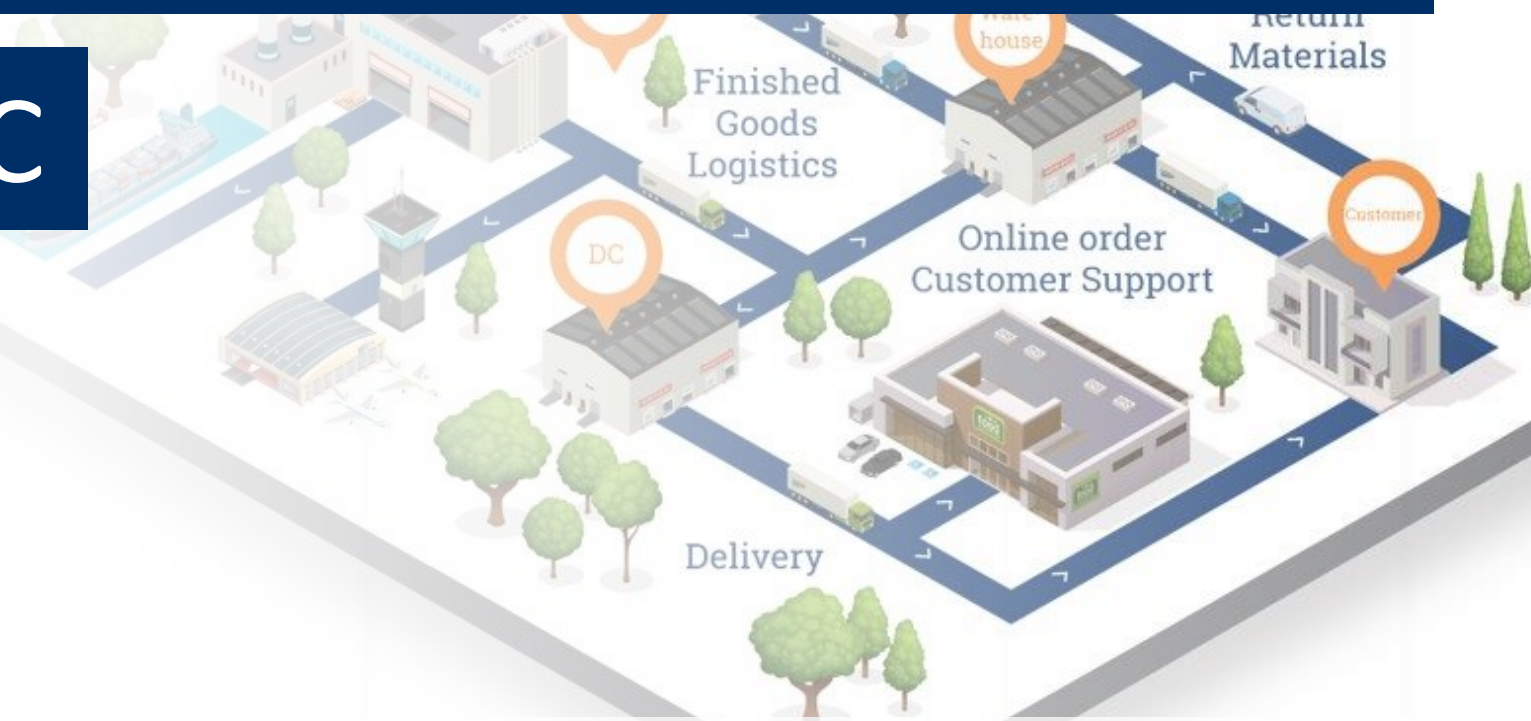


Innovation in the Food & Beverage Logistics

through the new cloud-native Solution

of ORTEC



ORTEC

Optimization & better Results for your Logistics

Who is ORTEC

About ORTEC

- 🚩 Founded in 1981
- 🏢 Offices in 13 countries
- 👥 > 1.000 employees
- 📦 1.200 customers
- 🌍 In more than 80 countries



North America
USA
South America
Brazil

Nordics
Denmark

Western Europe
Netherlands
Belgium
France
Germany
Italy
Great Britain

Central and Eastern Europe
Poland
Romania

Asia Pacific
Australia
Singapore

Click [here](#) to learn more about ORTEC

Why should you decide for a Cloud Solution



The Advantages:

- High availability & reliability
- Easy access
- Time-to-market
- Ease to scale out
- Scalable optimization
- No infrastructure costs

 Microsoft Azure

ORTEC' s Cloud Enablement

ORTEC is investing heavily in native cloud solutions ensuring that our optimizer capabilities can be used with different platforms.

