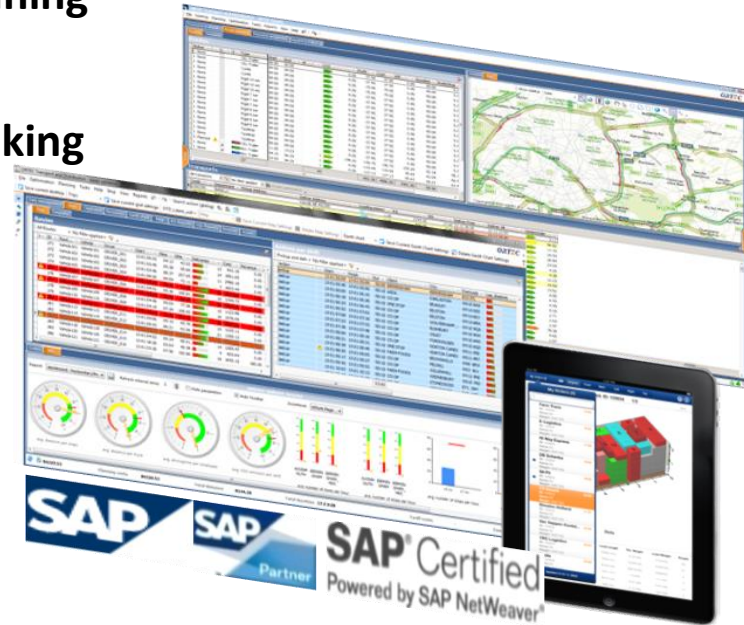




INTRODUCTION TO ORTEC

OPTIMIZE YOUR WORLD

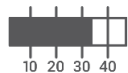
- Founded in 1981
- European market leader of **Advanced Planning Solutions**
- Provide companies enhanced **decision-making processes to improve business results:**
 - Transport
 - Warehousing
 - Workforce
 - Service Planning
 - ...



Solutions, facts, and results

Company Profile

Years active



36 Years

Countries



60+

Customers



2000+

Revenue



80 M+



**Vehicle
Routing**



**Load
Building**

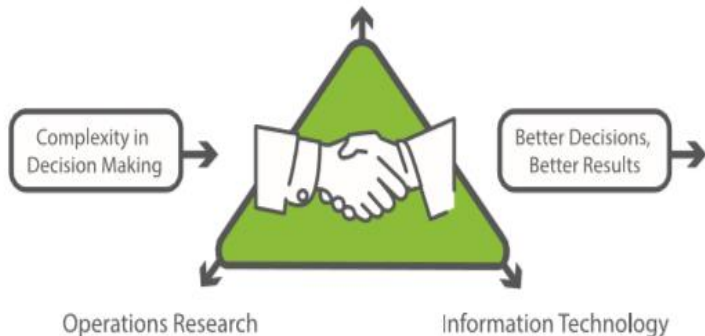


**Workforce
Scheduling**



**Supply Chain
Optimization**

Business Process Knowledge



Industry focus



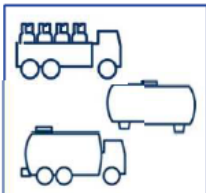
**Consumer
Packaged**



Transport



Retail



**Oil, Gas and
Chemicals**



**Professional
services**



Health

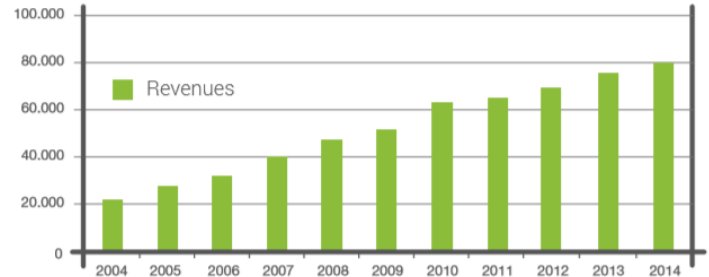


**Manufacturing
and Construction**



Sports

- World's # 1 APS Provider
- Operating income 75+ million euro
- Still 20% average growth per year
- **1,000,000+ people planned daily**
- **500,000+ trucks planned daily**
- 650 million kg CO₂ emissions saved annually by customers
- Award-winning
 - 2012 Edelman Award winner (TNT Project)
 - 2015 World Mail Award winner (DPD Cloud Project)

