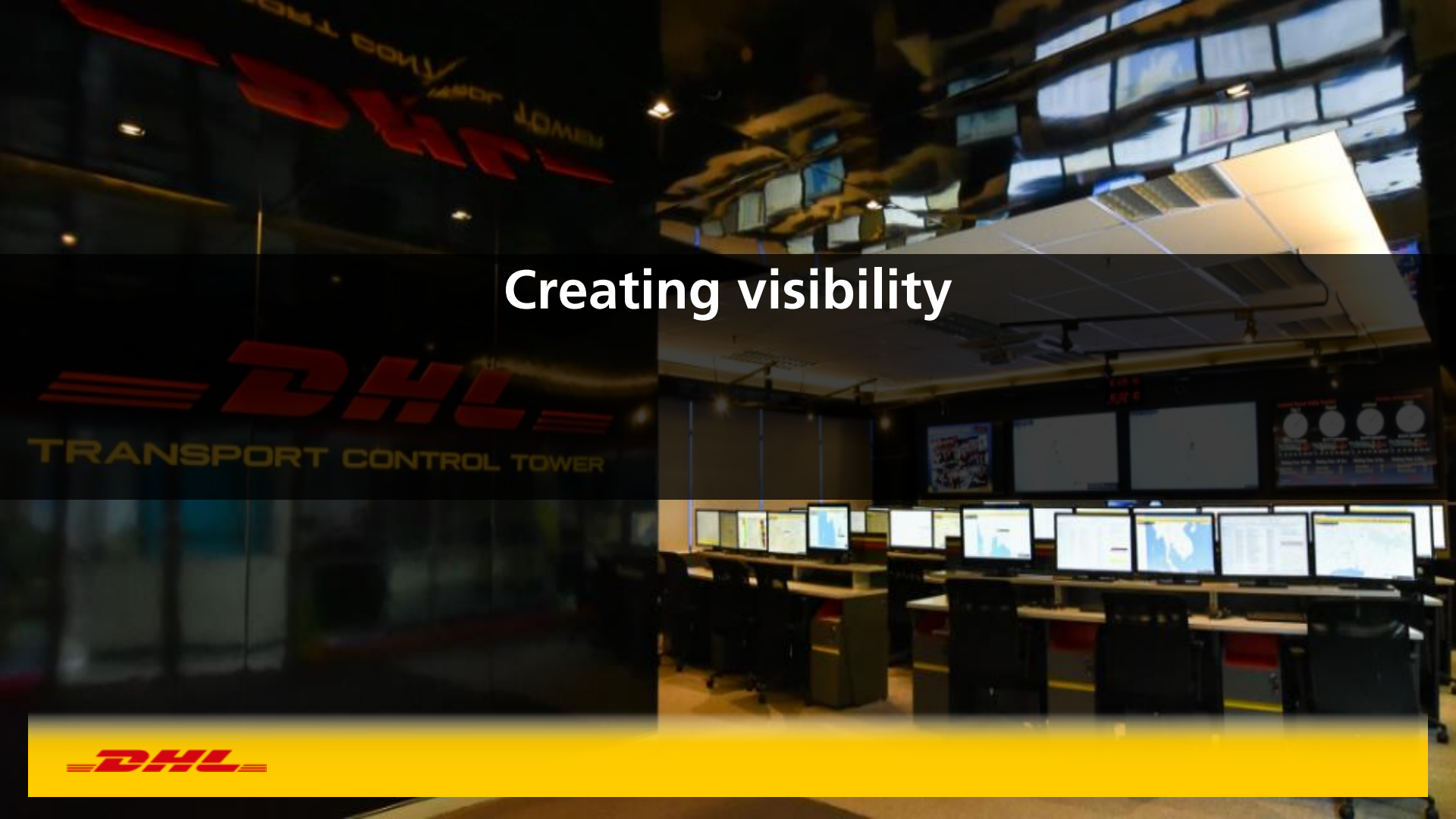


# STEFAN BRUNNER

- Vice President DHL Freight, Global Sector Head Auto-Mobility

## **Auto-Mobility Solutions Visibility along the Supply Chain**





Creating visibility

**DHL**

## Real-time data is becoming more crucial in today's supply chain management

### Decentralized production

- Increased outsourcing of production stages
- Decentralized operations
- Specialization in production and assembly
- Specialized transport solutions due to diversification of transport needs