We know that “one solution” does not fit for all businesses. For this reason, ORTEC offers industry specific cloud solutions.

ORTEC' s Product Mission



Best-in-class optimization

Update to latest Optimization Technology – Configurability and Extensibility – Extend our portfolio with different user scenario's



End-to-End, Industry-specific

Improve Business Process and Industry-specific capabilities – Reduce Time-to-Value – Add Execution and Collaboration support



Data-Driven Continuous Improvement

Out-of-the-box integration with ORTEC's Analytics technology – Align Planned & Actuals – Enable Forecasting & Visibility

Data Driven Logistics. Click [here](#) for key insights for Manufacturing & Transportation.



Logistics Challenges in Food & Beverage

Stay cost-effective with many distribution channels

- Complexity & Service Levels in Last Mile (DSD)
- Synchronizing haulage with delivery
- Full Service-Vending & Merchandising
- Growing Direct-to-consumer (D2C) eCommerce

Be flexible and transparent

- Short term ,change' is normal
- Organize around appointments, recurring, top-off and rush orders

Shortage of qualified logistics personnel

- Keep execution ,simple'
- Be attractive as employer

ORTEC's Solution for the Challenges in Food & Beverage



On the following slides learn more about ORTEC's innovative solution designed for the requirements of the Finished Goods Logistics.

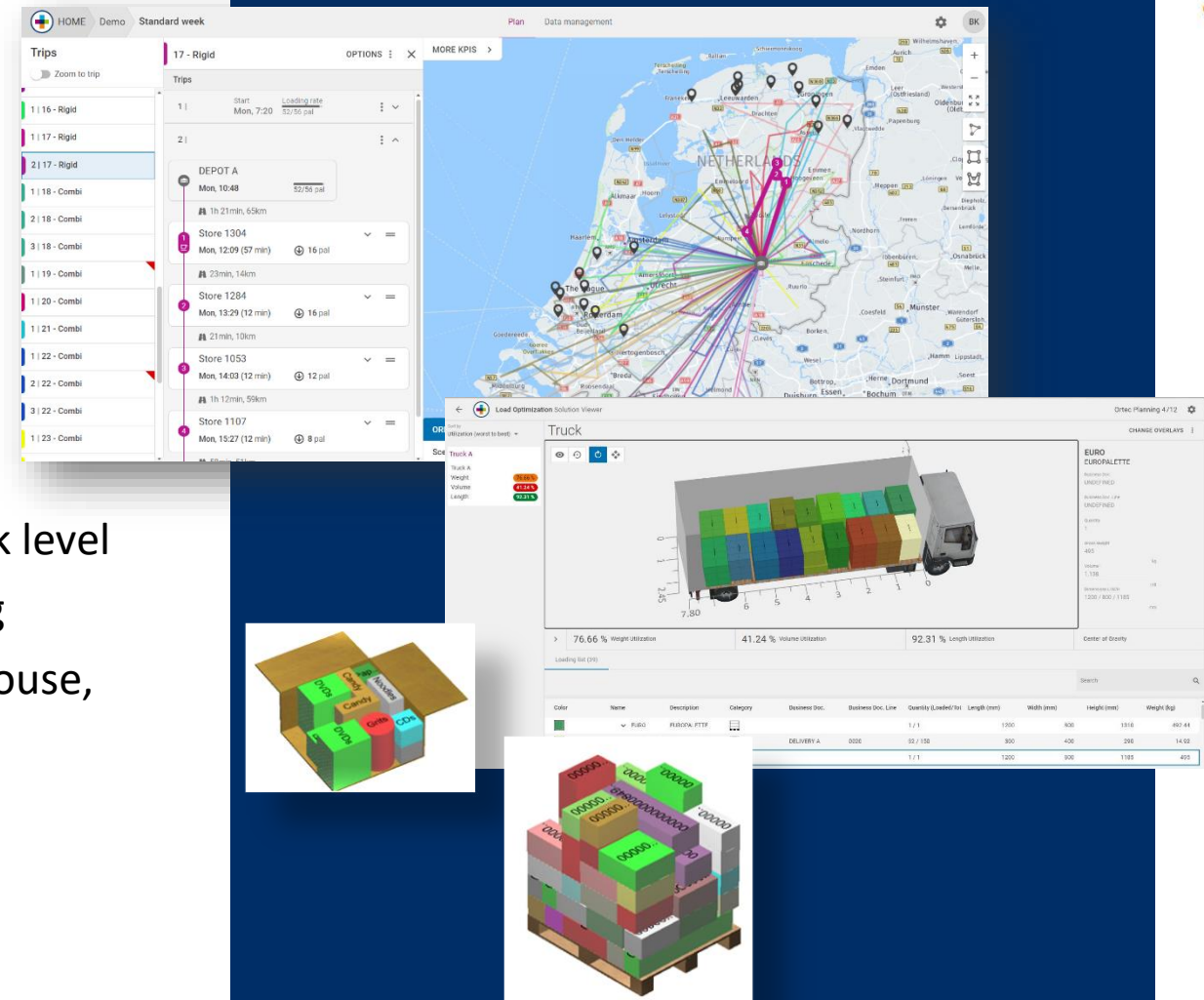
Our Goal with ORTEC Finished Goods Logistics for Food & Beverage

