

The New Businesses Tackling Supply Chain



The supply chain is currently enjoying incredible change as technology, new innovative business models and start-ups are changing the way goods are brought to market. This graphic explores some of the companies in some of the main stages of the supply chain that are flexing their muscles to disrupt, change, and give customers what they want when they want it.

Also, this might help the industry to stop using 'The Uber' of this or the 'Airbnb of that'.

Warehousing



- ▶ **Flexe** – labelled the 'Airbnb' of warehousing, Flexe makes on-demand warehousing possible by connecting organizations in need of additional space to organizations with extra space.



Examples of established businesses in this area include: value-added warehouse providers like Lineage, OHL and Transplace or retailers with warehouses Wal-mart and Amazon

Carriers/Freight Brokers



- ▶ **Transfix** – labelled the 'Uber of trucking', Transfix provides industry-leading mobile technologies and location-based load offers to independent over-the-road truck drivers.
- ▶ **Keychain Logistics** - replaces manual brokering with an automated marketplace that matches shippers with carriers.
- ▶ **Cargomatic** – connect local shippers with carrier companies who have extra space in their trucks.
- ▶ **Roadie** – carpooling for cargo – neighbour-to-neighbor shipping for local and long haul, same day, next day.
- ▶ **uShip** - the uShip shipping exchange seamlessly connects customers – from freight brokers to business shippers and consumers – with feedback-rated transportation service providers that engage in online fixed price, spot market and auction-based transactions.



Examples of established businesses in this area include: Con-way, YRCW, JB Hunt, Schneider, CH Robinson, TNT, Purolator

3PLs/4PLs/ Freight Forwarders



- ▶ **Shiphawk** - The only software that finds the best way to ship any sized item, packed or unpacked, integrated seamlessly into any online shopping cart.
- ▶ **Shipwire** - provides Logistics, Supply Chain Management and Order Fulfillment for businesses worldwide
- ▶ **Flexport** - are a licensed customs brokerage and freight forwarder built around an online dashboard.
- ▶ **DropShip Commerce** – A B2B SaaS platform to automate drop shipping integrations between retailers and suppliers.
- ▶ **Shippo** - is a multi-carrier shipping API and app for e-commerce stores & marketplaces.



Examples of established businesses in this area include: Expeditors, Ryder and DHL

Pure-play E-tailers/ Bricks + Clicks /Pure-play retailers



- ▶ **Etsy** – online marketplace for handmade and vintage items, art and supplies.
- ▶ **Mr. Porter** – global online retailer for men's fashion.
- ▶ **Macy's** – high-end department store that has successfully gone from pure-play bricks and mortar to Omni-channel.
- ▶ **Warby Parker** – eyewear retailer that has successfully moved from pure-play eCommerce to omni-channel.



Examples of Pure-play bricks and mortar retailers: Primark and Ross

eCommerce Platforms



- ▶ **Shopify** – provides everything a company needs to sell online from a software perspective.
- ▶ **Magento** - offers flexible, scalable eCommerce solutions designed to help you grow and succeed online.
- ▶ **WooCommerce** - is an open source e-commerce plugin for WordPress. It is designed for small to large-sized online merchants using WordPress.



Examples of established businesses in this area include: Amazon, eBay

Fulfilment/Scheduled Pick-up



- ▶ **Shyp** – picks up your items, packs, and sends them anywhere in the world using the lowest cost, most reliable option.
- ▶ **Shipster** – on-demand pickups in New York and Brooklyn.
- ▶ **ShipBob** – packs and ships items to help businesses save time.



Examples of established businesses in this area include: Amazon, FedEx, UPS

Fast and Last Mile Delivery



- ▶ **Uber** –seamlessly connects riders to drivers through their apps, they make cities more accessible, opening up more possibilities for riders and more business for drivers.
- ▶ **Deliv** - uses the technology advancements of omni-channel platforms and GPS-enabled smartphones to mobilize our crowd of drivers.
- ▶ **Shutl** – ultra high-speed consumer delivery.
- ▶ **Sidecar** – An urban logistics network offering three services: Sidecar, a ride app that connects riders with everyday drivers in their personal vehicle; Shared Rides, a discounted instant carpooling app; and Sidecar Deliveries, which combines people and packages on the same route for the fastest, most affordable and innovative same-day delivery solution for retailers.
- ▶ **Rickshaw** - is a same-day local delivery platform that makes it simple for businesses to provide fast, dependable, high-touch deliveries to their customers.
- ▶ **Zipments** - provides individuals and businesses within every community with the most reliable, affordable, and professional delivery service available.
- ▶ **Postmates** – a logistics company that operates a network of couriers who deliver goods locally by way of a mobile application platform.
- ▶ **MileZero** - Last mile on-demand services platform for retail.



Examples of established businesses in this area include: FedEx, Amazon and UPS

Back-end Technology



- ▶ **TMS**
 - ▶ **Freightos** - Streamlined quoting, freight rate management and online booking.
 - ▶ **Pivot Freight** - provides profound visibility across the entire supply chain through a cloud-based platform.
 - ▶ **Logistical Labs** - brings supply chain data together, makes it easy to analyze, and helps customers gain insights.
 - ▶ **Loadsmart** - brings you a powerful fleet manager with light-speed contract intermediation to boost shipping productivity and quality of the trucking service.
 - ▶ **onfleet** - delivery management that is SaaS
 - ▶ **Routific** - Simple delivery route planning built for companies to use and optimizing their routing in an SaaS format.
- ▶ **EDI**
 - ▶ **Project 44** – uses API to eliminate EDI, allowing for real-time communication between shippers and their supply chain partners.
- ▶ **ERP**
 - ▶ Oracle and SAP vs. **Financial Force** – Cloud-based ERP system.
- ▶ **CRM**
 - ▶ Oracle, SAP, Microsoft Dynamics vs. **Salesforce** – Cloud-based CRM system.



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