



Aelix - Service provider perspectives, challenges and expectations

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T · · Systems ·

T-SYSTEMS – DEUTSCHE TELEKOM'S SUBSIDIARY FOR MAJOR CORPORATIONS



8,6 BILLION € REVENUE
0,8 BILLION € EBITDA
46,000 EMPLOYEES

Information technology and telecommunications
services in all industries:
automotive, finance, transport,
retail & public sector

Pionier in cloud computing
Corporate customers, multinational corporations
& public sector

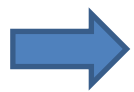
Financial figures taken from DT's 2014 annual report

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Challenges for european transport policy

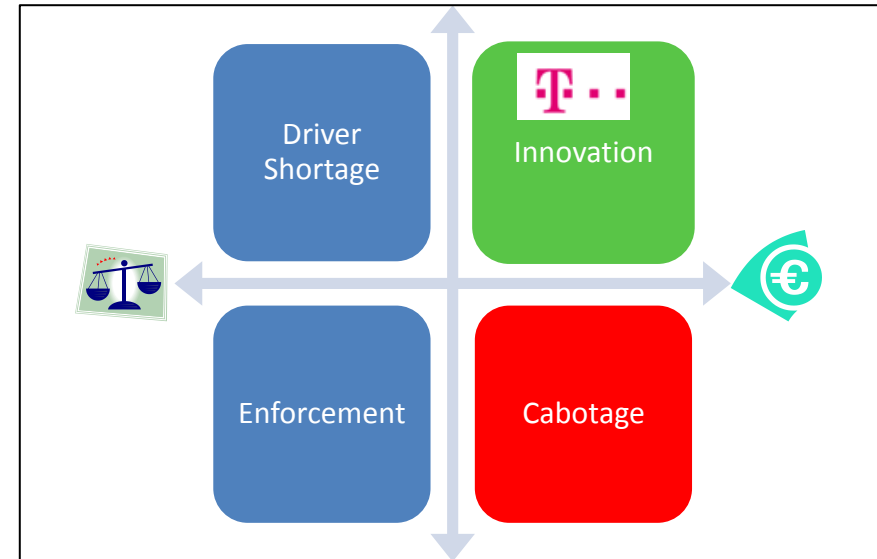
Summary of Recommendations

1. Driver Shortage
2. Enforcement Practices
3. Cabotage Practices
4. Lack of Innovations and Applications of Good Practice



Policy Actions needed to avoid economic downturn, fast increasing global competition !

(*)



(*) Report of the High Level Group on the Development of a Single European Transport Area, June 2012, chaired by Prof. B T Bayliss

