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How Digital Solutions Help Reduce Operating Costs in Logistics/Distribution

June 25, 2024

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Today's Presenters

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Logistics and Distribution Webinar Agenda

- Who is CLA Digital
- AI Adoption
- Current Operational Challenges in both Logistics and Distribution
- Connecting Operations and Finance to understand trends and reduce cost
- How to start your Digital Journey

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CLA Digital Helps Businesses in Three Ways…

Software Integration

Inhouse products and resale solutions allow businesses to leverage off-the-shelf value.

Data and Automation

Every business relies on data insights to make accurate informed decisions.

Cyber Security

Evaluating and implementing cyber security improvements for businesses.

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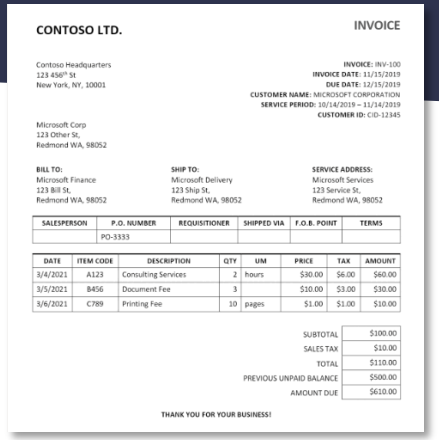
Democratization In The Adoption of AI

> “For companies embracing the technology, 92% of employees say AI is having a positive impact on their work.

MIT Technology Review
Generative AI is empowering the digital workforce | MIT Technology Review
July 25, 2023



CONTOSO LTD.

INVOICE

Contoso Headquarters
123 456th St
New York, NY, 10001

INVOICE: INV-100
INVOICE DATE: 11/15/2019
DUE DATE: 12/15/2019
CUSTOMER NAME: MICROSOFT CORPORATION
SERVICE PERIOD: 10/14/2019 – 11/14/2019
CUSTOMER ID: CID-12345

Microsoft Corp
123 Other St,
Redmond WA, 98052

BILL TO:
Microsoft Finance
123 Bill St,
Redmond WA, 98052

SHIP TO:
Microsoft Delivery
123 Ship St,
Redmond WA, 98052

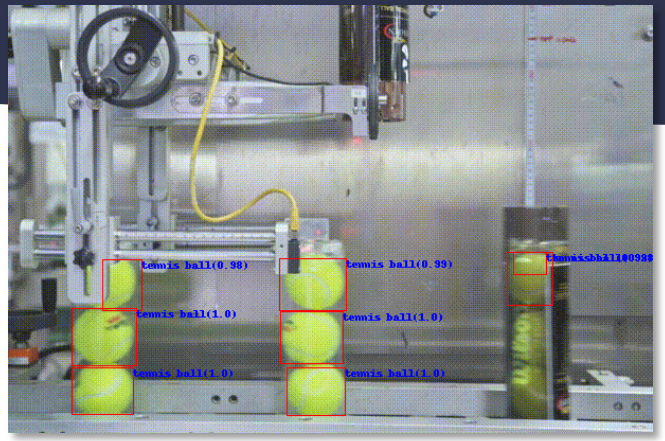
SERVICE ADDRESS:
Microsoft Services
123 Service St,
Redmond WA, 98052

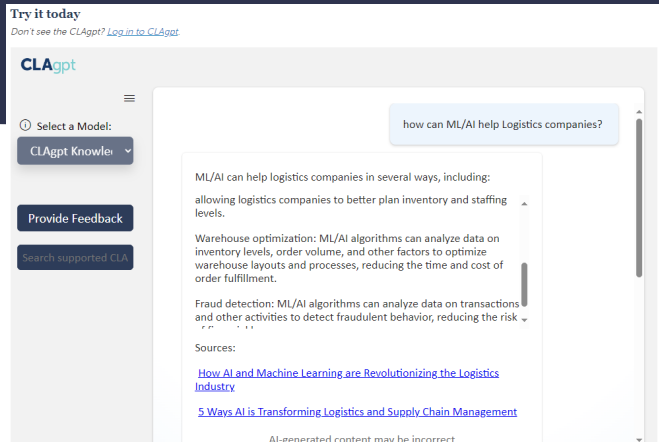
SALESPERSON	P.O. NUMBER	REQUISITIONER	SHIPPED VIA	F.O.B. POINT	TERMS
	PO-3333				

DATE	ITEM CODE	DESCRIPTION	QTY	UM	PRICE	TAX	AMOUNT
3/4/2021	A123	Consulting Services	2	hours	$30.00	$6.00	$60.00
3/5/2021	B456	Document Fee	3		$10.00	$3.00	$30.00
3/6/2021	C789	Printing Fee	10	pages	$1.00	$1.00	$10.00

