

15^a Edizione del Premio *Il* Logistico dell'Anno

Digital supply chain 4.0:
control tower, mobility, machine
learning
a supporto della collaborazione

Lorenzo Bollani,
Head of Product Development TESISQUARE®

Growth

40

31

27

22

20

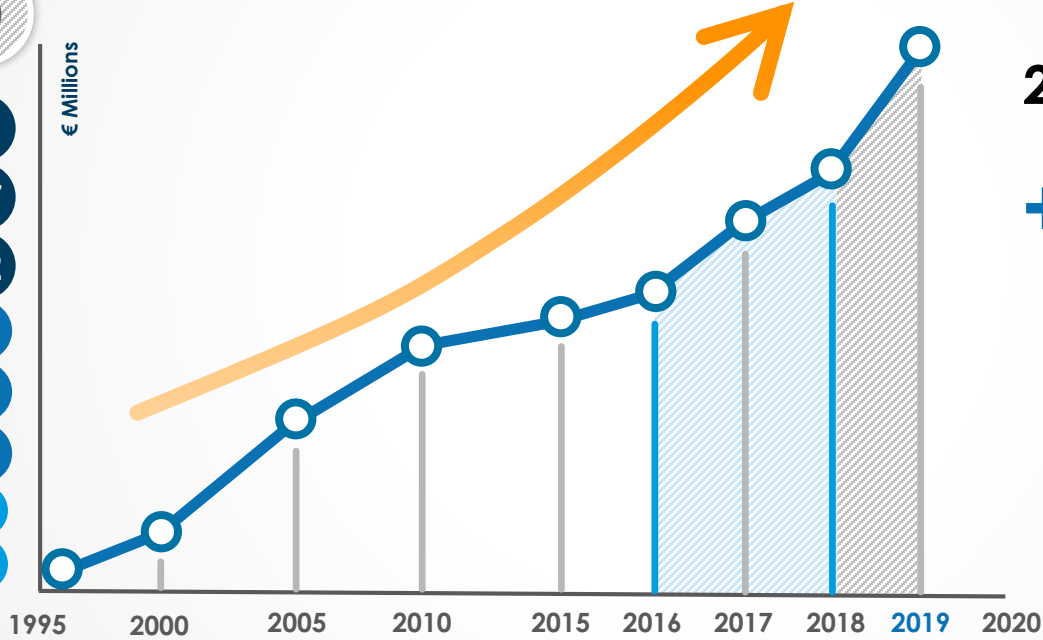
18

12

4

0.2

€ Millions



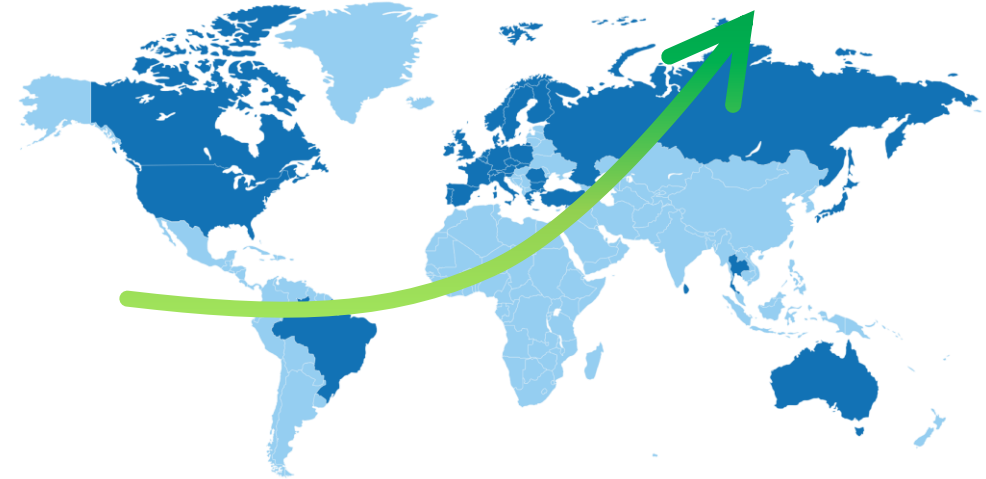
2016 → 2018

+38%
Revenues

Worldwide Coverage

2X

Growth rate in
International Business



Facts & Figures

24

Years of Experience

~9%

Investments in innovation

42K

Companies in the collaborative network

99,7%

Customer Retention

28%

Customers worldwide top brands

300

Millions Transactions/Years



40
Countries



25%
Projects abroad



4
Branches
The Netherland
France
Spain
Germany



