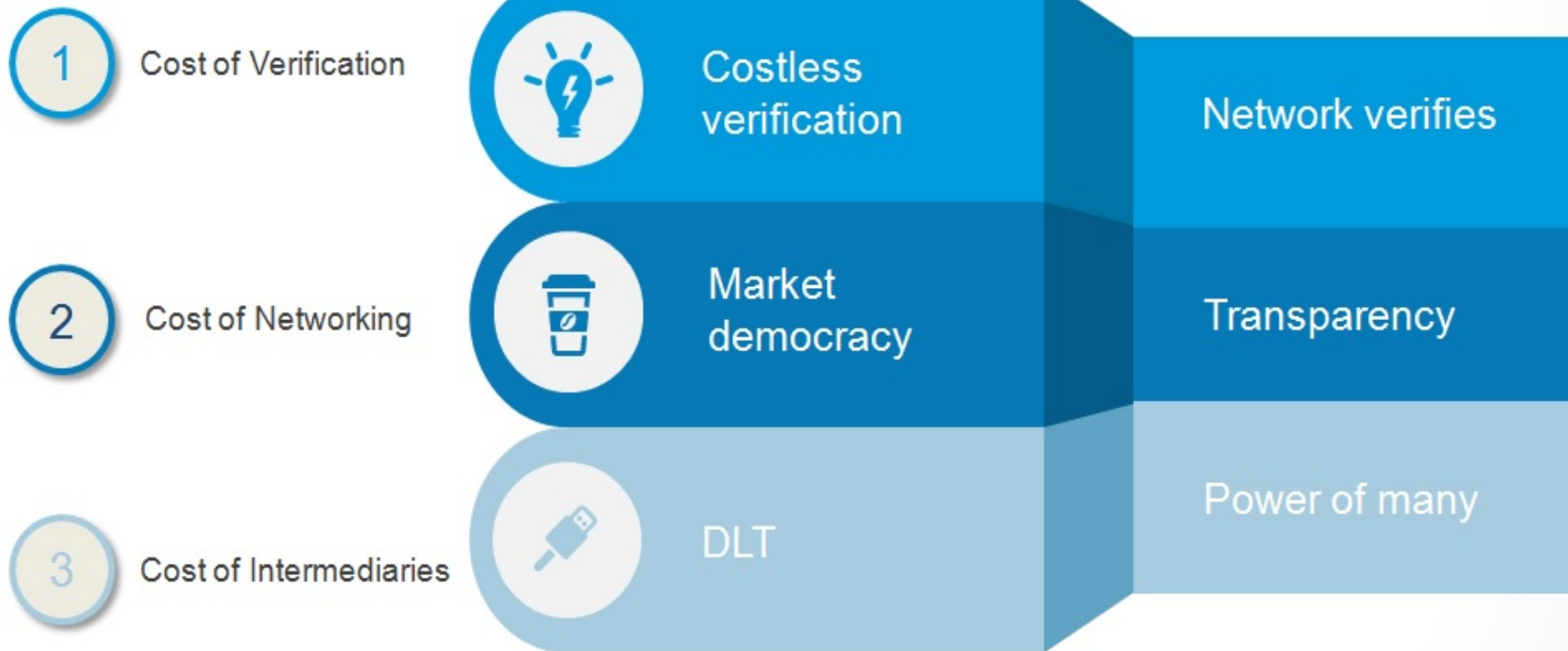
- A continuously growing list of records, called **blocks**
- Linked and secured using cryptography.
- Bitcoin example
- 19 industries to extinct by 2030



Blockchain in a nutshell

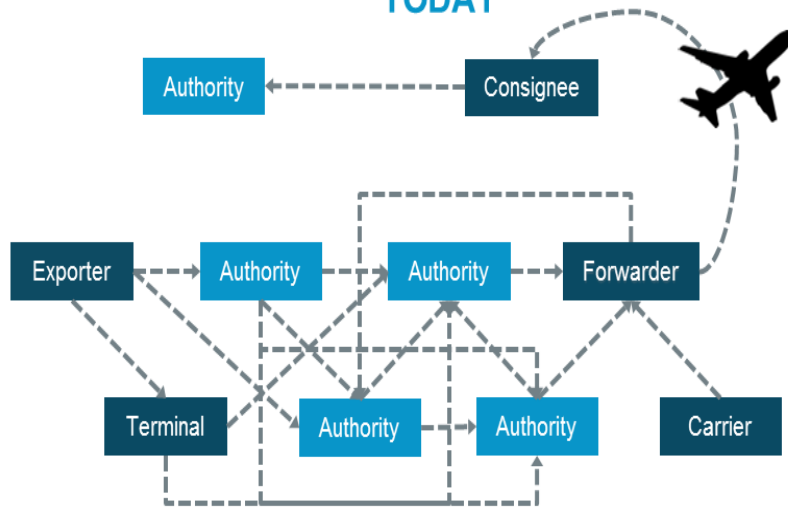


Why Blockchain?...