### Sensitive supply chains

- Delivery and transportation of production stages/ semi-finished goods often "bottle-neck" in value chain
- Migration towards "delivery when needed" from "sent when finished"
- Growing expectations and requirements in transport

### eCommerce growth

- Consumers buy through various channels
- GPS & RFID technology make goods traceable
- Growing variety and increasing value of shipped products
- Reliability of deliveries are part of the customer decision process

### Global trade growth

- Development of new dynamic regions
- Need of global transport networks
- Global networks vs. local markets
- Increased complexity in supply chain
- Need of logistics flexibility & visibility

### Outsourcing trends

- Logistics expertise & capabilities
- Growing fixed costs (resources, IT)
- Outsourcing of all ancillary services, including transportation and logistics
- Demand for specialized transportation growing

### Political affairs

- Companies need to be compliant
- Supply chain security & continuity is more difficult
- Complex import & export procedures
- International competitors.



# How we create visibility for our Customers?

## IT Landscape (e.g.TMS)



Customer visibility portal  
available for access via the  
internet

Visibility into Customers systems  
through integration of Supply Chain  
milestones and events

**DHL Systems**

Transportation Management, Visibility and Integration



**SUPPLIERPORTAL**



Suppliers



Road transport



Reporting



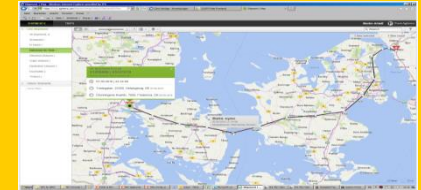
The solution is designed to cover the needs for GPS tracking for all related transport modes of our customer's shipments



Our customers require the GPS tracking of the different transportation legs



All related movements are visible in one so called "GPS Portal", which is interfaced to the different GPS Providers.



# Customer visibility tool: Central overview FTL flows



Browser address bar: <https://track.agheera.com/Shipment#List?status=InTransit>

Navigation: [Datei](#) [Bearbeiten](#) [Ansicht](#) [Favoriten](#) [Extras](#) ?

Assets | **SHIPMENTS** | TRIPS | CONTROL PANEL

martin.ahleff@dhl.com

Search:

**Live Shipments**

- All shipments 50
- Scheduled 15
- In transit 10**
- Arrived at destination 0
- Delivered On Time 6
- Delivered Delayed 10
- Origin Delayed 0
- Destination Delayed 4
- Incomplete 10
- Timeout 1