SUBTOTAL	$100.00
SALES TAX	$10.00
TOTAL	$110.00
PREVIOUS UNPAID BALANCE	$500.00
AMOUNT DUE	$610.00

THANK YOU FOR YOUR BUSINESS!





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Polling Question

What are some areas your organization could benefit from AI?

- Reporting and Predictive Analytics
- Building an AI tool for Route Optimization
- Better Understanding Network Density to Improve Profitability
- Document AI to Reduce Dependency on Manual/Paper Processes
- Generative AI
- Other

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Current Operational Challenges in Both Logistics and Distribution

CHALLENGE	DESCRIPTION
Rising operational cost	Inflation, fuel prices, transportation expenses
Supply chain distribution	Natural disasters, global pandemic, inflation
Labor shortages	Skilled and willing workers harder to find
Customer expectations	The Amazon affect
Globalization effects	Different regulations throughout different countries

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Polling Question

Which challenges have you faced the most?

- Rising Operational Cost
- Supply Chain Disruption
- Labor Shortages
- Customer Expectations
- Globalization Effects

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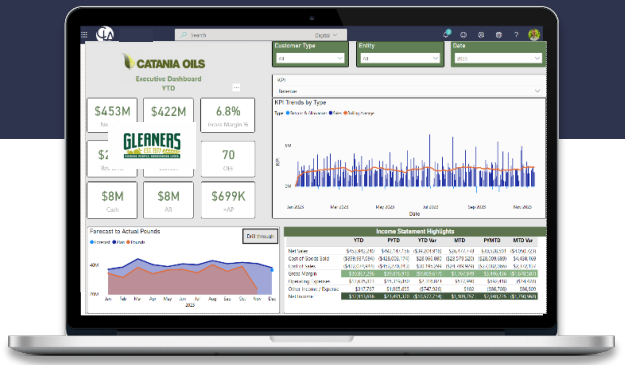
Priority of Connecting Multiple Data Sources

"There's no way we could operate at the level of volume and sophistication that we are today without a digital strategy. The importance of data and analytics to operate our business — we couldn't function without it."

- Joseph Slater, CFO/COO
Gleaners Food Bank



CLA Digital helped Gleaners Food Bank generate accurate and timely business metrics, by connecting key systems and implementing data visualization for effective decision-making.

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Polling Question

What best describes where you are in your digital lifecycle?

- Multiple disconnected systems, lots of manual
- Some automated dashboards, exploring into integrating systems
- Integrated systems, automated dashboards, exploring ML/AI
- Advanced Analytics and ML/AI integral to business decisions