Blockchain @ Logistics future

TODAY



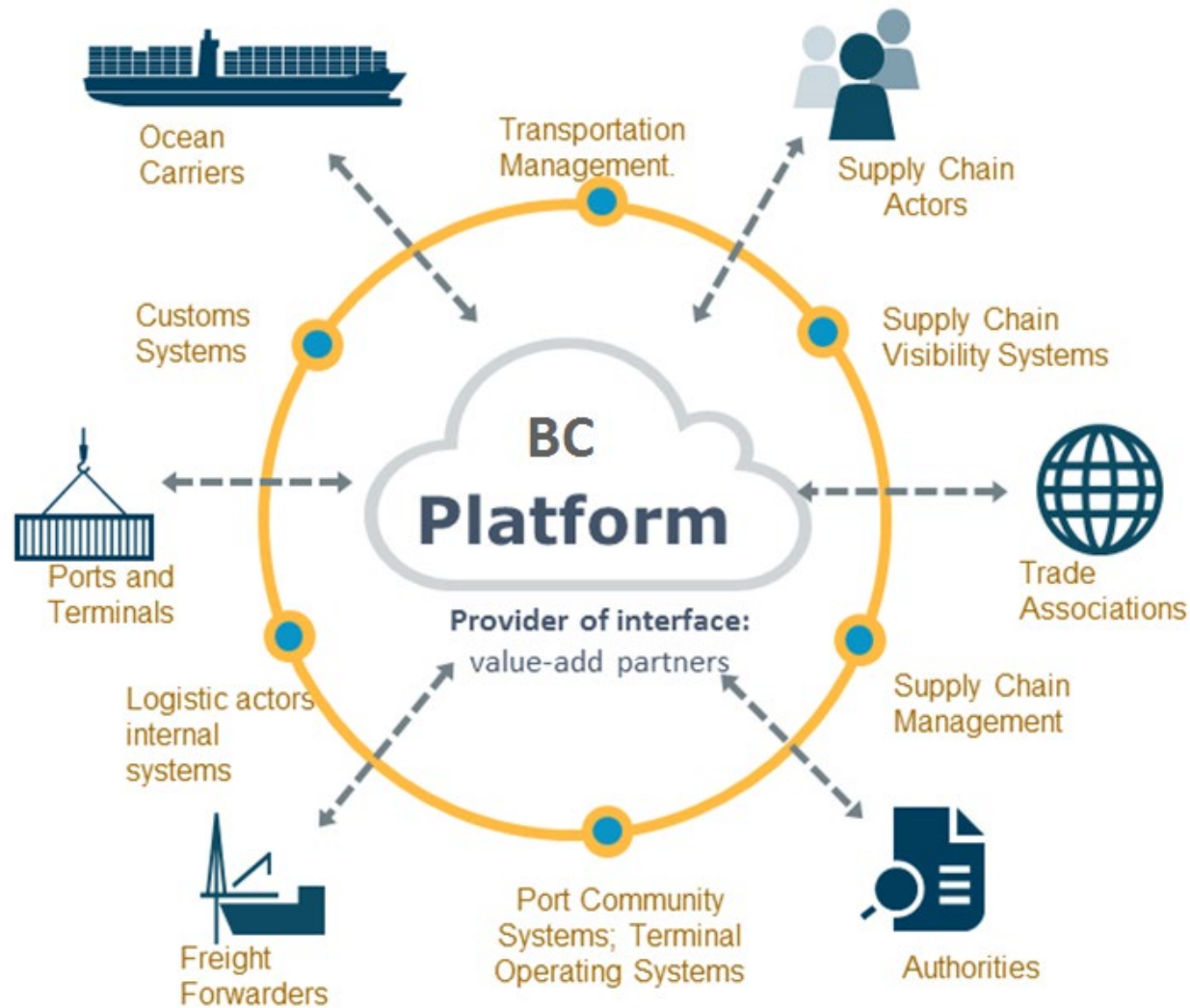
TOMORROW



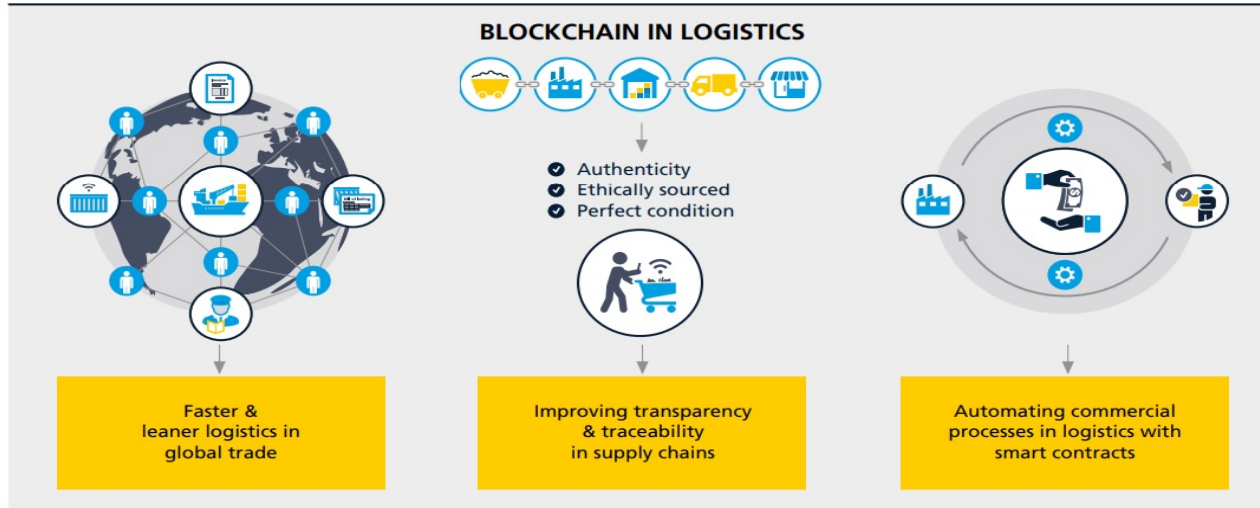
- Inconsistent information across organizational boundaries and “blind spots” throughout the supply chain hinder the efficient flow of goods
- Complex, cumbersome, and costly peer-to-peer messaging
- Manual, time-consuming, paper-based processes; high air courier expense and delays
- Risk assessments often lack sufficient information; clearance processes subject to fraud
- The administrative cost of handling a container shipment is comparable to the cost of the actual physical transport

- Instant, secure access to end-to-end supply chain information; single source of the truth
