

Seeing is Believing

ARE YOU READY FOR INTELLIGENT VIDEO AND AI SERVICES
THAT TAKE YOU ONE STEP CLOSER TO FLAWLESS LOGISTICS?

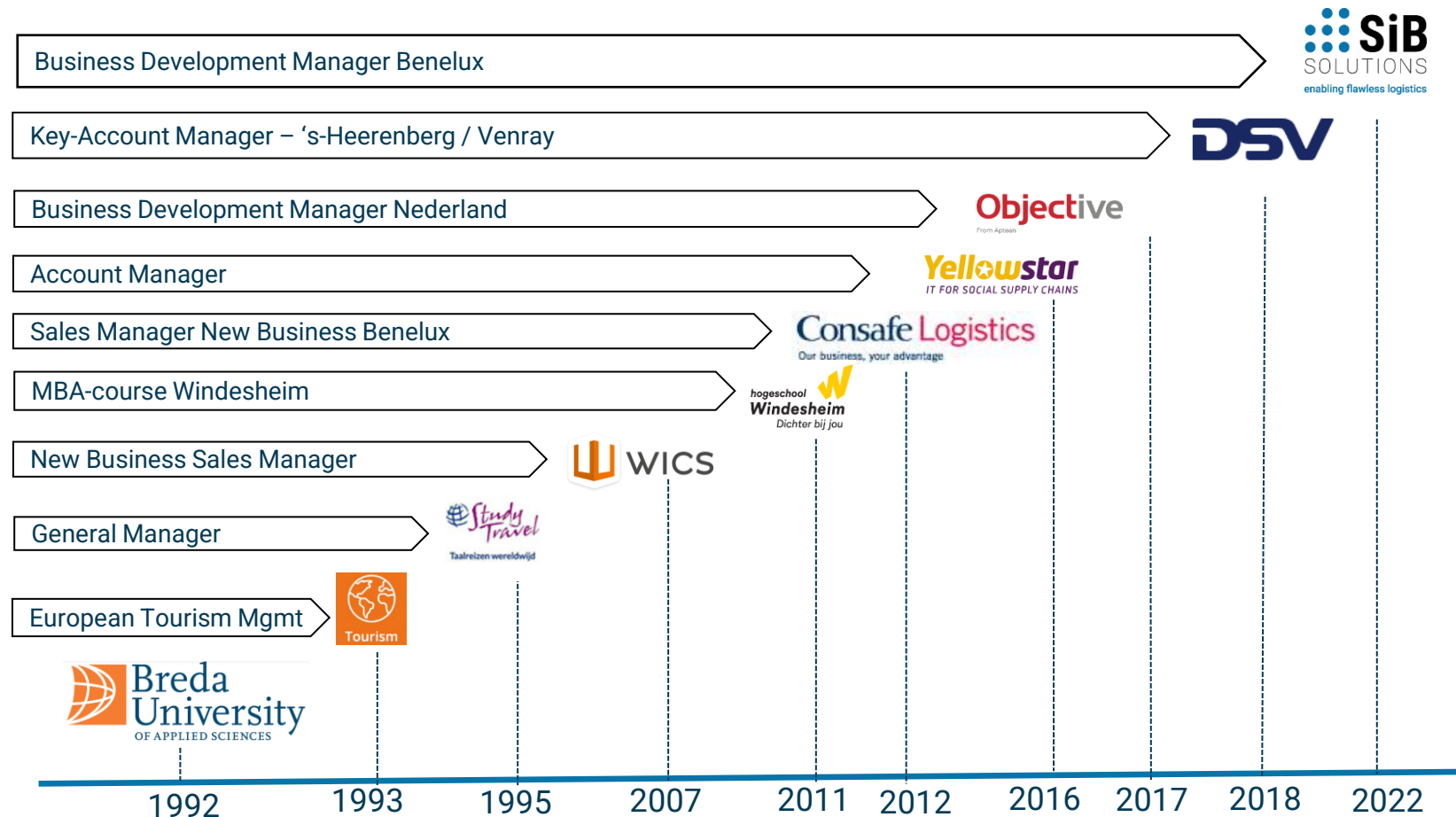
Join us on our journey. Starting here.