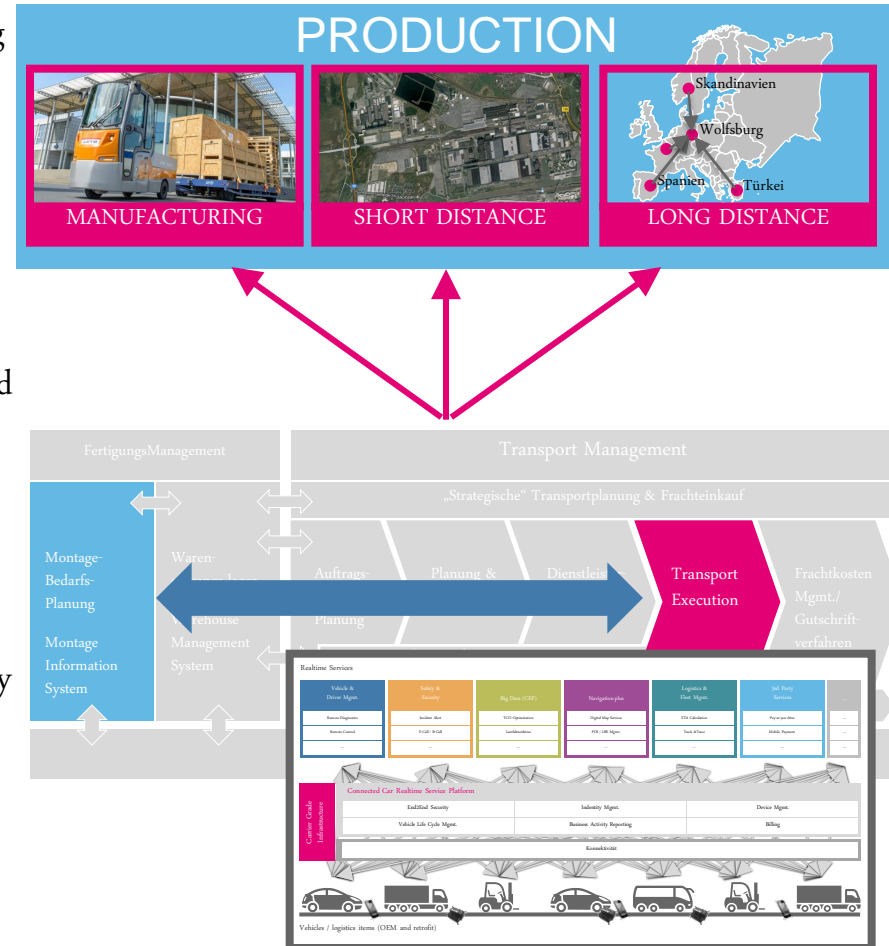
ICT as driving force for innovation

- Pay-As-You-Pollute transport policy – many examples of successful implementation
- Global logistics challenges – i.e. sea-air-road-rail freight corridors
- Transport challenges for intermodal shift towards electric transport modes (CO2 reduction)
- PPP models for Shared Infrastructure Operation

Challenges for ICT services in logistics

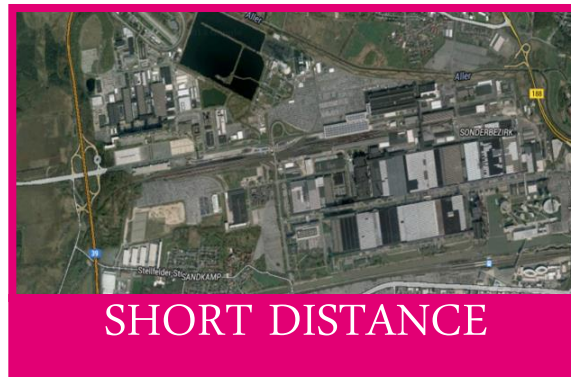
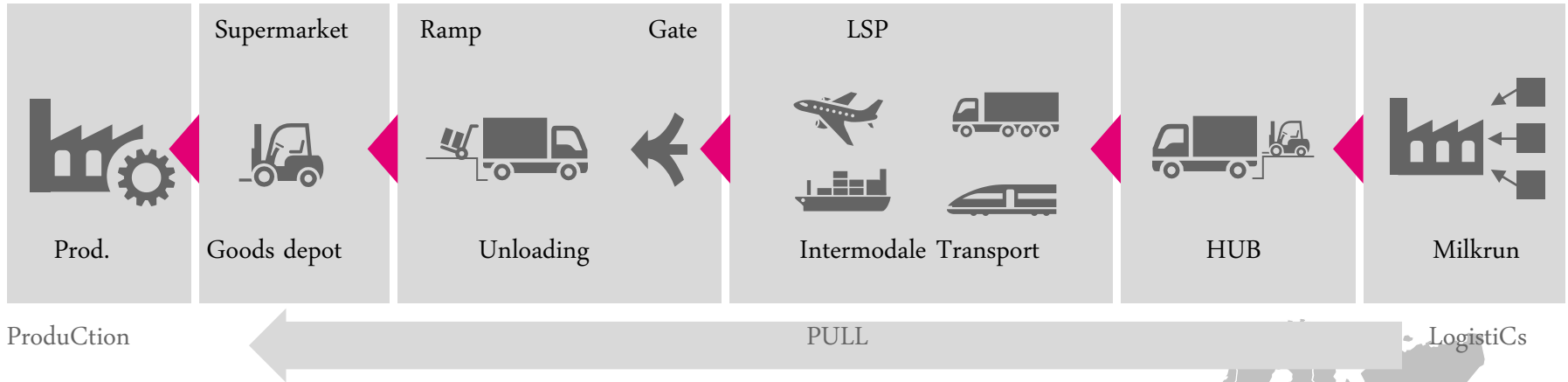
>356 TSP, very fragmented market

- One IT platform for the entire process of production, including in- and outbound transparency of all components needed for manufacturing
- Integration of Realtime Services into One IT platform by integration of all sub-systems
- Immediate transparency in case of incidents including automated suggestions for solution management measures
- Integration von infrastructure operators (Harbor, airports, hubs ...) including slot booking systems and parking
- BigData Analytics to optimize the planning of the entire Supply Chain Management



Challenges for ICT services in logistics

From Pull to Production including the entire transport and logistics processes and supply chain using real-time information