- Assurance of the authenticity and immutability of digital documents; trusted cross-organizational workflows
- Better risk assessments and fewer unnecessary interventions
- Far lower administrative expenses and elimination of costs to move physical paper across international borders
- Estimated global savings from more efficient sharing of information: \$27 billion

Logistics blockchain bus

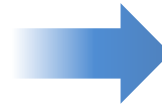


Another perspective



Logistics nightmare

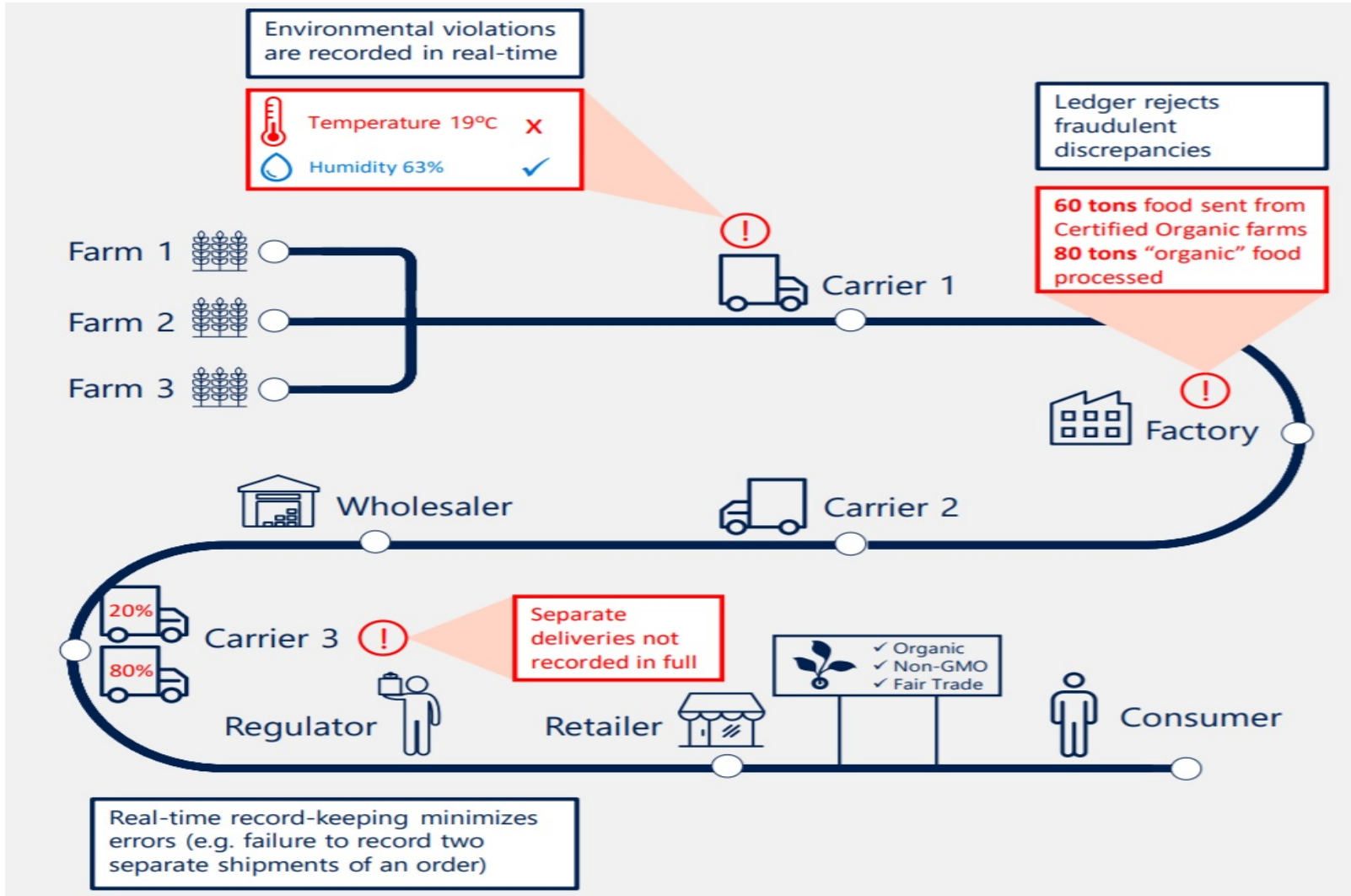
- \$140b in disputed payments
 - 42 days to receive payment
- Admin cost -> 20% of TC
- Tons of papers
- Huge diversity of ERPs and SWs
- Demand & Supply mismatch
 - (29 billion miles half loaded trucks)
- Sensitive products overlooked
 - 8,5% of shipment deviations