Milou Brüll

President E-Commerce
Community VLM



We offer **Intelligent Video and AI Services**

**for visual evidence on what
really happened**

Leading to higher stock accuracy, higher
quality, continuous improvements and
less errors



“...I have often thought that if we
could search video easily,
we could save
a lot of time and resolve
most issues very quickly.
Now we have it!”

Director of Operations
at King Solutions



Intelligent Video Services: understanding the concept

<https://vimeo.com/818494645/0fae61f8ba>



- Founded in 2017
- Currently 40+ employees
- HQ at Ideon Science Park in Lund, Sweden
- Offices in Sweden, Norway, Netherlands, UK and United States
- We deliver our services World Wide
- More than 35 customers

What causes errors and claims

- Human mistakes
- External stakeholders
- Wrong or difficult process
- Mechanical issues
- System errors/bugs
- Poor data quality
- Over-deliveries
- ...
- False claims (20-40%)

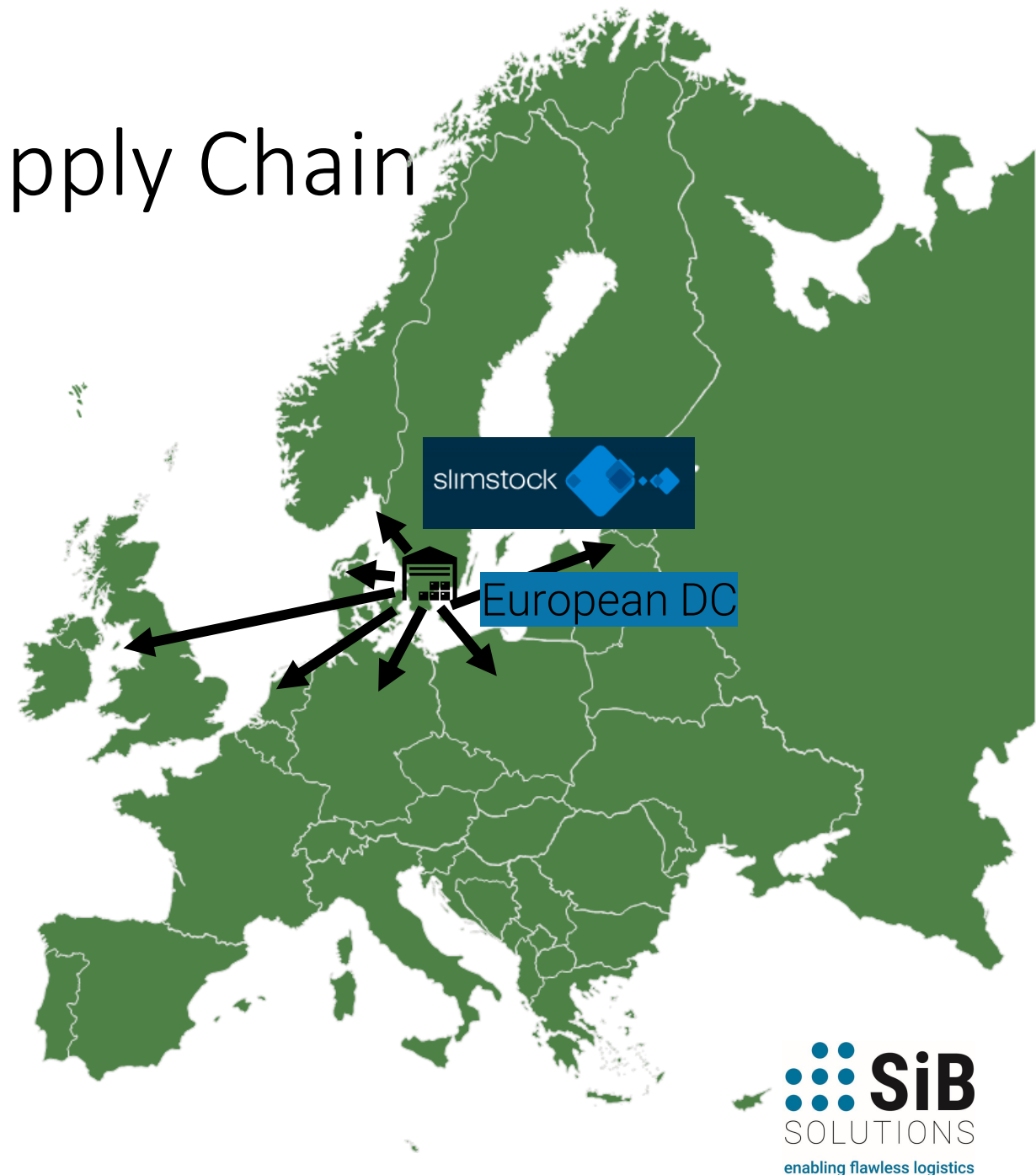


Case:

European DC

Over deliveries in the Supply Chain

- Distribution of tax-free, food & beverages and fashion to harbours and airports.
- Suddenly out of stock on No 1 Top seller perfume.
- 2 weeks of investigation