200
International Customers

Our Offering

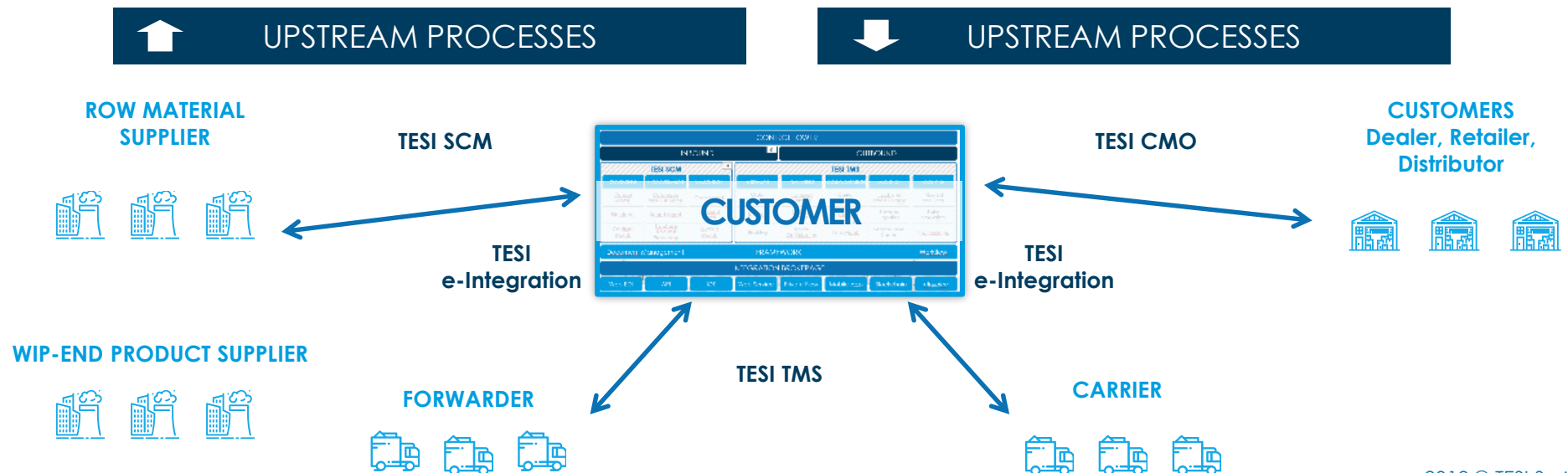
Welcome to **TESISQUARE®**, where IT happens

TESISQUARE®, CONNECTING PEOPLE, TECHNOLOGY
AND PROCESSES IN A COLLABORATION SQUARE

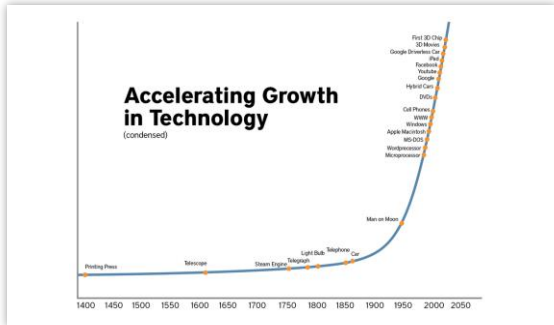
Products for **SUPPLY CHAIN** and **TRANSPORTATION**

Services for **EDI** and **DIGITALIZATION**

Providing a **CONTROL TOWER** Platform supporting collaborative **LOGISTIC**



The Era of change Accelerating Growth



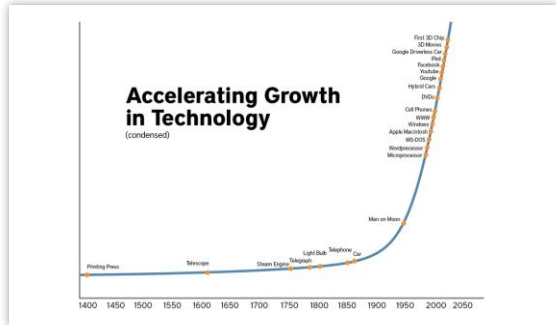
Current scenario

Which are the Main Factors?

Which are the Critical Impacts
on supply chains?

How can a Software Vendor
Support the Change?

The Era of change Accelerating Growth



Current scenario

Which are the Main Factors?