“ Enable a **cost-effective and sustainable** logistic process by offering an **integrated solution for Packing, Loading and Routing**. Ensure products arrive **on time** at DCs and customers, while **maximizing vehicle and container utilization** and **minimizing transport costs** related to kms and hours worked. Provide **seamless visibility** to customers even while working with **multiple carriers**. ”



What is ORTEC Finished Goods Logistics (OFGL) for Food and Beverage?

- A fully cloud-native solution
- Special Food / Beverage specific functionality
- For **Pallet, Loading and Route optimization** in **one** planning board
 - Size orders & deliveries on carton, pallet and truck level
 - Combine master routes & dynamic route planning
 - Create multi-stop routes which suits truck, warehouse, driver and customer
 - Efficient pallet and load organization



OFGL - more than just a new operational Planner

- Advantages of **cloud-native**: high availability, easy access & scalability, e. g.
- Based on the **newest optimization & AI** – better results with latest greatest **next-gen optimizer**
- **Future opportunities**, for example:
 - Execution control tower
 - Advanced analytics & machine learning
 - Portals and apps
 - Dynamic master routes & what-ifs

Big Data Portal

- Realized On Time - Delivery within Window: 72% (8% gap with target at 80%)
- Planned Utilization: 86% (6% gap with target at 90%)
- Planned Pounds per Day: 2,369,113 (369,113 gap with target at 2,000,000)
- Planned Cost per Route: \$283
- Planned Miles per Stop: 26 (-6 gap with target at 30)
- Planned Resource Utilization: 57% (-33 gap with target at 90%)

Routes

Name	Approved	Shifts	Cost
Standard week - dept 1		25	2,150
Day week - dept 2		26	2,450
Christmas planning - dept 1		25	1,684
COVID-19 Dept 1 - dept 2		26	2,534
New vehicles test - dept 1		24	1,410
Status update 7/17/2021 copy - dept 1		25	2,540
Standard week copy - dept 1		25	2,794

Showing Shifts

Scenario Name	Shifts	Cost	Cost	Cost	Cost	Cost	Cost
Standard week	25	142	2,150	222.7%	274.98%	3,922	REVIEW
Day week	26	196	2,450	1,449.1%	2,121.76%	4,032	REVIEW
Christmas planning	25	116	1,684	1,309.1%	2,121.76%	2,202	REVIEW
COVID-19 Dept 1	26	141	2,534	1,749.1%	2,121.76%	2,291	REVIEW
New vehicles test	24	98	1,410	1,147.1%	1,749.1%	1,971	REVIEW
Status update 7/17/2021 copy	25	140	2,540	1,749.1%	2,121.76%	2,301	REVIEW
Standard week copy	25	140	2,794	1,749.1%	2,121.76%	2,401	REVIEW

Stop Time Prediction Steps

3. Calculate the recommended input settings for the combinations of influential factors

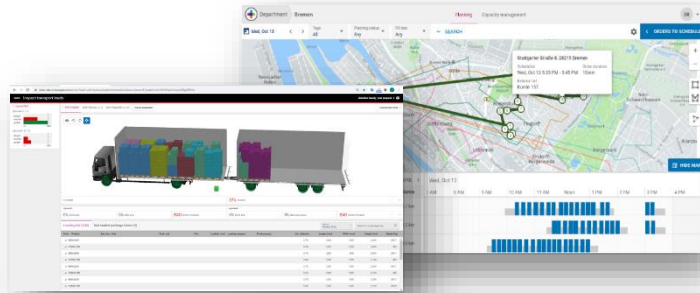
- Develop linear prediction models for the identified combination of influential factors
- Fixed cost
- Variable cost (per gallon, etc.)
- Settings per factor (determining)
 - Per Department
 - Per Location Type
 - Per Location
 - Per Product Type
 - Per Product
 - Etc.

