



EVOLVING LOGISTICS & FREIGHT FORWARDING INDUSTRY IN INDIA

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Presented By: Sailesh Bhatia

The Future is Digital

- Online platforms for logistics.
- Digital Initiatives by major international forwarders, and new digital oriented forwarders
- Digitization of government interfaces
- Convergence of logistics services under one roof
- Mergers of shipping lines
- Block Chain

Online Platform for Logistics

- Provides more **Transparency**
- Instant and **Online quotations** and bookings
- **Automation** of Documentation & other processes
- **Real-time visibility** of cargo movements
- **Business analytics**
- Use of **Artificial Intelligence**, and **Internet-Of-Things** to generate insights and improve control.

Digitization of Government Services

- Customs workflow automation
 - Icegate
 - Single Window
 - Risk Management (RMS)
 - Turant
- Ports installing IoT devices for better tracking
 - JNPT port install of RFID for tracking in the Dedicated Freight Corridor
 - Scanners for quicker movement by eliminating customs intervention

Convergence of Services by Logistics Players

- Logistics providers are offering more **vertically integrated solutions**
 - Sea Freight and Air Freight
 - Custom Clearance
 - Inland Transportation
 - Trade Finance
- Amazon and Alibaba to offering **online end to end services.**
- Maersk offering value added services like **Trade Finance, guaranteed bookings.**
- CMA CGM offering special services for **refrigerated products, insurance.**

