



Introduction to Flo IQ

Identify hidden benefits within your logistics network



Flo Overview - Supply Chain Systems Specialists

- Specialists in supply chain logistics
- Team of 160 consultants
- Partnering with best-in-breed technology providers
- Deploying solutions globally
 - Especially, transportation, warehousing and trade management
 - 200+ implementation credits
 - Headquartered in Europe
- Experienced team to deliver systems-led transformation



Global Reach, Local Knowledge



Global reach and capability



Largest pool of OTM consultants worldwide



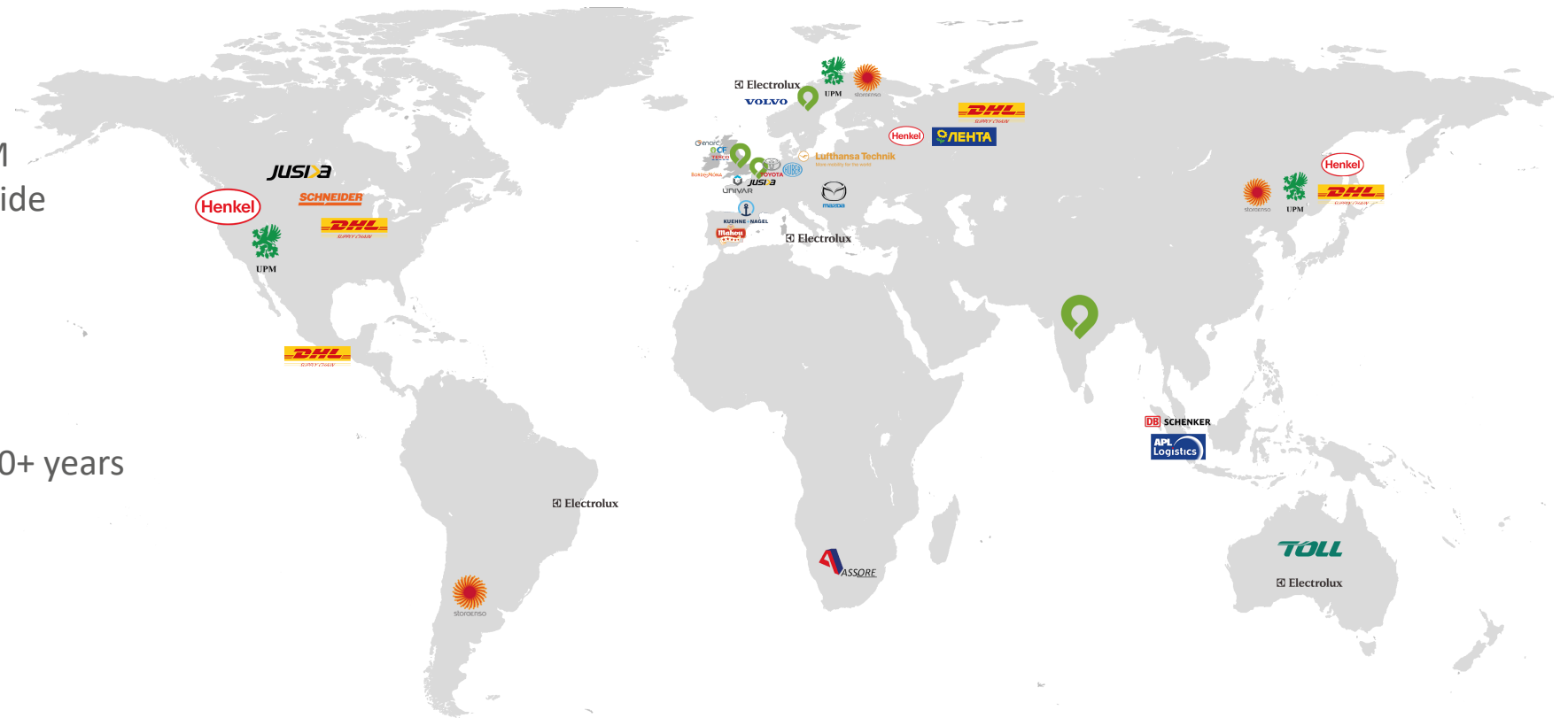
Low cost off-shore solution

10+

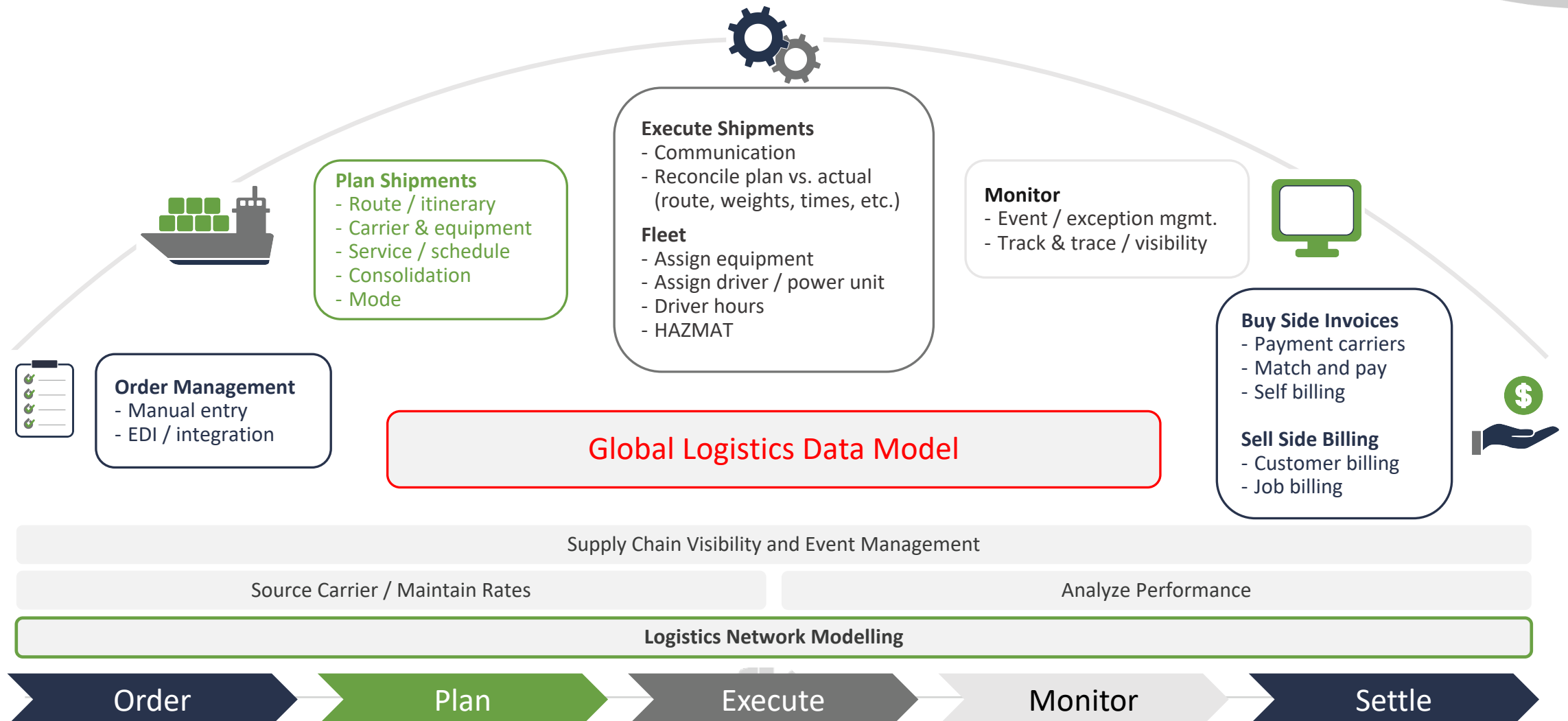
Many consultants 10+ years industry experience



200+ full cycle implementations



OTM – ONE End-2-End Logistics Platform



Introduction to

Identify hidden benefits within your logistics network

- ❖ Flo IQ, our Identify and Quantify Accelerator, in just 6 weeks enables you to perform detailed what-if scenario modelling and obtain highly accurate results
- ❖ We leverage your operational and transport network data to identify quick-win opportunities and quantify the business case for larger improvements
- ❖ Dashboards and metrics are provided to compare results side by side allowing you to determine the optimal course of action



flo IQ =



Oracle Logistics Network
Modelling
(part of Oracle Cloud
Transportation Management)

+

evolv

Flo's data loading tool for
master and transactional data

+



Flo's logistics intelligence

What if...

What if I change my rates (during a tender)?

What if I exchange a carrier (because of quality issues)?

What if I move my warehouse (during a network study)?

Flo IQ allows you to model these scenarios and more to see the impact of changes



Logistics Network Modeling (LNM)

- 🔗 LNM uses real-world data:
 - 🔗 Orders and items
 - 🔗 Logistics network
 - 🔗 Carriers, rates and equipment
 - 🔗 Locations
- 🔗 Data rules and data changes allow modelling various scenarios:
 - 🔗 Data rules change the existing setup
 - 🔗 Data changes change existing (transactional) objects
- 🔗 Scenarios are run in-memory
 - 🔗 LNM-generated shipments are kept separate from real shipments.
- 🔗 Can be run in dev, test or even production environments.
- 🔗 Compare logistics models to determine the best course of action
 - 🔗 Includes prebuilt Dashboards and Operational Metrics

What if...