> Historic Shipments

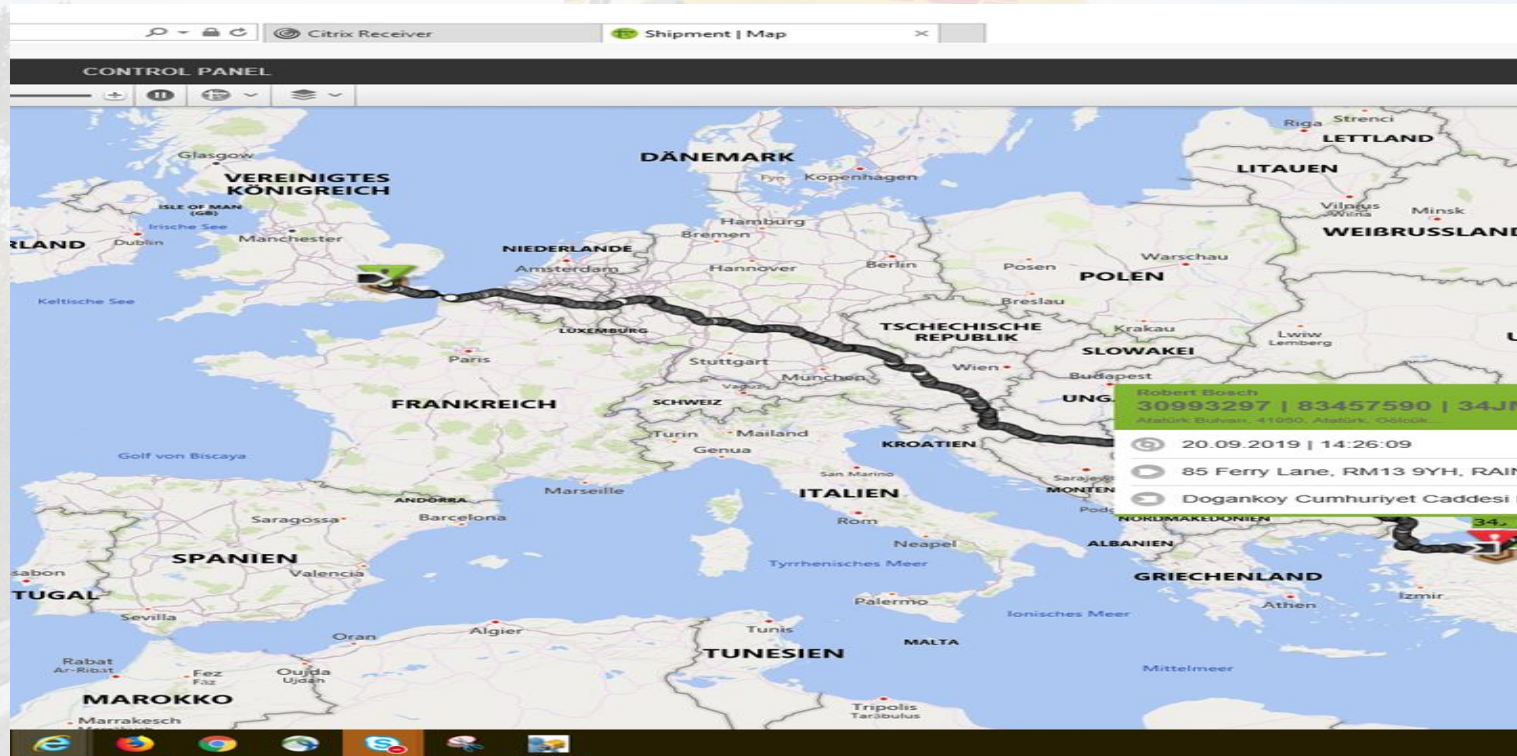
- Saved filters: destination RS, DEUFOL

**In transit** 1 - 10 of 10 | 1 item selected | 10 filter results

| <input type="checkbox"/> | Shipment ID     | Company      | Trip ID  | Asset ID/LP | Carrier             | Status    | Sender                  | Receiver                        | Planned start    | Planned end      | Measurement Time | Last Position Lat/Lon | Director |
|--------------------------|-----------------|--------------|----------|-------------|---------------------|-----------|-------------------------|---------------------------------|------------------|------------------|------------------|-----------------------|----------|
| <input type="checkbox"/> | <b>31079028</b> | Robert Bosch | 83581437 | 4J74734     | DHL Express (Czech) | InTransit | 71543   MAGNETON        | 5150-02   BOSCH DIESEL PLANT II | 20.09.2019 12:30 | 20.09.2019 17:30 | 20.09.2019 13:56 | 49.433°N 15.601°E     | N/A      |
| <input type="checkbox"/> | <b>31079180</b> | Robert Bosch | 83581449 | CA065FB     | DSD Euroline        | InTransit | HUB19   DHL FREIGHT BCA | 287D-01   BOSCH EWH             | 20.09.2019 12:00 | 25.09.2019 12:10 | 20.09.2019 14:29 | 41.428°N 2.006°E      | N/A      |
| <input type="checkbox"/> | <b>31065715</b> | Robert Bosch | 83562319 | SM0410J     | I-Cargo             | InTransit | 287W-01   BOSCH EWH     | 1000904617   DAIMLER AG         | 19.09.2019 15:00 | 23.09.2019 06:30 | 20.09.2019 14:24 | 44.98°N 19.642°E      | NNE      |
| <input type="checkbox"/> | <b>31067026</b> | Robert Bosch | 83564607 | CA106PN     | DSD Euroline        | InTransit | HUB19   DHL FREIGHT BCA | 287D-01   BOSCH EWH             | 19.09.2019 12:00 | 24.09.2019 12:10 | 20.09.2019 14:29 | 44.11°N 8.232°E       | N/A      |
| <input type="checkbox"/> | <b>31061143</b> | Robert Bosch | 83554716 | BP022De     | Lider Transporte    | InTransit | AGOR GMBH               | 287D-01   BOSCH EWH             | 19.09.2019 07:00 | 24.09.2019 14:25 | 20.09.2019 14:29 | 45.907°N 18.66°E      | N/A      |
| <input type="checkbox"/> | <b>31052698</b> | Robert Bosch | 83543945 | CA065UX     | DSD Euroline        | InTransit | HUB19   DHL FREIGHT BCA | 287D-01   BOSCH EWH             | 18.09.2019 12:00 | 23.09.2019 12:20 | 20.09.2019 14:29 | 45.924°N 14.89°E      | N/A      |
| <input type="checkbox"/> | <b>31070241</b> | Robert Bosch | 83569409 | 35HD8042    | EBAM                | InTransit | 97262688   MERCEDES     | HUB3   BARSAN BONDED            | 18.09.2019 07:00 | 25.09.2019 08:30 | 20.09.2019 14:27 | 48.128°N 11.442°E     | W        |
| <input type="checkbox"/> | <b>31048629</b> | Robert Bosch | 83538235 | NS266HP     | Marijanovic-Trans   | InTransit | 287W-01   BOSCH EWH     | 662587   BOSCH 917 RBBE         | 17.09.2019 13:30 | 20.09.2019 15:30 | 20.09.2019 14:28 | 50.816°N 4.957°E      | N        |
| <input type="checkbox"/> | <b>31040855</b> | Robert Bosch | 83526893 | 5AR1134     | DHL Express (Czech) | InTransit | ROBERT BOSCH A.G.       | PRETTL ELEKTRONIK               | 17.09.2019 10:00 | 18.09.2019 06:05 | 17.09.2019 16:26 | 49.533°N 14.666°E     | N/A      |
| <input type="checkbox"/> | <b>31040738</b> | Robert Bosch | 83526928 | CA065LZ     | DSD Euroline        | InTransit | HUB19   DHL FREIGHT BCA | 287D-01   BOSCH EWH             | 17.09.2019 08:00 | 20.09.2019 12:05 | 20.09.2019 14:29 | 44.886°N 20.097°E     | N/A      |