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Current scenario

Main clear factors Influencing Future Supply Chain

Factors Influencing Future Supply Chains*

Global Economy



Technology Trends



Social Trends



Digital Trends



Current scenario

Main clear factors

Factors Influencing
Future Supply Chains*

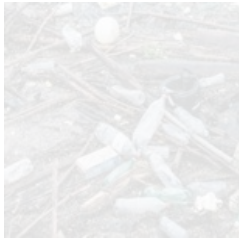
Global Economy



Tecnology Trends



Social Trends



Digital Trends



Current scenario

Main clear factors

Factors Influencing
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Technology Trends



Social Trends



Digital Trends



Social Trends

Green Supply chain

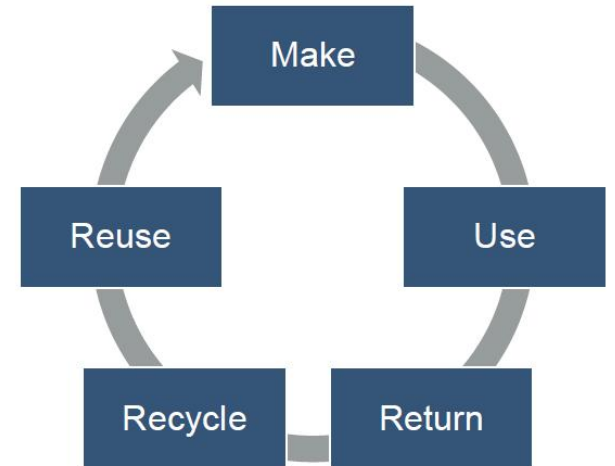


2029: Waste Is Not an Option



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Circular Economy Eliminates Waste



Gartner.

Social Trends Supply Chain are Changing – SOCIAL TRENDS

IMPACTS ON SUPPLY CHAIN



ICT ACTIONS REQUIRED

OPEN TO INCORPORATING NEW BUSINESS MODELS

- Open To New Processes
- Open To New Business Models
- Open To new Business Rules

Current scenario

Main clear factors

Factors Influencing
Future Supply Chains*

Global Economy



Technology Trends



Social Trends



Digital Trends



Digital Trends

Supply Chan are Changing – SOCIAL DIGITALIZATION



E-COMMERCE
&
DE-INTERMEDIATION



THE
amazon
EFFECT

Digital Trends

Supply Chan are Changing – ECOMMERCE

POLITECNICO MILANO 1863
SCHOOL OF MANAGEMENT

La Logistica e l'omnicanalità

Quali trend nel settore Abbigliamento?

Fornitori → Centro distributivo → Punto vendita

Fornitori → Centro distributivo → Punto vendita

Omnicanalità, Green e Partnership: la Logistica cambia volto

7 novembre 2017 www.contractlogistic.com

POLITECNICO MILANO 1863
SCHOOL OF MANAGEMENT

La Logistica e l'omnicanalità

I trend nel settore Abbigliamento

La tendenza sembra sviluppare un mix di soluzioni, la cui attivazione è sempre più dinamica e legata alle richieste del consumatore

Fornitori → Centro distributivo → Picking warehouse → Consumatore finale

Fornitori → Centro distributivo → Punto vendita → Consumatore finale

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Fornitori → Centro distributivo → Picking warehouse → Consumatore finale

Flusso standard (prioritario)

Consegna "veloce"

Ordine online

Riallocazioni

Ordine in-store

Click&Collect

Home delivery

Volumi elevati

Canale tradizionale

Ordini online

Ordini in-store

Omnicanalità, Green e Partnership: la Logistica cambia volto

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Digital Trends

Supply Chan are Changing – **DIGITAL TRANSFORMATION**

IMPACTS ON SUPPLY CHAIN



ICT ACTIONS REQUIRED

ADAPTABLE TO CHANGES:

- Digital Ecosystem
- Customer Centricity
- Mobility
- Cloud Community
- Collaboration Platform