Dynamic Routing/Rerouting

Traffic Informationen

Stakeholder inclusion

Communication

Inhouse Routing

Geo Position

Communication

Realtime Enabled Transport Logistics

DB Schenker climate goals by 2020

The energy/CO₂-goals of the various business segments¹



Rail freight

Reduction of specific energy consumption by **-19%**



Air Freight

Reduction of specific CO₂-emission by **-25%**



Land Transport

Reduction of specific CO₂-emission by **-26%**

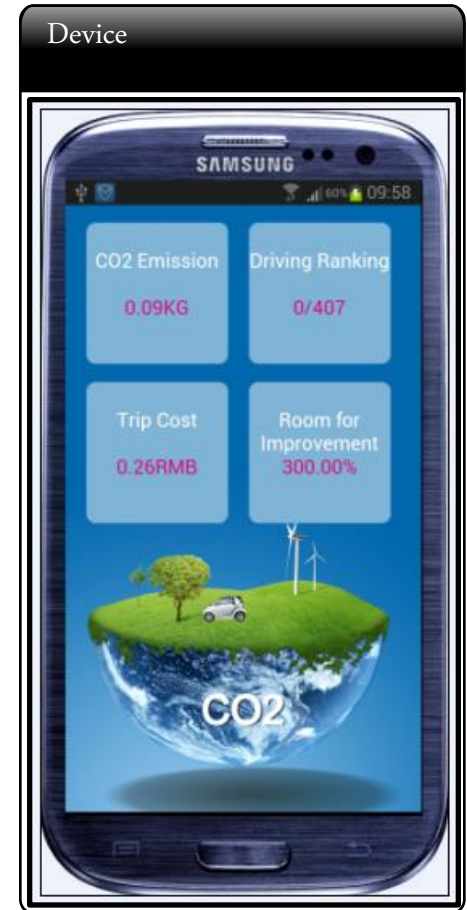
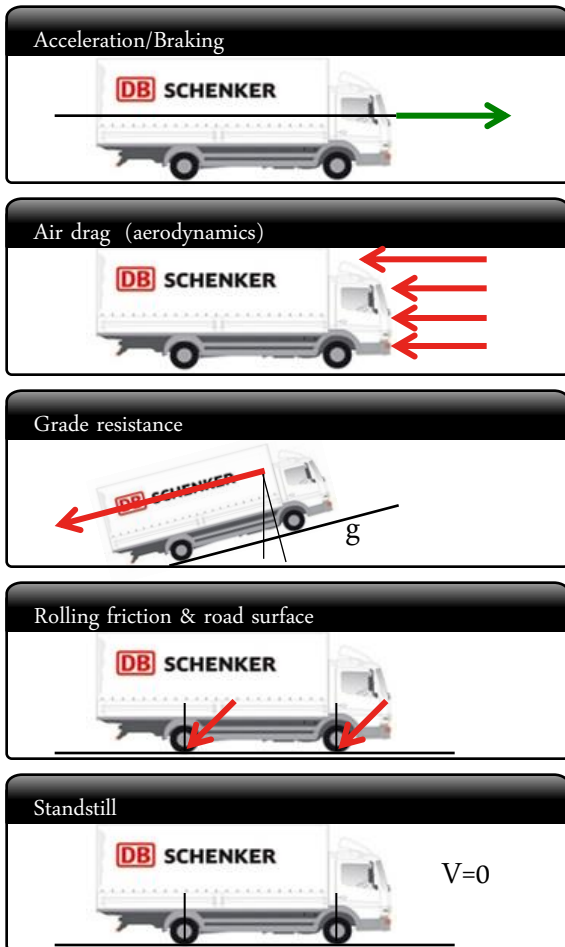