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Strategy

Launching Digital Transformation

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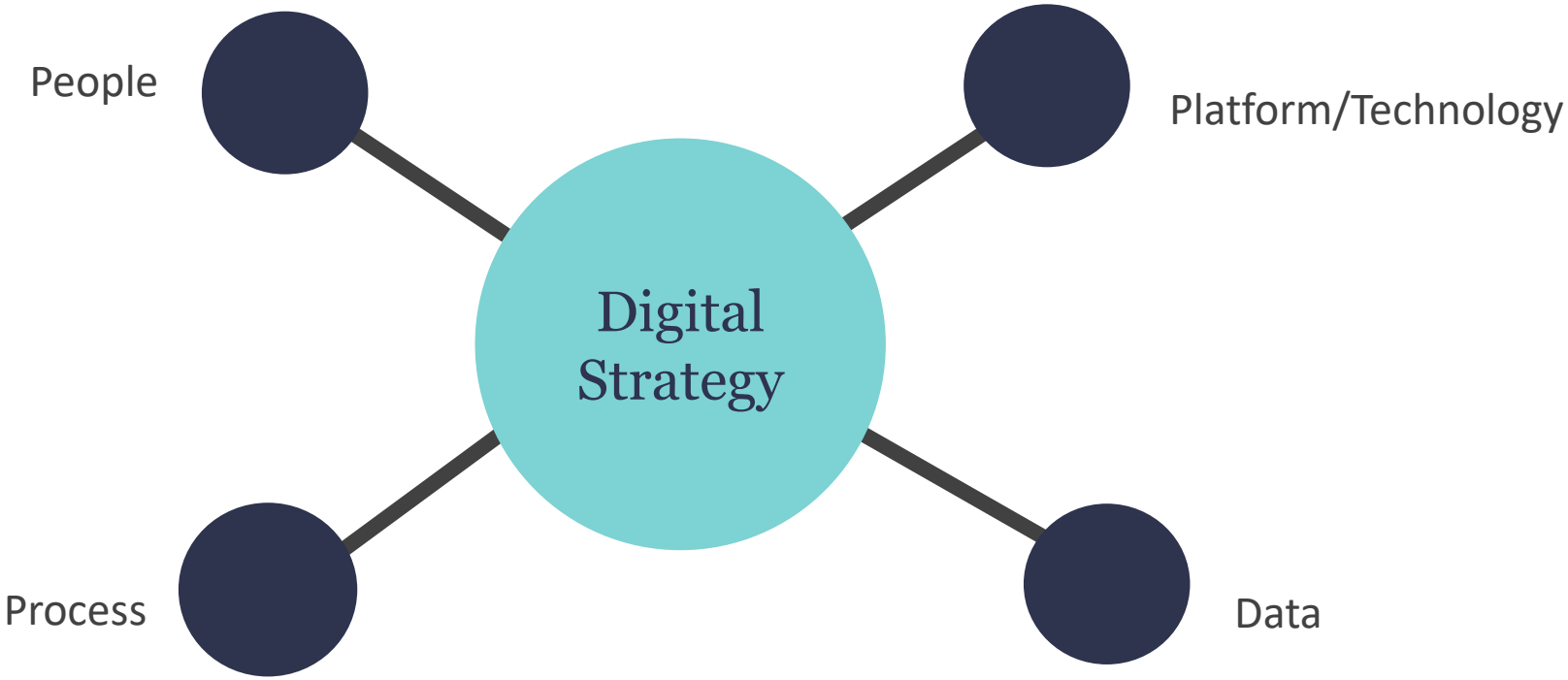
Integrated Approach



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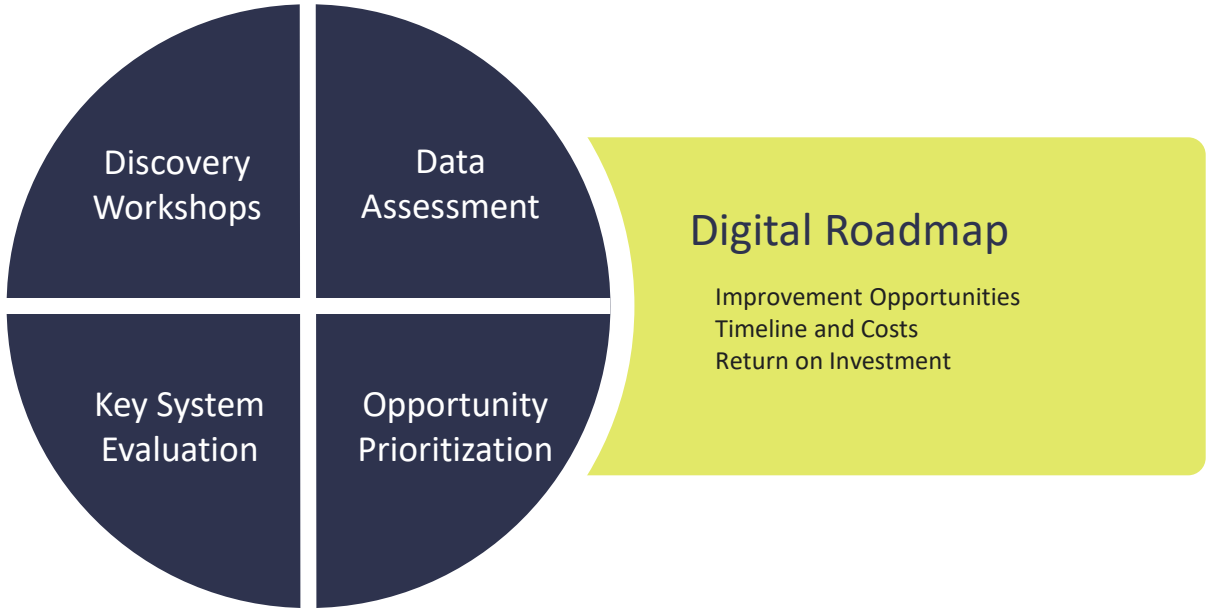
Digital Readiness Assessment