Blockchain approach

- Smart contracts
 - Immediate payments
- No intermediary is required
- Just electronic transactions
- Interoperability is guaranteed
 - One common DLT
- Timestamped load data
- IoT transactions
 - Sensor data

Transparency



PowerFleet Optimo

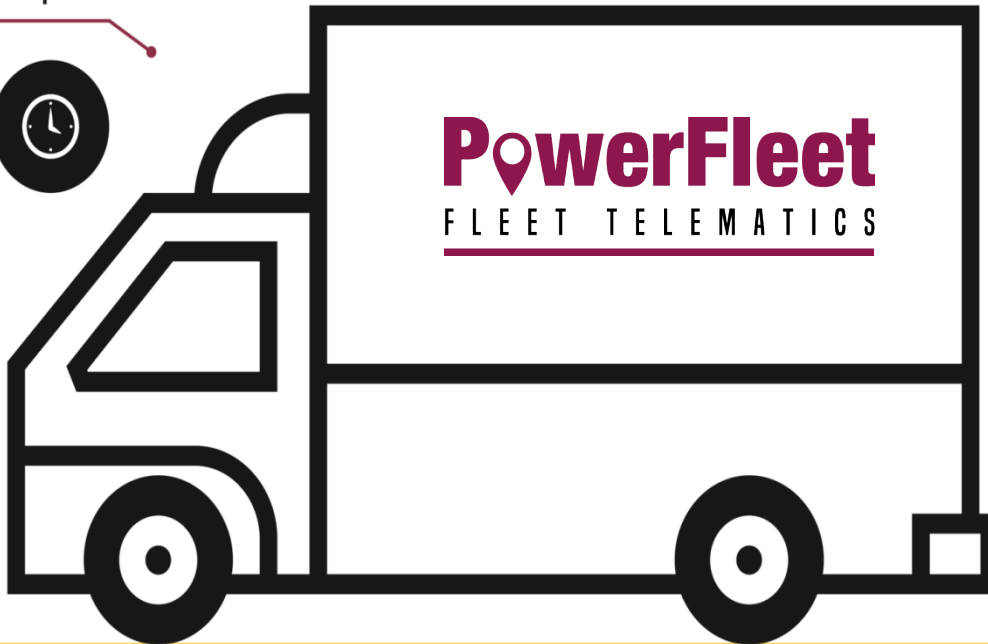
Αυτόματη δημιουργία
βέλτιστων δρομολογίων



