The Seamless Supply Chain – a Product of Trusted Data and Connectivity

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Number of megacities with a population >10,000,000 to increase from 28 in 2015 to >40 in 2030
The Changing World of Mobility and Transport
The Future of Logistics
Challenges and opportunities for the transport industry

Data-based logistics processes
Greater efficiency by connecting fleet management, transport management & ERP systems

Continuous pressure to cut costs
Optimisation of asset utilisation and driving times

Regulations and restrictions
Road tolls, monitoring of weight per axles, limits on driving times, entry bans, position and route monitoring

Transparency and security
Real-time monitoring of freight and assets
Expanded trailer telematics

Increasing complexity of the logistics chain
Further processing of fleet data in new business models

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Recommendation
Information
Data
Continental has been expanding its portfolio
Incremental evolutionary approach
Drivers for our Innovation

e.g. Connectivity, management of trusted data and automated driving

- **Small to medium fully electric delivery vehicles**
  - Push towards **green** road transport (fully electric drive train) and **data services** for LCV (e.g. fleet management services).

- **Automated data controlled logistic hubs**
  - Need to master **data exchange** between all connected parties (e.g. fleet management, freight exchange).

- **Driverless long haul HAD trucks in platoons**
  - Reshaped CV *architecture* including cabin-less trucks.
  - Connected highly-automated vehicles to enable platooning.

LCV - Light Commercial Vehicles  CV - Commercial Vehicles
Our Roadmap for future Transportation

Examples in the Transportation 4.0 Ecosystem

› Connectivity for efficiency: e.g. Dynamic eHorizon (HD), Platooning

› AI for safety and comfort: Use of computer vision and machine learning for automated commercial vehicles

› Information security and data integrity: ITSEC certificates, End-to-end IT security and data privacy, secure Sensors

A comprehensive package for commercial vehicles with benefits for all - OEM’s, Service Providers and Fleets
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HAD: Highly Automated Driving
LCV: Light Commercial Vehicles
CV: Commercial Vehicle
Connected Trucks in the Centre of Transportation 4.0 should deliver trusted authenticated data
Digitalization and Automation
Focused levers to address the fleet challenges

**CHALLENGES**

› Increasing driver salaries
› Increasing complexity of driver management
› Increasing diesel prices
› Increasing need for authenticated secure data
› Increasing charges, e.g. toll charges
› Increasing complexity following new legislative requirements

**ANSWERS**

› Servitization and connectivity
  › Optimization in transportation chain efficiency and load factor
  › Improvement in transparency to facilitate seamless supply chain
  › Supplying secure sensors, authenticated data to feed in secure IT systems
› Automation of the commercial vehicle
› Increasing uptime by reducing inefficiencies of current goods transportation: truck, load, driver
Uptime Management

Is key for filling the efficiency gaps of fleet operation
Cooperative Services like Supply Chain Management 4.0 are based upon trusted authenticated data and related engines.
Thank you for your attention!