How it works



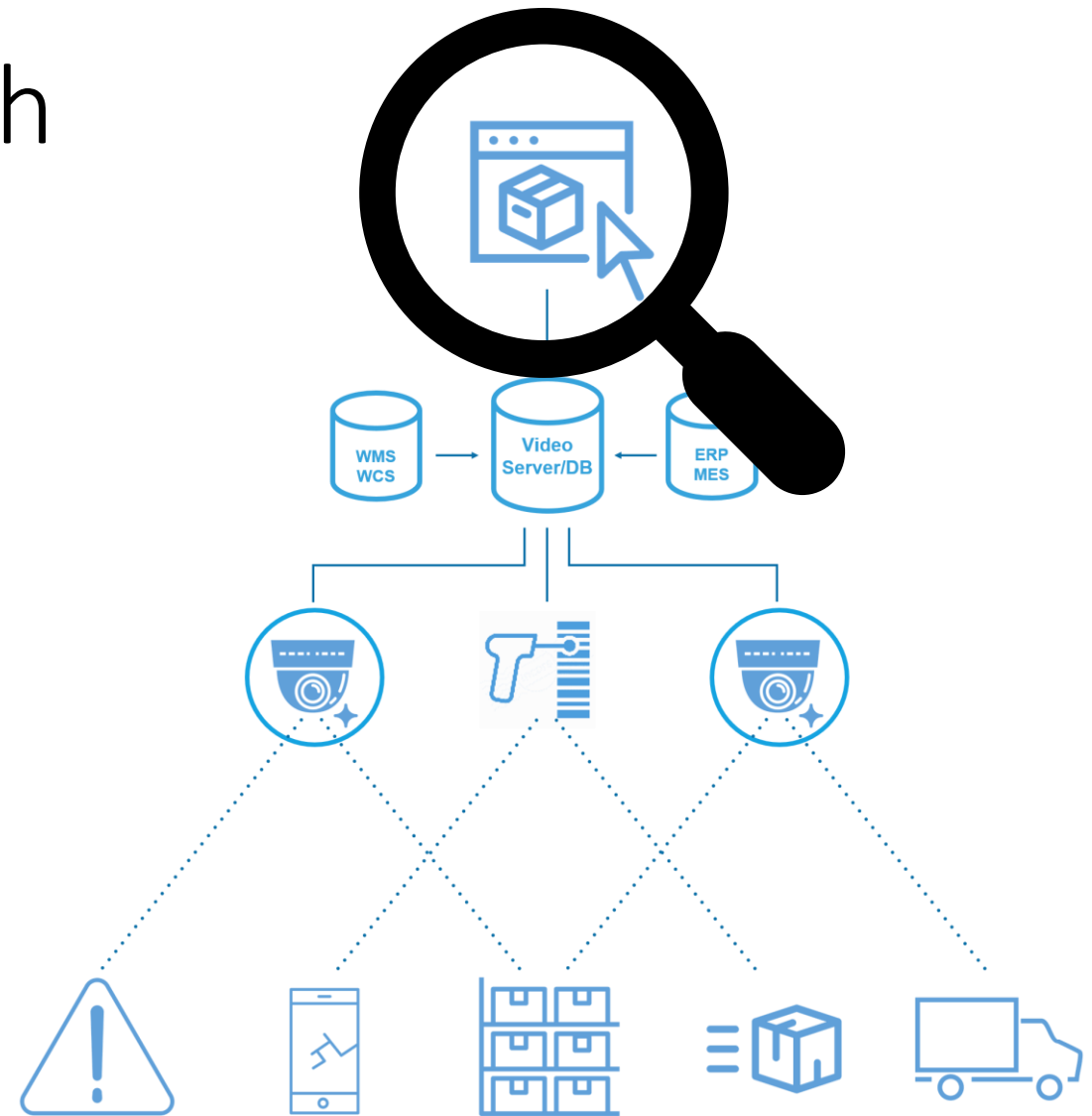
Just like a Google search

Service often used by customer service, quality department, data maintenance, operations, warehouse mgrs., transport department, ...

Type your choice of search criteria

Examples:

- Order number
- Location
- Customer id
- Part number
- SKU id
- Return number
- Hauler id ...



Views: Trolley Picking, Packing and Consolidation

[Picking, packing and consolidation \(1:46 min\)](#)



Full Pallet Picking: Forklift View (0:35 min)

SiB Solutions

Forklift View: Full Pallet Picking

[Forklift - Full Pallet Picking \(0:35 min\)](#)



Loading: Fixed and Mobile View (0:40 min)

SiB Solutions

Loading: Fixed and Mobile View

[Loading - Fixed and Mobile View \(0:40 min\)](#)

In case of irregularities in the logistic process

- You have fact-based information on what happened
- You can learn from the errors
- Customer Service can immediately find the related video images
- Transparent answer to the customer
- No long arguing on the failure costs
- Enabling you to find the root cause, so process can be adapted for the future
- You have an answer to the false claims too

Resulting in:

- less errors, less incomplete shipments, less recovering shipments
- Higher quality level, and higher margin
- Less time spent on administration..

Bringing added value if dealt with:

- 1) **High value goods** – *Spare parts, perfume, fashion, machine equipment, electronics, medicine, tobacco, ...*
- 2) **High traceability demands**– *Certificates, serial numbers, laws & regulations, government requirements, ...*
- 3) **Costly transports** – *International transporters, air freights, surveillance, administration, customs, documents,...*
- 4) **Project based deliveries** – *Importance of delivery in full due to planned working teams on building sites*
- 5) **High SLA demands** – *Costs are high or large consequences follow for the company or its customers if SLA is not met.*
- 6) **Transaction intense** – *e-commerce, automation facilities, piece picking. A lot of errors to investigate due to the amount of packages shipped.*
- 7) **3PL** – *Bonus/malus contracts, not within quality KPI's, proof against false claims from client and client's customers, higher service level towards client's customer service, more attractive offering toward new 3PL clients.*