Ανάθεση δρομολογίου
σε οδηγό/όχημα

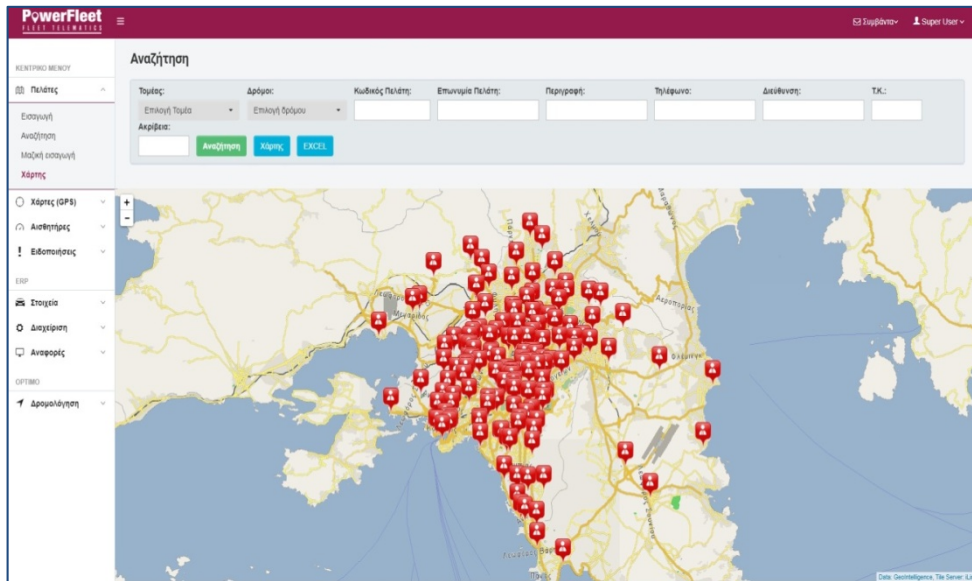


Real time παρακολούθηση
εξέλιξης δρομολογίου



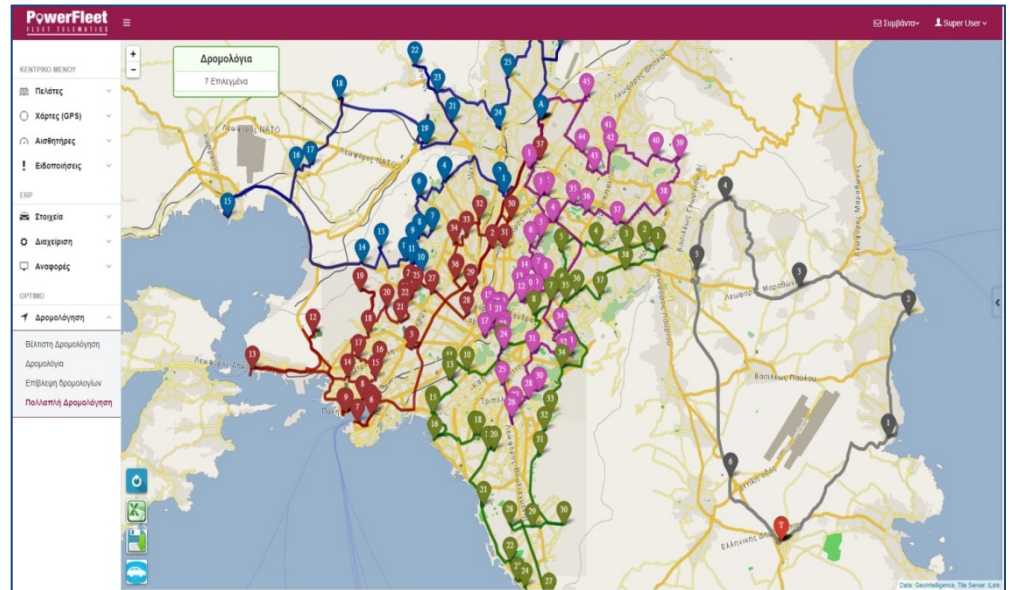
- Multiple routing
- Optimization
- Scheduling
- Driver dispatching
- Real time monitoring
- PoD (Proof of Delivery)

RaaS (Routing as a Service)