Current scenario

Main clear factors

Factors Influencing
Future Supply Chains*

Global Economy



Technology Trends



Social Trends



Digital Trends

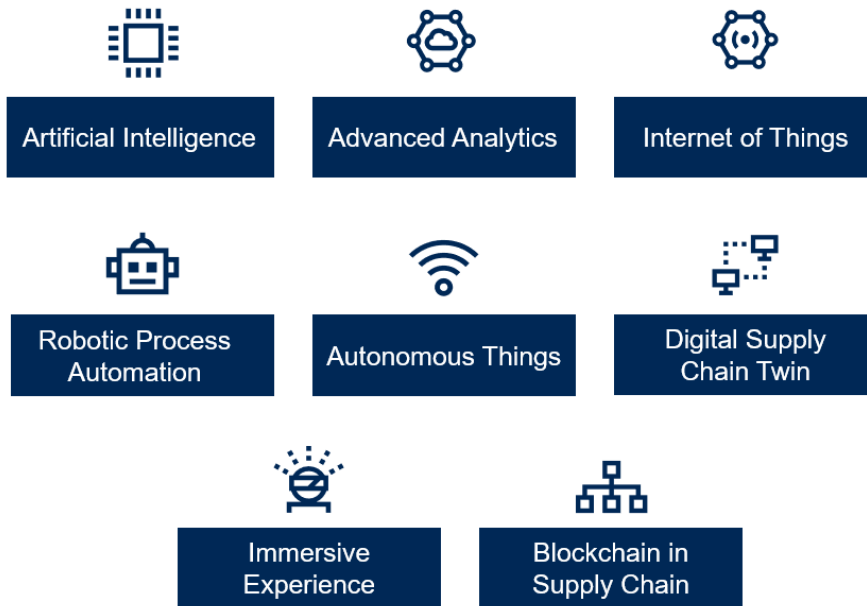


Digital Trends

Supply Chain are Changing – **DIGITAL TRANSFORMATION**

IMPACTS ON SUPPLY CHAIN

The 2019 Top Supply Chain Technology Trends You Can't Ignore



Source: Gartner
ID: 373453

ICT ACTIONS REQUIRED

INFO real time/certified

- Internet of Things
- Blockchain in Supply chain

AUTOMATING OPERATION

- Machine Learning
- Robot Process Automation

SUPPORT DECISION

- Advanced Analytics
- Artificial Intelligence

Current scenario

Which are the Main Factors?

Factors Influencing
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TESISQUARE PLATFORM

A complete offering to enable a collaborative ecosystem

EASY TO CONNECT

- Multichannel Communication
- Open to integration



TESISQUARE PLATFORM

A complete offering to enable a collaborative ecosystem

EASY TO ACTIVATE

Web, Cloud, Responsive
Platform Open to New parties
Network Open To Changes

- Multisource
- Multidestination



EASY TO CONNECT



TESISQUARE PLATFORM

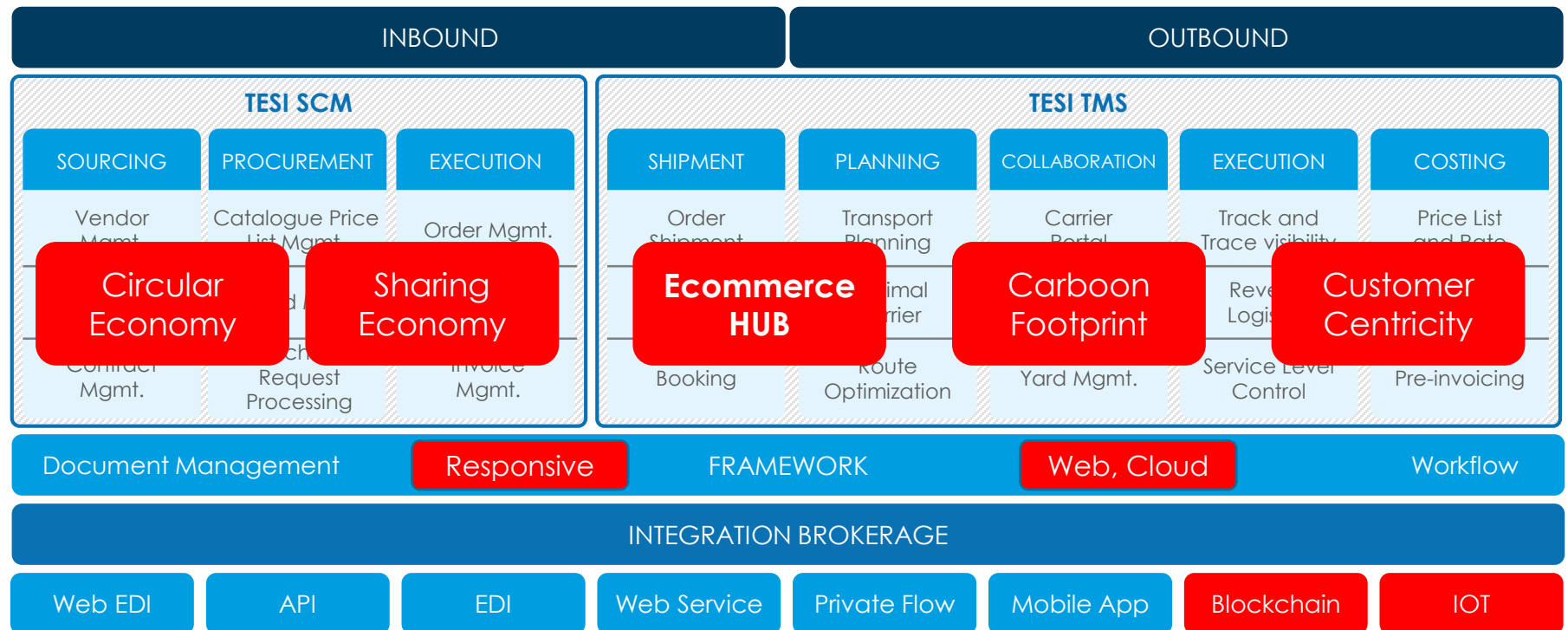
A complete offering to enable a collaborative ecosystem