Reduce the gap between plans and actuals

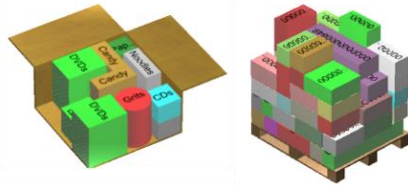
- Machine learning to identify impact of customer/route characteristics on realizations
- Use customer and route characteristics to determine accurate planning inputs

OFGL Core Modules - one Solution for many Processes

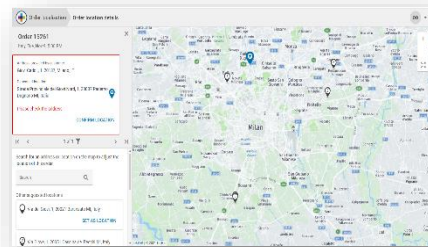
Operational Planner
Last Mile and Haulage



Operational Planner
Order Sizing

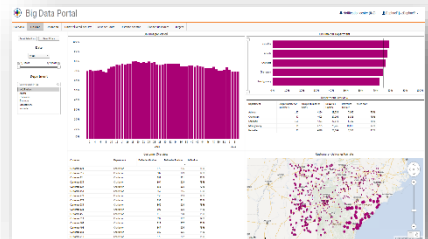


Operational Planner
Geocoding



Customer Service Order Localization

Data Analytics
Performance Analysis

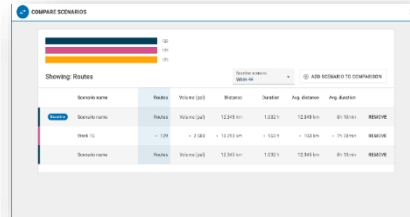


Detailed KPI dashboard

- Fully automatic DSD pallet, loading and route optimization
- Intuitive planning dashboard (route overview, KPIs, easy to use map and pallet and loading visualizations)
- Standard APIs/Webhooks to receive orders and publish the planning output
- Fully automatic and continuous load optimization (orders are automatically planned as they are received)
- Intuitive planning dashboard (for visualizations)
- Standard APIs/Webhooks to receive orders and publish the planning output
- Automatic geocoding
- Customer service dashboard to validate & fix geocoding
- Smart proposals based on address provided
- Automated data transfer and analysis
- High-level KPI's with drill-down functionalities into detailed view of each performance metric
- Uncover under-utilized resources
- Compare performance to interactive metric target

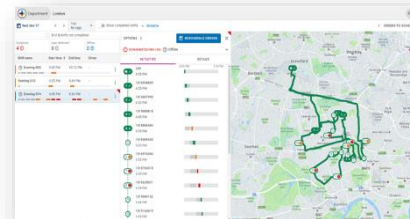
OFGL Optional Modules - One Solution for many Processes

Tactical Planning



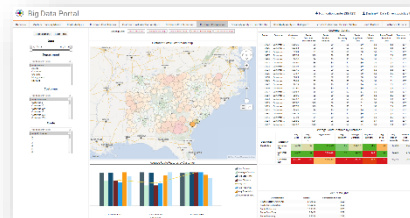
Comparison of scenarios

Execution & Control Tower

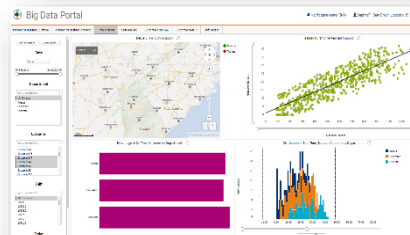


Dispatcher Overview

Data Driven Logistics



Cost Comparison Dashboard



Plan vs Actuals Dashboard

- Create optimized/ balanced territories and workload
- Balance assignment of visit days
- Calculate optimized Master Routes
- Standard APIs/Webhooks to receive data and publish the confirmed scenario