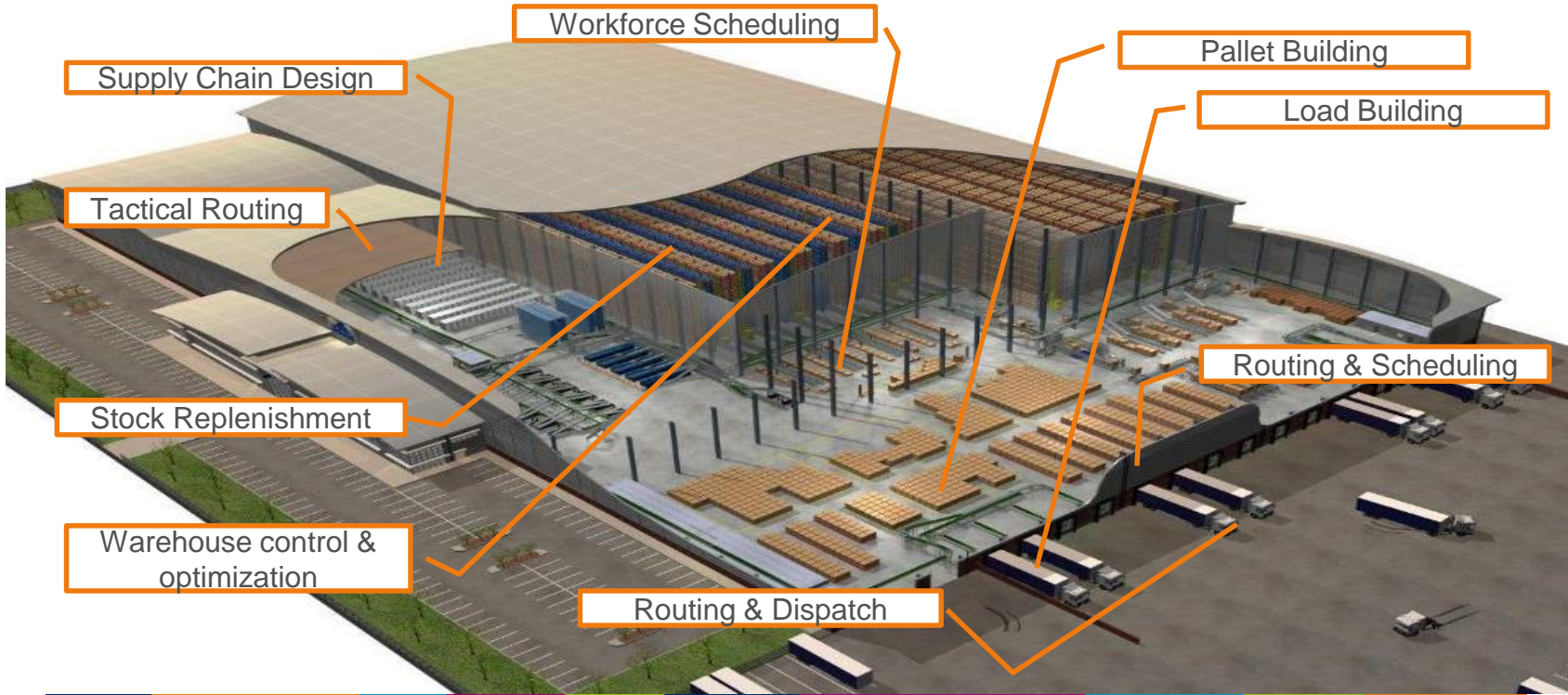


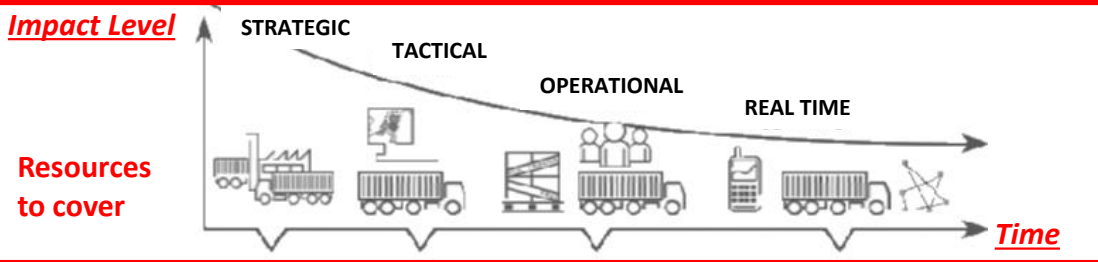
Other notable awards:

- 2x Edelman Award nominations
- Global Business Coalition Award
- Wagner Prize
- Dutch Logistics Award
- TAG Award

- 100+ Sr. Consultants to **translate complex business problems into (software) solutions.**
- Specialized in the **development of solutions** with an **Optimization (OR) Component.**
- Optimizing business processes in order to **save costs or increase revenues.**
- Pioneering Analytics as a Service & Big Data Analytics