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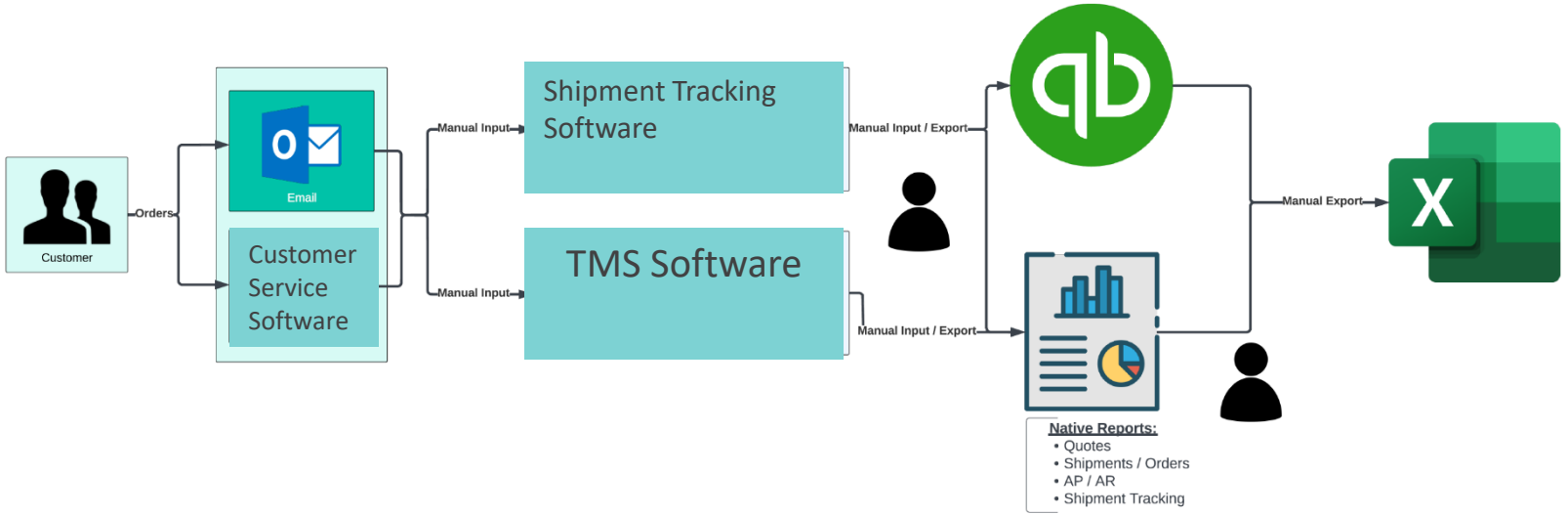
Automating Workflow to Increase Efficiency

(Current State)



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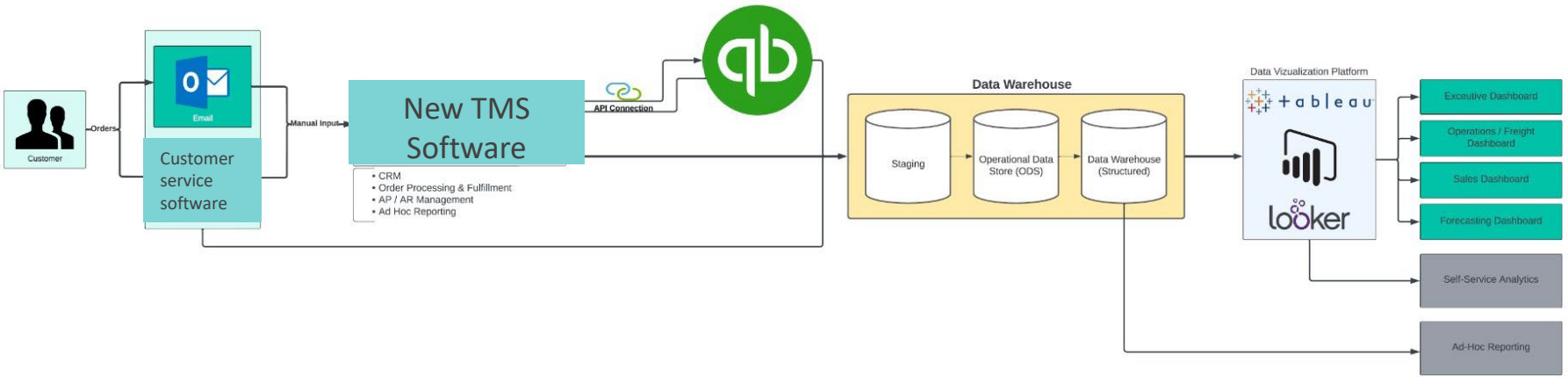
Automating Workflow for Increased Efficiency