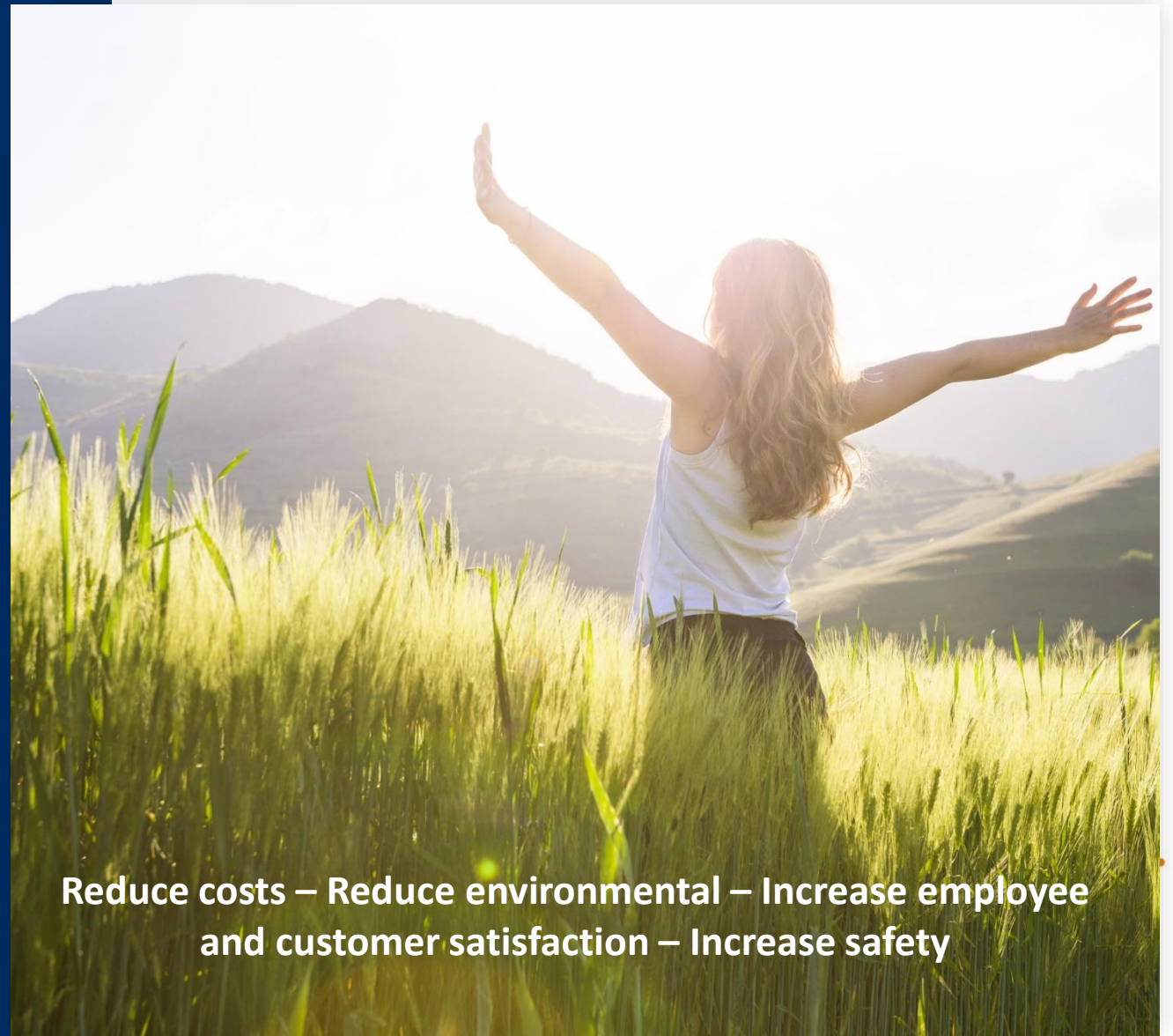
- Receive & display live GPS positions of trucks
- Real-time follow-up execution (Started orders, completed orders)
- ETA re-calculation and alert mechanism for predicted issues (orders outside time window, routes exceeding worktime)
- Rescheduling and re-optimization (automatic or manual)
- Standard APIs/Webhooks to receive and publish information from/to other systems (driver app, event management etc.)

Purpose driven data analytics apps to drive continuous improvements in your business.

- Planned vs actual
- Cost to service
- Least touch analysis
- Predictive maintenance
- Data quality analysis
- ...

Why ORTEC and how we contribute

- ✓ Increase routing efficiencies
- ✓ Increase load efficiencies
- ✓ Increase automation in planning
- ✓ Increase safety
- ✓ Increase customer and employee happiness
- ✓ Apply data analytics (AI and Machine Learning) to:
 - ✓ measure impact (create baseline and ongoing visibility)
 - ✓ continuously improve planning results (identify and improve)
- ✓ Real time visibility and optimization - improve customer service



Reduce costs – Reduce environmental – Increase employee and customer satisfaction – Increase safety

Your Contact to learn more
about how ORTEC can help you optimize your logistics
planning and ensure better business results.



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