Ocean Freight

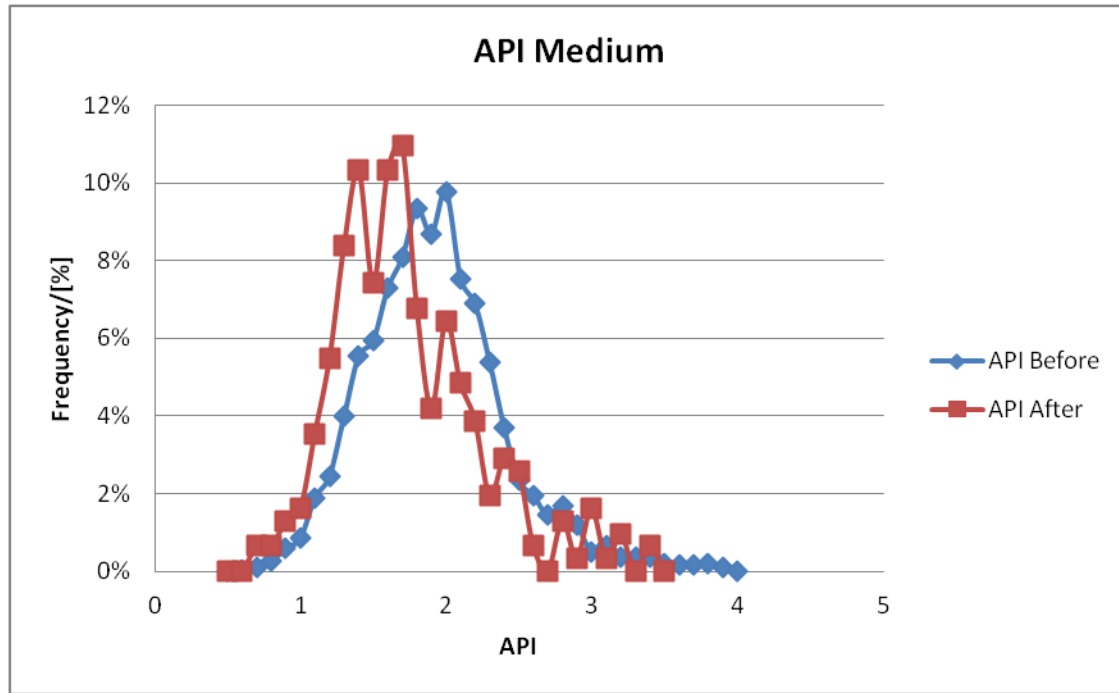
Reduction of specific CO₂-emission by **-15%**

Alternative approach to measure fuel consumption.

- just take a Smart Phone and Newtonian Physics.



CUSTOMER BENEFITS - promote best practice

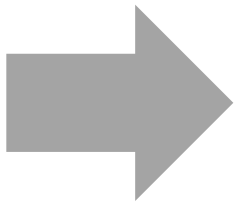


API – Acceleration
in [kWh/tkm]

PHYSICAL MEASUREMENT OF DRIVING
BEHAVIOR INCREASED BY ACCEPTABLE
INCENTIVES

Field trial results in CHINA

- Recorded total distances : ca. 800.000 k
- In the city, extra-urban, highway
- Recorded time: ca. 30.000 working hours
- Documented Devices : ca. 15
- 100 China, 50 Europe , inclusive 35 in DE
- Documented and verified saving : 4 – 15 % fuel consumption
CO2-Emission (ca. 180L/Month/12-Ton-High duty truck)
- GPS accuracy: < 4 m
- Deviation with fixed measuring systems : < 5 %
- Installation and registration duration: Android < 5 Minutes, iOS < 10Minutes



REDUCING CO2 EMISSIONS AND FUEL COSTS UP TO 15%

The benefits for ecosystem players just-in-time provision of information from a central point



Logistics hub operators

- Optimized utilization of infrastructure
- Establishment of a leading-edge service exchange, open and extensible
- Boosts the hub's attractiveness as a transshipment location



Logistics hub Managers

- Improved analytics and functionality for managing the flow of goods
- One-click analysis of big logistics data and KPIs
- Sound basis for investment decisions



Forwarding agents And drivers

- Drivers are informed of truck location, loads and parking space in advance
- Avoid unnecessary time spent waiting and searching
- Improved transportation performance



Terminal operators

- Faster container and freight throughputs
- Detailed and accurate planning of goods transfers for onward transportation – boosting time-efficiency