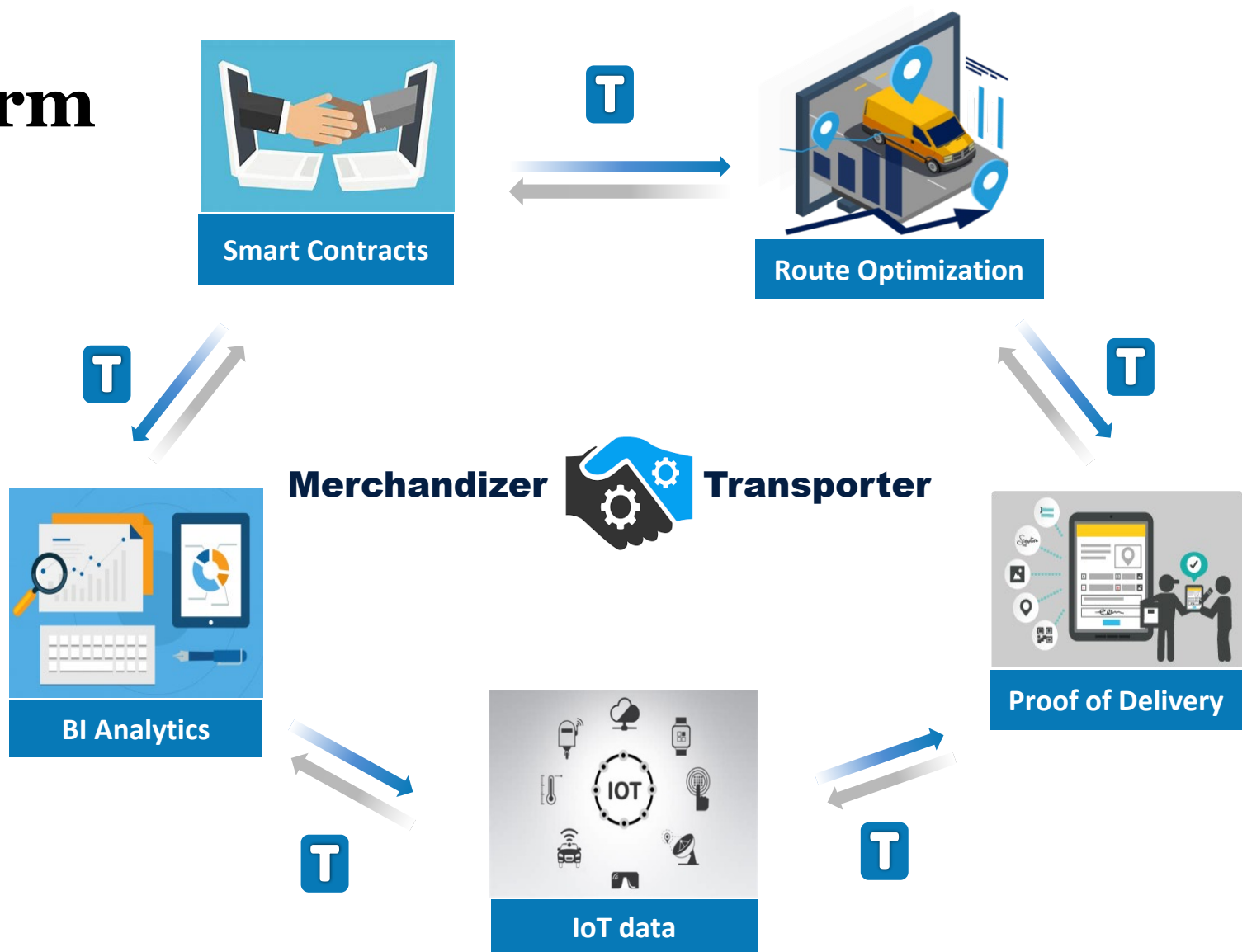


- POIs (handling & selection)
- Demand (What & When to deliver)
- Vehicles (Capacity, number & depots)
- Special (Tolls, restricted location etc)