What if I'm not an OTM customer?

What if I don't have a TMS?

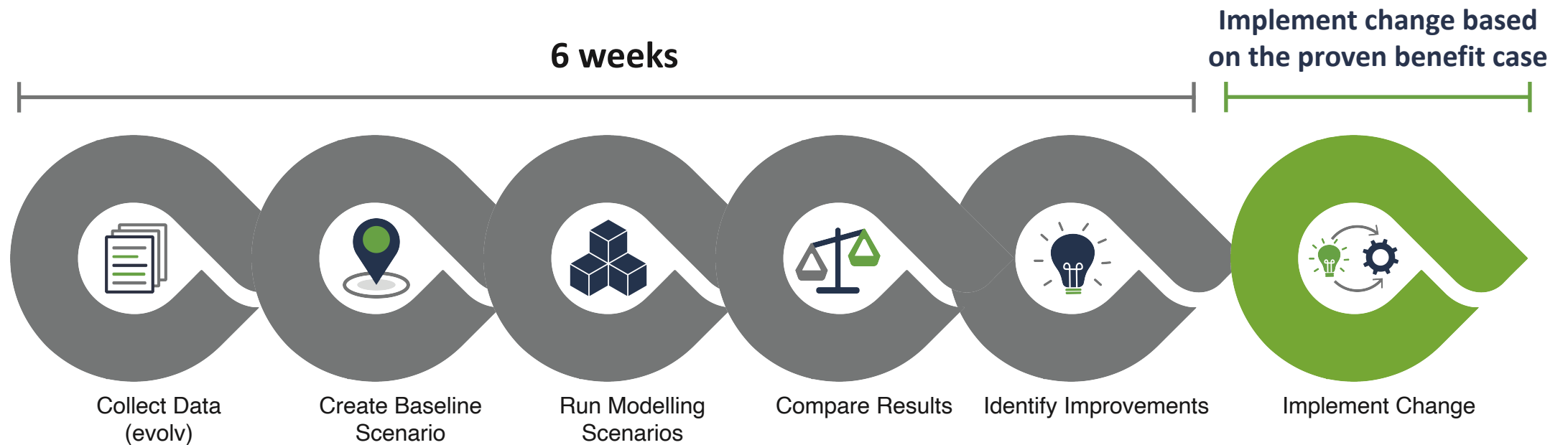
What if I don't know where to start?

Flo IQ allows you to benefit from the power of LNM to conduct a study using your own data to identify and quantify the benefits that OTM would deliver