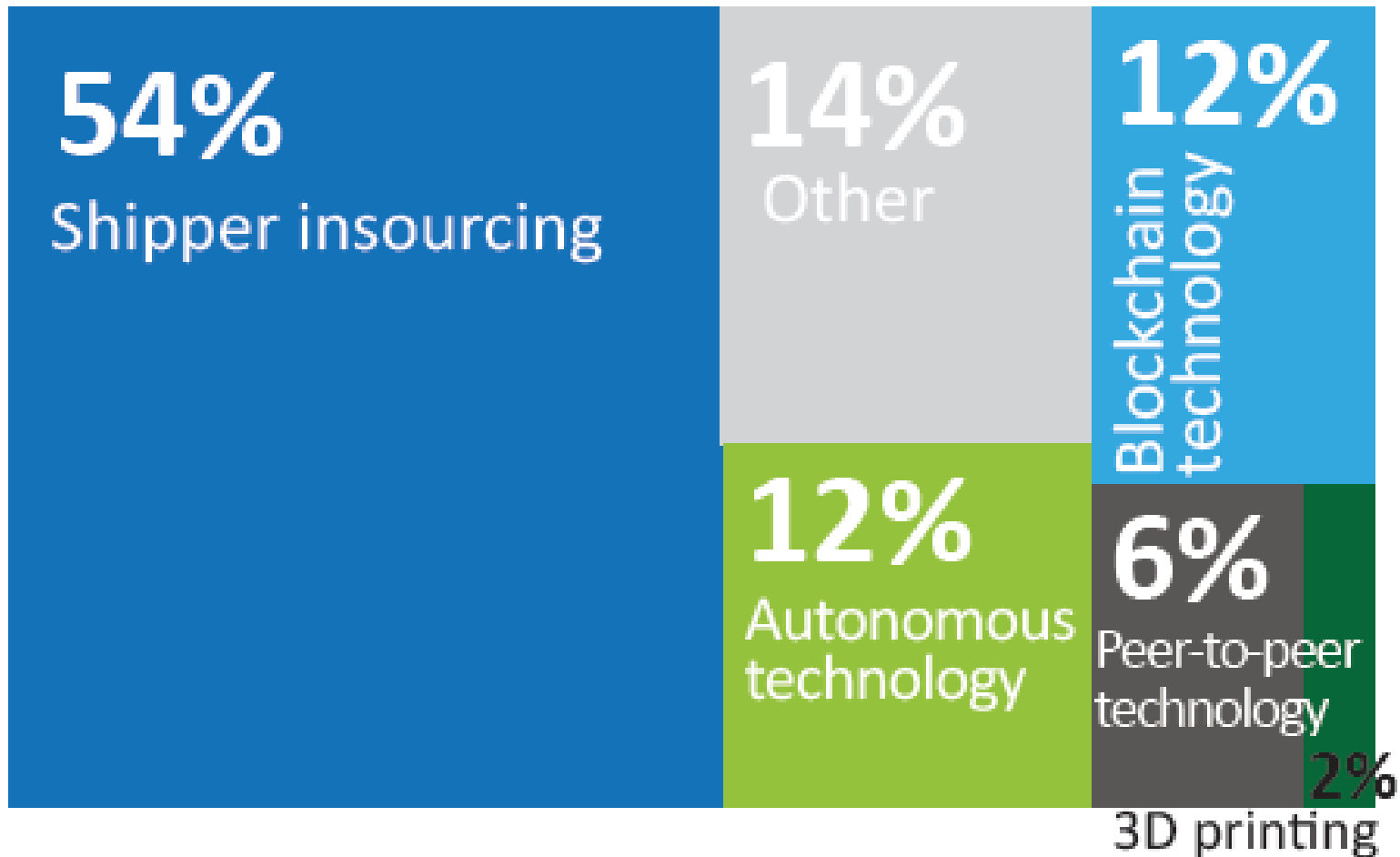
Evolving Freight Forwarding Market

Are **ONLINE** freight marketplaces an opportunity or threat for traditional freight forwarders?






Evolving Freight Forwarding Market




What trends or innovations pose
THE BIGGEST THREAT to freight forwarders?






Logistics Industry Tech Developments

Product / Company		Features
	Agility Logistics	<p>Launched in Apr 2018, Shipa Freight is a fully integrated online freight service that allows users to get rate quotes, book, pay and track ocean / air shipments. It provides instant rate quotes from the countries that account for 95% of global trade and allows users to manage their international shipments accessible by desktop, laptop, tablet and mobile app.</p>
	Panalpina Digital Hub	<p>Initiative launched in Jun 2018, aimed at embracing new and emerging technologies to explore how these can be tweaked to offer customers the very best in new digital solutions.</p>
	Kuene + Nagel	<p>In Nov 2018, K+N introduced myKN, a single point of access to all online services that allows customers to explore, quote, book, track, manage shipments and user accounts in a comprehensive self-service portal for Sea, Air and Overland cargo</p>




Logistics Industry Tech Developments

Product / Company		Features
	CEVA	CEVA announced a blockchain-based technology partnership with IBM and Maersk becoming one of more than 90 organizations worldwide involved in the TradeLens global solution.
	DHL Supply Chain	DHL Supply Chain has introduced Robotics in its warehouse operations along with augmented reality glasses. The mix of technologies is designed to improve 'smart picking', productivity, and order fulfillment.
	CargoX	A blockchain based bill-of-lading solution for the global supply chain





Logistics Industry Tech Developments

Product / Company		Features
	DB Schenker	<p>Looking to become an 'e-forwarder' by establishing a global digital business process that 'covers everything from tenders to invoicing.' By 2020 the company expects to be a leading integrated transportation and logistics provider</p>
	Bollore Logistics	<p>Bollore Logistics with support of Accenture is implementing a robotic process automation pilot project in the organization</p>
	DSV	<p>According to DSV, 80% of the bookings now happen electronically. Company uses WiseTech (Cargowise). It has also introduced predictive analytics as part of its customer relationship management</p>

Logistics Industry Tech Developments

Product / Company		Features
	Expeditors	Introduced Expeditors Carrier Allocation, it is a platform that forecasts, plans, and connects shippers & forwarders with ocean carriers in advance of shipping to determine the most optimal flow of products
	Geodis	Introduced its online pricing and booking platform for global air and ocean shipments. The platform compares rates of different modes of transport as well as book shipments
	Twill Logistics	The company offers multi carrier digital freight forwarding solution that enables you to book, manage and monitor your shipments at the click of a button

Logistics Industry Tech Developments

Product / Company		Features
	Flexport	US-based digital freight-forwarder. Introduced end to end transparency, and specialization in US & China trade. Raised \$1bn from Softbank.
	FreightOS	Freight-forwarder marketplace. Aims to improve rate discovery by creation of a digitized platform for spot rates and bookings.
	Freightwalla	India based digital freight-forwarder. Focusing on end to end transparency, and automation for managing shipments.
	Cogoport	Indian freight forwarder marketplace for discovery of rates.



*Technology by itself is not the disruptor
**Not responding to customer needs is the biggest threat to any
business***

Thank You