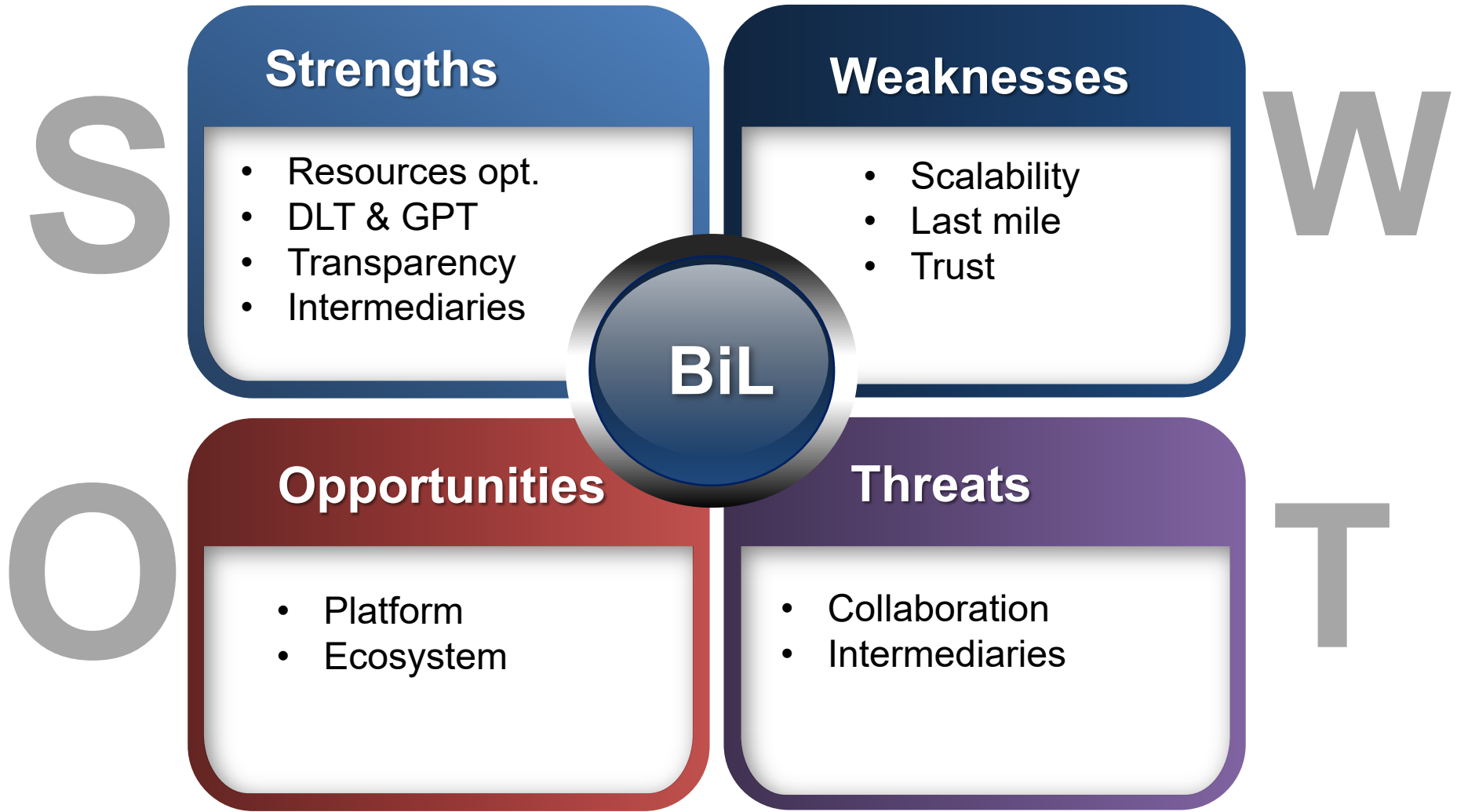
- Optimized Routes
- Minimum resources (veh./trav. time)
- 100% Service delivery
- Customer exceptional experience