Our Approach

Identify hidden benefits in just 6 weeks



Sample Flo IQ Scenarios

Modelling Scenarios

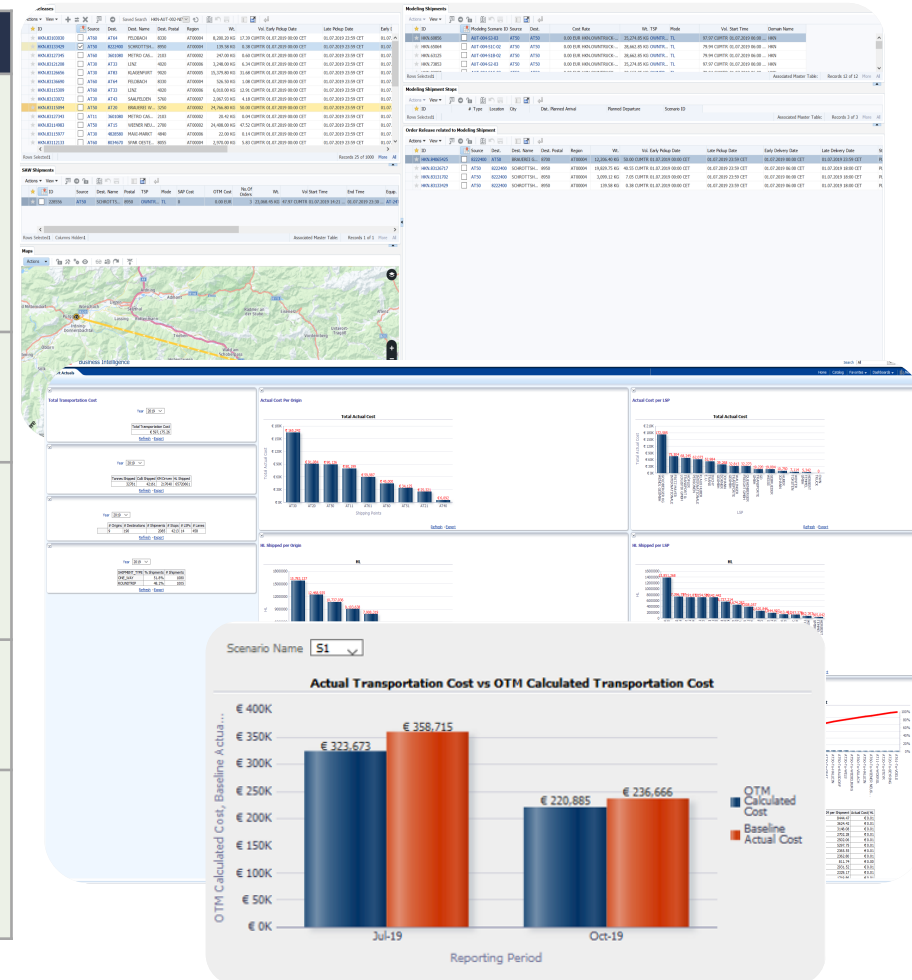
- | | | |
|---|---|---|
| 0 | Baseline | Replicate current situation in TMS (i.e. do the tariffs work properly) |
| 1 | Planning review: unconstrained allocation | Review how OTM would optimize the shipment plan if it was free to select the optimal carrier for each lane |
| 2 | Planning review: current allocation | Review how OTM would optimize the shipment plan if it was constrained by the current carrier volume allocation per lane |
| 3 | Remove product incompatibilities | Review how OTM would plan if we removed product incompatibilities |
| 4 | Allow multistop | Allow OTM to build multistop shipments by aligning the rate structure between sites |
| 5 | Sites as cross-docks | Review how OTM would plan if some sites were allowed to act as cross-docks for outbound deliveries |



Reports Examples

REPORTING

Report	Purpose	Details
LNM shipment dashboard	Overview of the outcomes of the different scenarios that were run using LNM	- Scenario comparison in terms of - Number of shipments - Transport cost - Shipment consolidation - Number of mixed shipments - Truck utilization
Transport insight	Insight into transportation characteristics and carrier performance in the current operational setup	Different shipment characteristics
Shipment consolidation	Insight into shipment consolidation and planning optimisation per defined scenario vs. baseline	- Shipment Consolidation Report for shipments at carrier/lane level - Delivery comparison report to see detailed impact per delivery
Carrier quota compliance	See how shipments were allocated to carriers per lane compared to contractual volume commitments	
Rate compliance	See if the correct rates were assigned to shipments based on contractual agreements per carrier, lane and type of shipment	



Deliverables

- 🍷 A baseline scenario replicated in Flo IQ
- 🍷 Flo IQ scenario – how would Flo IQ plan without constraints
- 🍷 Shipment consolidation report comparing baseline to Flo IQ scenarios, for example:
 - 🍷 The cost and number of shipments planned for a given period of orders and shipments
 - 🍷 The absolute and % difference between baseline costs and modelled scenario costs
 - 🍷 The differences between the baseline scenario and the modelled scenario
- 🍷 Delivery comparison report detailing how shipments were built in Flo IQ
 - 🍷 Compare baseline vs. Flo IQ scenario on delivery level
- 🍷 Final demo and presentation of reports
 - 🍷 Identify quick-win opportunities
 - 🍷 Support of TMS business case



Flo IQ on Multiple Levels

Type of Activities		Description
Strategic Network What-if Scenarios (1 – 2 per year) 	REPORTING	Run strategic / tactical what-if scenarios to identify potential changes in the network / operations such as cross-dock scenarios, multi pick-up, multi-day planning, etc.
Tactical Planning Performance Reviews (Quarterly / Monthly)		Review transport planning performance in the existing network and define rules for Transport Planning Playbook to capture opportunities such as shipment consolidation and carrier / rate compliance.
Operational Planning Performance Reviews (Weekly)		Review weekly performance vs. defined rules. Outcomes to be addressed by the transport organisation and the carriers in case of non-compliance / underperformance.

Benefits to Undergo Flo IQ



Identify hidden benefits
within your logistics
network



Obtain highly accurate
results based on your
logistics network



Support business strategic
and tactical planning
decisions



Achieve quick win
opportunities and justify a
TMS business case

Thank You

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Future
Logistics
Optimisation