EASY TO MANAGE

- Open to Collaboration
- Open To New Processes
- Open To New Business Models
- Open To New Business Rules

EASY TO ACTIVATE

EASY TO CONNECT



TESISQUARE PLATFORM

A complete offering to enable a collaborative ecosystem

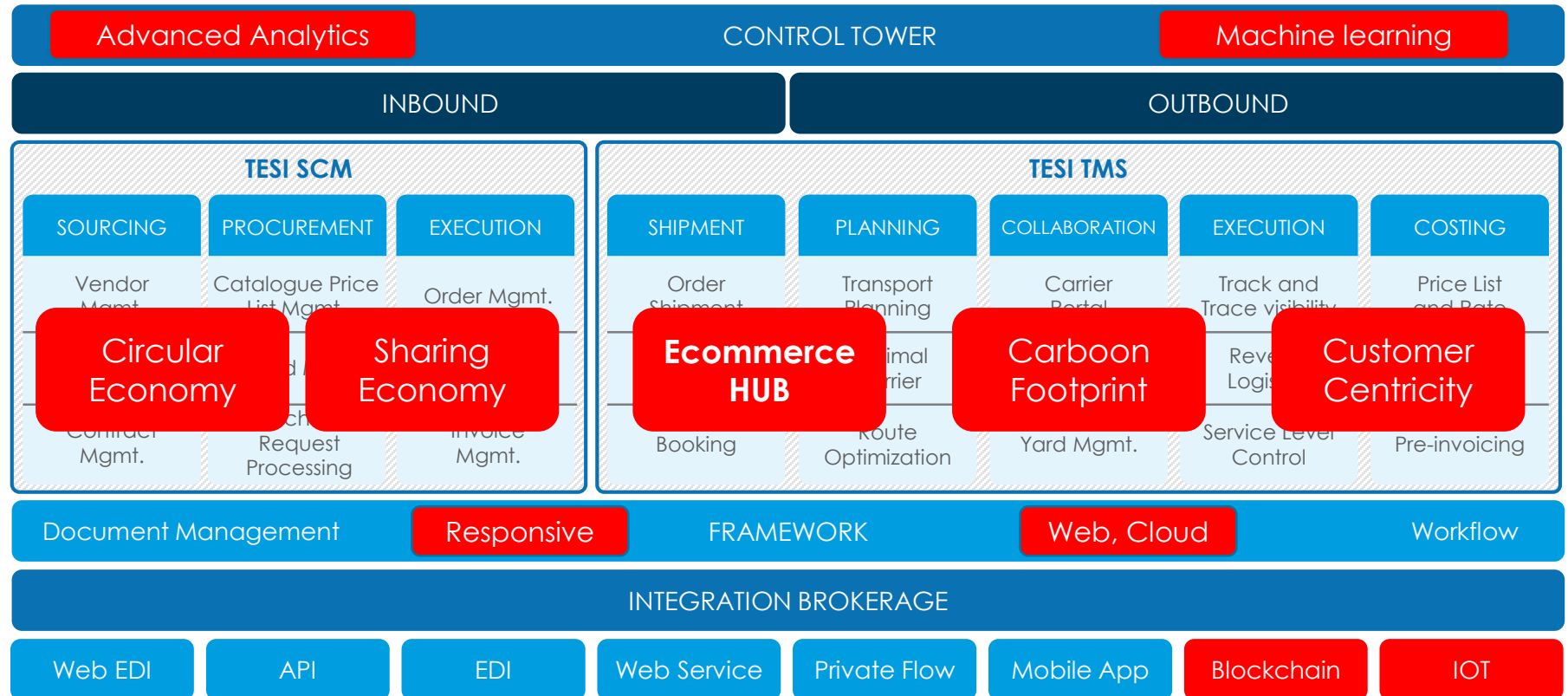
EASY TO LEAD

- Advanced Analytics
- Artificial Intelligence
- Machine learning

EASY TO MANAGE

EASY TO ACTIVATE

EASY TO CONNECT





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