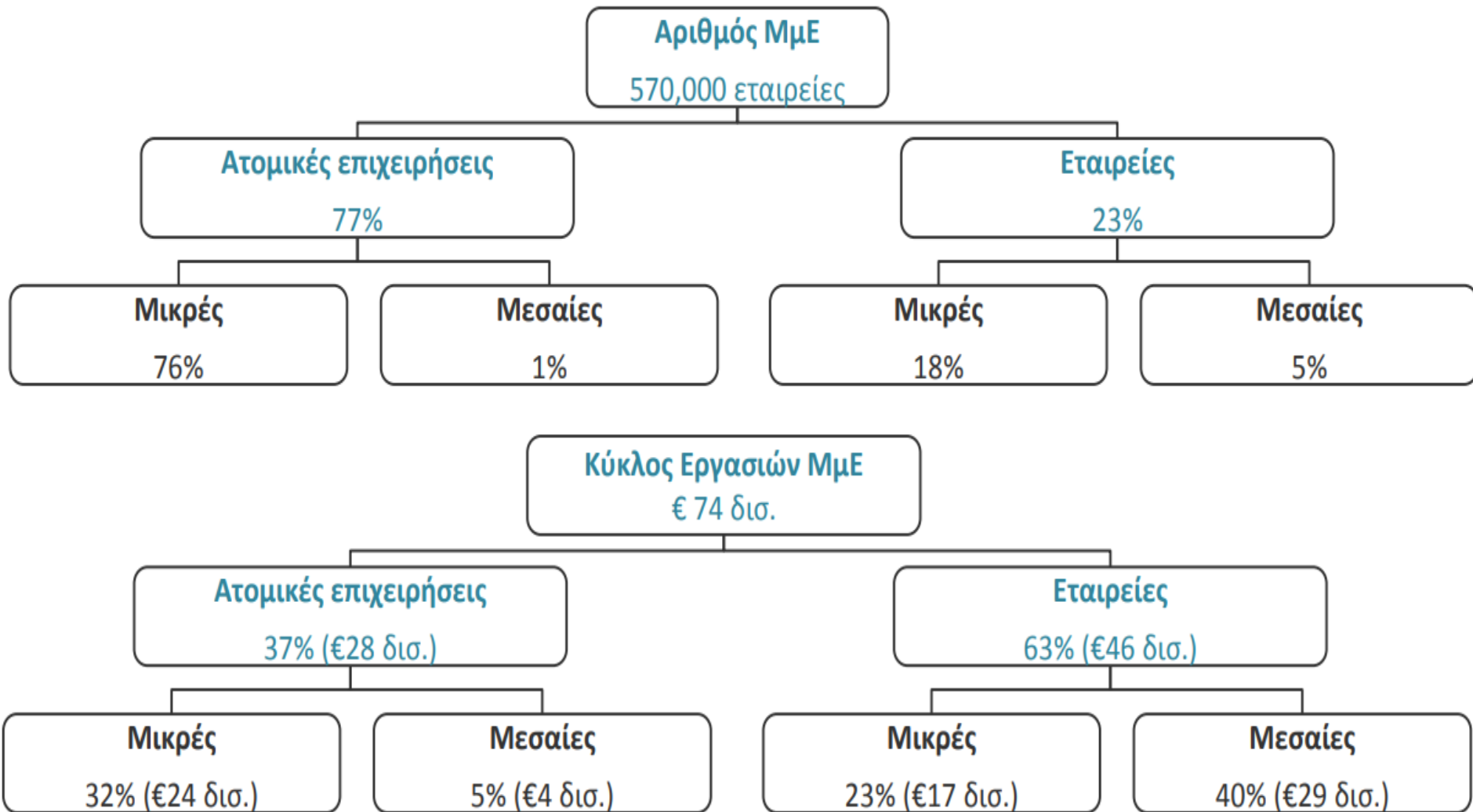
BiL platform



SWOT



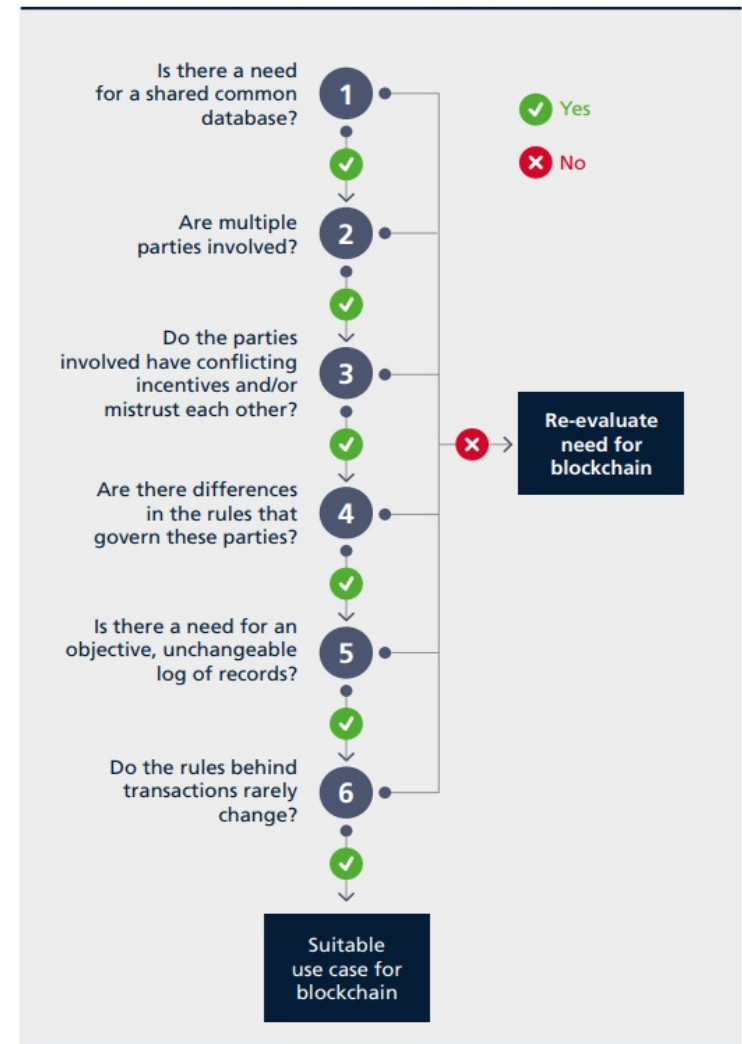
A huge ecosystem



What Blockchain is not...

- Bitcoin...
- The solution to (all) your problems
- Adjust it to your case, not vice-versa
- Data ownership?
- Data governance?
- Data privacy?
- Data transparency?
- Did you ask your mom about it?...

SIMPLIFIED BLOCKCHAIN DECISION TREE



“ *When the winds of
change blow,
some people build walls,
others build windmills.*

~Chinese Proverb