# Customer visibility tool: Detailed route information





# Summary



## Summary

- **Innovative customer solution**

- ✓ Visibility in supply chain supported by GPS tracking & telematics

- **Increased value for customer**

- ✓ Optimize loading & unloading performance through better planning

- **Improved quality and process efficiency**

- ✓ Increase operational visibility on all processes along the supply chain



## Unlock/Leverage potential

- **Enables improved optimization** of network and further reductions on emissions



- This is a symbolic step and major contribution to the **digital transformation process** of our Group

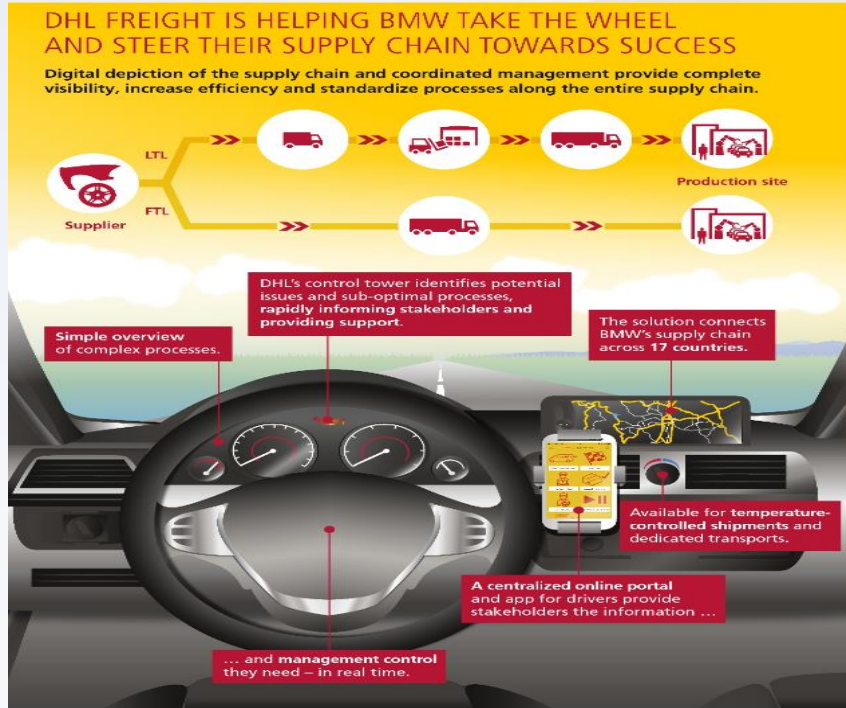


- The technology developed is replicable for other customers across all sectors.





# Advance customer solution on visibility





# WE NEVER STOP

DELIVERING  
EXCELLENCE TO THE  
AUTO-MOBILITY  
INDUSTRY



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