End-to-End Visibility and the Single Pane of Glass

Matt Marshall
Senior Director
General Manager, Southeast
Flexport
Our mission is to make global trade easy for everyone.
A Trusted Partner, Growing Rapidly
10K+ Clients and Suppliers Across the Globe
2x – 5x Year-over-Year Sales Growth

2014: $2M
2015: $18M
2016: $81M
2017: $237M
2018: $472M
Flexport Highlights

8
Transpacific Position

2.2x
YoY Growth

2019 CNBC Disruptor 50

# 8 Fastest Growing Private Company

Global Freight Awards
Lloyd’s Loading List | 2018
Maritime Intelligence Portal

Inc.

POWERED BY POSSIBILITIES.
Our Clients

- Georgia-Pacific
- SONOS
- GERBER
- BOMBAS
- JLab Audio
- American Metalcraft, Inc.
- aden + anais
- SANTA CRUZ
- klean kanteen
- Outdoor Voices
- MOLEKULE
- TIMBUK2
Agenda

What we’ll discuss today

01 The problems that got us here.
02 Where we need to go.
03 The control tower.
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The ‘Retail Apocalypse’ is upon us.
Now...as for nearly four generations...
Satisfaction Guaranteed

From 3-week delivery...

...to 1-day
Unforeseen Disruptions: Trade War + Coronavirus
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Imagine. The perfect supply chain.
Empowered to create long term supply chain strategy, not put out fires.
You’re able to set your desired SLA for transit.
You discover your best-selling shoe is out of stock, and your customer takes their business somewhere else.
You’re frustrated with current solutions. No visibility. Slow transit times. Where’s your source of truth?
The perfect supply chain. What does that look like?

Before | No predictability or insight into supply chain

After | Empowered to create long term supply chain strategy
Generate your first PO.
Your supplier receives your PO. Creates a production plan without delay.
Order management is automated.
As the production order is underway, you can check its status in real time. Products get on the ship in time.
Your supplier creates a booking, and chooses a sailing date based on the cargo ready date.
Your supplier secures space on the vessel, all while your forwarder’s allocations are automatically updated.
Trucker picks up cargo from supplier.
Ship departs for destination.
Real-time milestones are captured and published on your forwarder’s platform.
Customs is cleared. Automated pickup and delivery orders are sent out.
Trucker delivers your shipment as accurate live updates are shared.
Compliance is a breeze.
Products are never out of stock. Shipment complete.
You receive your invoice. It’s easy to understand and pay.
Reverse logistics
Refine and repeat
Freight Forwarding is a Relay Race of Unstructured Data...

Importer places purchase order with Exporter

**EXPORTER**
- Booking Created
- Pickup Scheduled
- Vessel Booked & Document Submission
- Cargo Released
- Customs Cleared
- Cargo Delivered
- Cargo Received

**IMPORTER**

**DOCUMENTS**

POWERED BY POSSIBILITIES.
This only matters if one system can maintain all data.
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Supply Chain Takes Many Parties to Move Goods Over a Non-Linear Path

Point A

- Importers
- Manufacturers
- Truckers
- Government Regulators
- Ocean Carriers
- Airlines
- Railroads
- Warehouses
- Insurance Cos
- 3PLs
- Banks

Point B
What Supply Chain Professionals Need

- Fast and reliable transit times
- Visibility and control over inventory in motion
- Low and predictable supply chain costs
- From a platform you can trust
On-Time Performance
Why should you care?
Risk Management.

Identify risks faster

Don’t you want to be more agile?

Diversify sourcing.
Exceptions with no context will take longer to solve.

Procurement-first mindset. How do I remove costs?

Time is money.

Why should you care?
Cost.
We need a central platform to make better decisions.
Takeaways.
Context.
Flexibility.
Smarter decisions.
At Flexport, we share a vision to unite the planet in a seamless web of commerce, unhindered by physical borders, boundaries or political agendas.
For more information:

matthew.marshall@flexport.com

Website: https://www.flexport.com/

MODEX Booth #5885
THANK YOU