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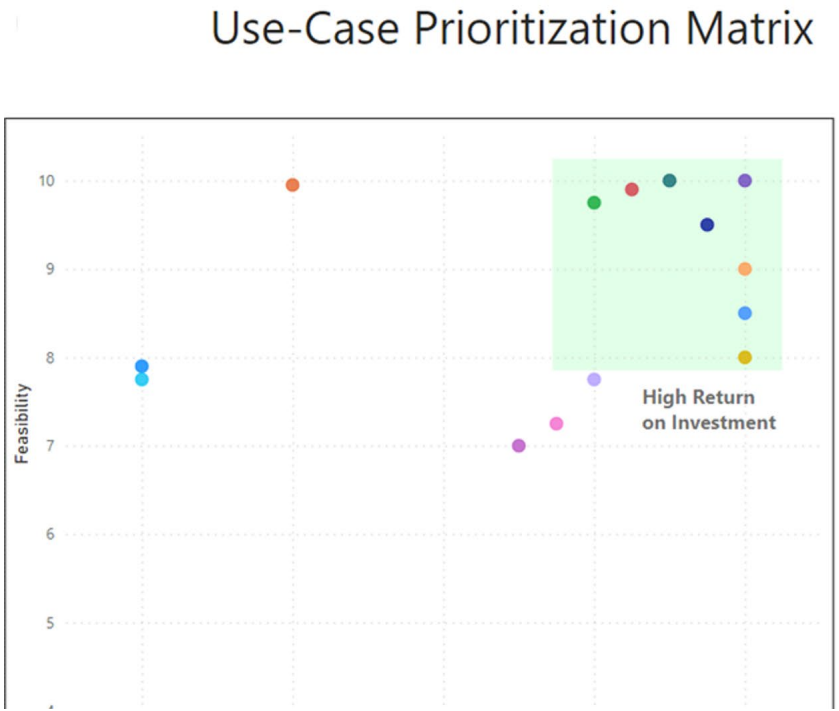
Use-Case Prioritization Matrix



6.00	10.00	7.00	10.00	All

Use-Case Name/Description	Value	Feasibility
Create Automated Workflows		
Implement Automated Workflows to bring Efficiencies and Automation to Database Management & Existing Business Processes	10.00	8.50
ERP Evaluation & Selection		
Conduct deep-dive evaluation of potential ERPs to explore possibility of replacing / consolidating disparate systems & Access DBs currently in place	10.00	10.00
ERP/CRM Optimization		
Leverage newly selected ERP/CRM to Further Host and Build Out Applications Pulling or Pushing Data to Support the Organization	10.00	9.00
Implement ERP Solution		
Implement & Customize Selected ERP Solution to Support / Facilitate Whitetails Unlimited's Business Processes	10.00	8.00
Consolidated BI / Reporting Development		
Develop Custom Dashboards/Reports/Insights to Serve the Needs of the Business and Enhance Speed to Information Baseline	9.75	9.50
KPI Identification		
Conduct an Exercise / Discovery Session(s) to Brainstorm, Identify and Prioritize KPIs Critical to the Success of the Business	9.50	10.00
KPI Consolidation	**9.25**	**9.90**
KPI Segmentation	**9.00**	**9.75**
Ticketing Solution Review, Evaluation & Selection		
Evaluate Potential Off-the-Shelf Solutions vs. Custom Application Build for a Digital Ticketing Solution	9.00	7.75
Integrate Digital Ticketing Solution w/ Existing Data Models & Reporting Infrastructure		
Incorporate Data From Digital Ticketing Solution Into Existing Data Models / Reporting Tools to Derive Insights & KPIs	8.75	7.25
Implement Digital Ticketing Solution		
Implement & Customize Selected Digital Ticketing Solution to Further Enhance Efficiency of Business Processes / Attendee Experience	8.50	7.00
Data Calendar	**7.00**	**9.95**
Ad-Hoc Reporting		

