The KUEHNE + NAGEL use of ICT as a leverage to Business development

Fotis Kyrillidis,
Director
Thessaloniki Branch
E-POD – The Sindos Warehouse & Rail Terminal
Roadmap – 3 selected technologies which differentiate KN from the market

– The global Kuehne-Nagel:
  – KN Login
– Kuehne + Nagel in Greece:
  – ICT in Rail transportation
– What comes next:
  – A New generation e-POD.
The KN Group in Greece

- Headquarters in Athens
- 3 Branch offices in Aspropyrgos, Thessaloniki, Inofyta & Magoula
- Subsidiary company Proodos S.A. specialized in Rail transportation
- Participation in the shared capital of:
  Sindos Railcontainer Services S.A.: 50% Kuehne + Nagel AE, 50% Gartner S.A.
- Current Number of employees: 660
- Total covered storage area of 125,000 m² over 14 sites in Aspropyrgos, Inofyta, Magoula & Sindos
Overview of business and Market Position in Greece

No. 1 in Rail transports from Europe to the Balkans
- Rail siding within the premises in Sindos consists of 7 rail tracks (total 2 km), which can accommodate 6 trains simultaneously and with possibility of unloading 90 wagons daily
- Train surveillance via tracking and tracing

No. 1 in Road logistics
- Road Charter with more than 21,000 truck departures per year
- Experts in full loads

No. 1 in Airfreight
- The only company in Greece specializing in shipspare logistics
- Strong partnerships with forwarders in Turkey for transit transports to U.S.A.

No. 2 in Contract Logistics
- Privately operated distribution network of mainland & the islands

Increasing share in Seafreight
The Role of ICT within the Company

- ~1000 IT specialists worldwide

- ICT of Kuehne+Nagel applies to areas:
  - Business Integration (8 Mio. EDI Messages exchanged per month)
  - Visibility consisting of
    - Internet Presence
    - KN Login
    - Intranet
  - Business Intelligence & reporting (over 7.500 users)
  - A broad Operational Applications landscape
KN Login – part of visibility Applications Suite

(1) **Operational Applications like CIEL** – connect to the corporate data pool used for visibility

(2) **The Data Pool stores** - status data from all the transportation parts: Sea, air, rail, road

(3) **Other data** – are also integrated like financial or documents

(4) **KN Login** – offers a Web-based window to view and manage transportation across carriers & modes

(4) **KN Login** – Enables carriers and supply chain partners to directly input information
Visibility – KN Login

- With KN Login, we offer one single Web based visibility solution for all our services and products
- Overview and detail screens for orders, shipments, and inventory
- Offers monitoring and altering capabilities
- A highly customizable user interface makes it an effective working environment for internal and external users alike
Tracking & Tracing - Rail Transportation

- Kuehne + Nagel has presence in Rail through Proodos S.A.

- Proodos S.A. started its activities in railfreight in 1946 and in 1997 implemented a new train system, which has been adopted by the competition.

- Wagons coming from different European countries are formed into trains in 6 junction points and without any intermediate stops are destined to Beograd station in Makis’ junction point, where trains are formed country-wise, per destination.

- The fact that we have the ability of cargo trans-shipment within our premises allow us to offer door to door service without further interference.

- Today we set in motion more than 3,500 trains with 2,300,000 freight-tones annually
Tracking & Tracing - Rail transportation

- Junction Points - Train Formation
- Final Destination
Block Trains are being created from wagons coming from various origins.

- Wagons Lists are sent to initiate transactions, by departure of trains from the Hubs.
- The transit times are recorded while trains are passing the borders.
- Any cut-offs or additions of wagons are recorded at the border stations.
- Reason for cutting-off wagons are recorded.
E-POD going to the next level

- So far with the existing technologies/Network capabilities mostly structured data could be transferred back to the WMS
- Upon delivery additional status data are entered in the WMS
- Even though smart methods exist the hard copies have to be scanned and linked upon return to the Warehouse.
- New technologies enable new capturing methods not available before
- New possibilities are opened to supplement the tracking & tracing data with the scanned images of the delivery note as a fool proof of the delivery
- A new next level e-Pod solution will be deployed in 2010.
How KN-Login, T&T and e-POD integrate

- Pre-Rail Road Data are sent to KN Data Pool
- Any combination of protocols and formats is mapped to an internal standard format
- Rail T&T data are transferred to Data Pool
- Documents and last mile statuses are transferred to Data pool
- Data are visible to customers, partners and suppliers through KN Login
Thank you for your attention