Parking Lot operators

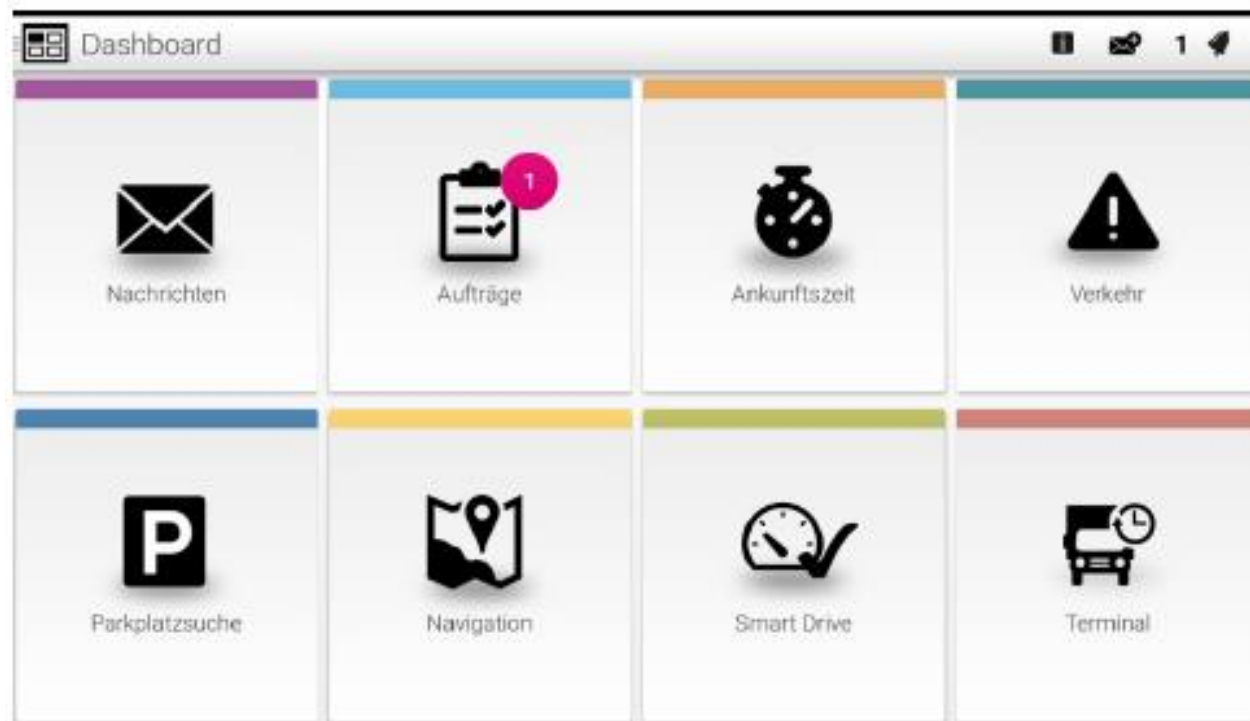
- Visualization of transmit traffic and free capacity
- Optimized utilization of space
- Avoid overload situations during peak times



SMARTPORT
LOGISTICS saves
everyone time

Living Lab 1 –

SPL –APP for Android Tablets and SmartPhones



- Messaging
- Order-Tour-Management
- ETA
- Traffic
- Parking
- Slot-Booking
- Smart Drive

Fleet managers and logistics operators need VEHICLE trip DATA to control their fleet



Harder competition

Unnecessarily empty load trips



Increase of regulatory requirements



Planners do not know When, where, and by whom ? Why a vehicle needs so much Fuel consumption?



Information of fuel consumption and emissions is available after individual trip finished.



Optimization of unused potentials



Precise identification of CO2 emissions

Costly CO2 certificates



Unnecessary fuel consumption

VISION AND MARKET POTENTIAL of SOLUTION

MANY CUSTOMERS GROUPS CAN benefit



DEALER

- Goods Tracking
- Logistic entrance planning



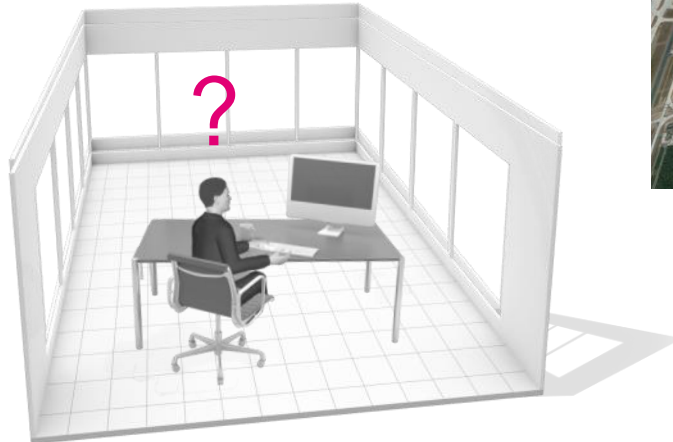
BANKS / INSURANCE

- Residual value risk
- Premiums provision



SERVICES/AUTOMOBILCLUBS

- Positioning
- Service Interval Planning



LOGISTICIAN / FLEET OPERATORS

- Route planning
- Fuel consumption & CO2



www.cogistics.eu

CAR RENTAL

- Locations
- Control and accounting



Discussing



Realtime
enabled
Transport
Logistics