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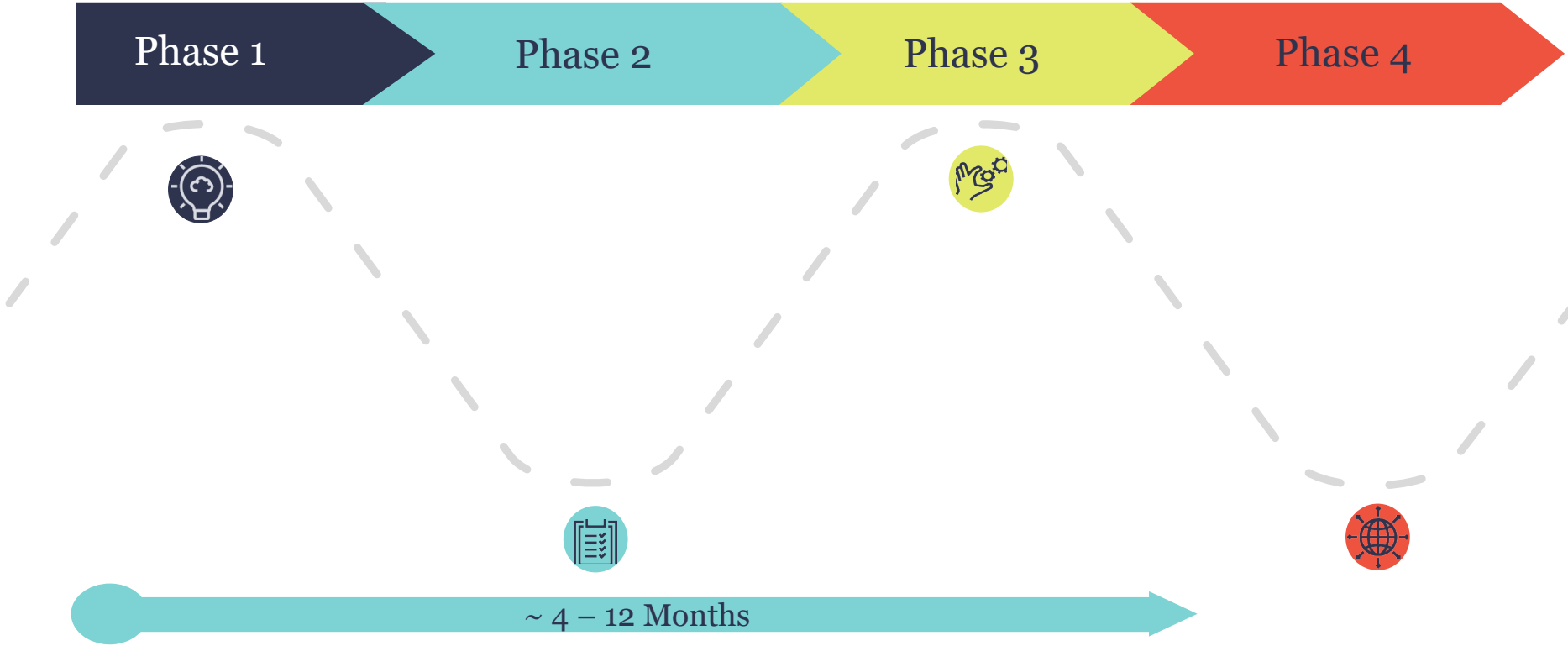
Roadmap and Go-Forward Plan



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Polling Question

Does your organization have a digital roadmap or strategy in place?

- Yes, we have one built out and are actively pursuing it
- Yes, but no action on it yet
- No, we do not
- I am not sure if we have a digital roadmap

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Thank you!

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