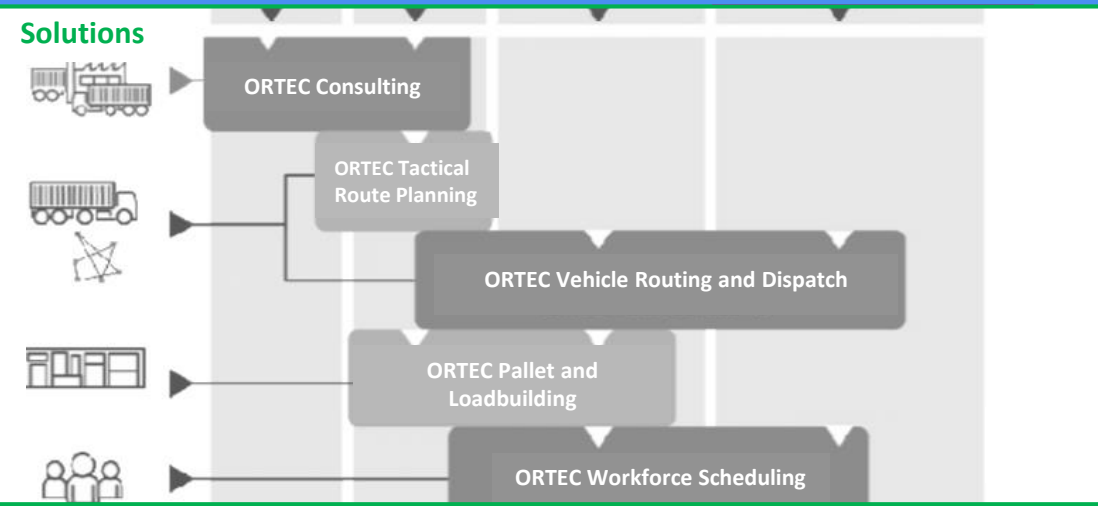






Key Planning Issues

<ul style="list-style-type: none"> -Number of locations -Size of outlets and DCs -Assignment of product groups to DCs 	<ul style="list-style-type: none"> -Seasonal patterns -Frequency scheduling -Fleet size optimization 	<ul style="list-style-type: none"> -Daily volumes & orders -Optimal dynamic route planning -Optimal load plan -Planning known and unknown pick-ups 	<ul style="list-style-type: none"> -Integration with board computers -Instant re-planning of started route -Visibility of consequences for planners -Dispatching -Ad-hoc orders + changes -Real-time alerts
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Lowering Your OPEX

Better sourcing decisions
(based on actual price /availability)

Maximizing Your Profitability

Increasing revenues due to better
appointment making capabilities
(through schedule visibility)

Improving Your Performance

Improving customer satisfaction by
reducing the number of cut orders
due to over-loading the truck

Reduction in actual logistics
spending (mileage, time,
assets) due to more efficient
routes, loads and schedules

Increasing Customer Service Levels

Increasing warehousing visibility
to truck pallet placement

Reducing cost associated with unnecessary handling due
to inaccurate truck volume capacity constraints caused
by having no visibility to the foot print of a truck

Ability to dynamically adjust routes,
loads and schedules based

Ability to groom customer
orders utilizing swing items

Reducing cost associated
with overweight fines

Reducing reloads due
to overweight trailers

Guaranteed Quantifiable & Measurable Results		Industry benchmark estimates after implementing ORTEC Logistic Suite
Lowering OPEX	▲	5%
Saving on Time needed for Planning	▲	50%
Increased Customer Service Levels	▲	10%
Over-all Efficiency of the Logistics Department	▲	25%
Performance	▲	15%
Utilization of Resources	▲	50%
Cost of Planning	▼	10%
Time for Planning	▼	50%
Planners Needed	▼	50%
KMs Scheduled & Driven	▼	10%
Planned Vehicles	▼	10%
Planned Trips	▼	10%
Vehicle Utilization	▲	10%
CO2 Emission	▼	30%
Stress Levels	▼	35%



The **largest and most complex** Consumer Goods / Beverage Supply Chain in the world



The **2nd largest** Consumer Goods company in the world



The **largest** Retail Grocery Fleet in the world, and **3 of the 5 largest** retailers in the world



3 of the 4 largest Logistics/ Courier companies in the world



When demand & operations complexity can't be solved manually, ORTEC is the partner; leading companies turn to.

Industry Focus & Selected References:

Consumer Goods				
Transportation				
Retail				
Oil, Gas and Chemicals				
Professional Services				
Health Care				
Manufacturing				 
Sports				

Why ORTEC ?



■ **ROI:** Proven solutions with clear and measurable ROI



■ **Integration:** Extra value because of strong data and process integration (forecasting and dispatch fully integrated)



■ **Easier:** Easier to work with solutions and services based on standard solutions



■ **Experience:** experience with the specifics of your industry and processes through successful implementations at similar companies



■ **Healthy:** Financially healthy company with successful track record (30 yrs) of advanced planning and scheduling solutions that really work



■ **Close to you:** Global coverage and local support

Thank you for your attention