Our offer business wise

Straight-forward subscription services

What's included in our monthly subscription-based service

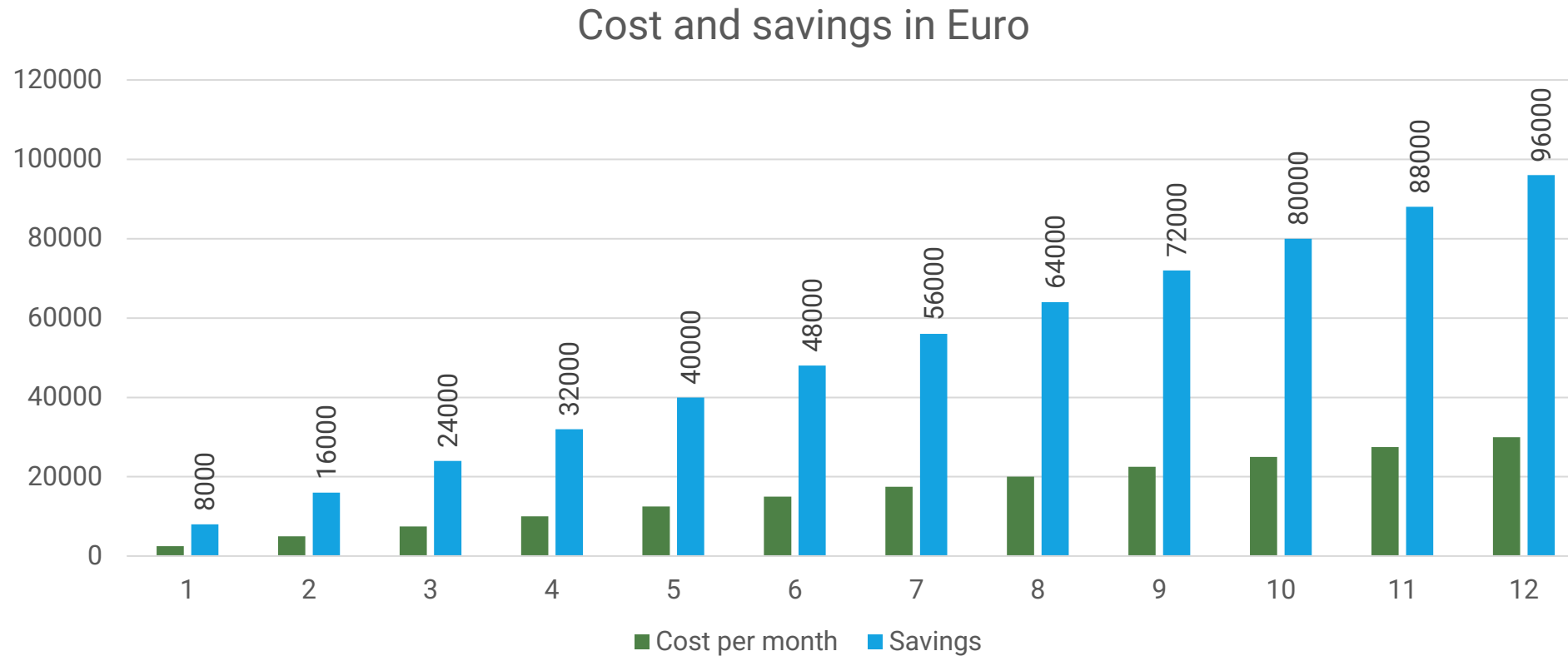
All subscriptions includes immediate gains from visibility and insights, best practice and what is needed tech-wise

- ✓ Intelligent Video Service platform
- ✓ Software
- ✓ Cameras
- ✓ Server, storage and UPS
- ✓ Maintenance and new versions
- ✓ Configuration
- ✓ Installation
- ✓ Data import
- ✓ Training
- ✓ Support
- ✓ Project management

Not included:

- ✓ Mounting equipment and cabling

Subscription based services give fast RoI*



* In 85% of the customers a RoI < 3 months

Customer Example:

Service provider in forwarding, transport and logistics of wine, spirits, beer and other products

Picking and wrapping process

Recording from forklifts and pallet wrapper

“

Results:

Minimal time investigating claims

3 FTE to 0,75 FTE

More time to pro-active actions

Denies 80-120 claims per month

Average item cost is 40\$

”

Customer Example:

Large 3PL company in the Nordics

Packing, pallet consolidation, outbound consolidation
and loading processes



Results:

- Lowered transport costs by 15% by settling error disputes in their favor and improve processes
- Increased delivery accuracy by .05% — raising it from 99.9% to 99.95%
- Had more happy customers due to fewer missing or damaged orders
- Reinforced their client's trust with top visibility and visual proof



Your Benefits



- ✓ A monthly subscription fee
- ✓ Scalable and flexible
- ✓ Everything included
- ✓ Easy to create a business case

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Get full traceability.
Be sure of the correct actions.
Reduce administration and costs.
Satisfied customers.

Thank you!

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