



CONNECTED LOGISTICS

Connected World. Connected Experiences.



- 1 IT and OT convergence – two worlds converging in **Industrial IoT**
- 2 A new wave of **Automation***
- 3 Context Based **Analytics****

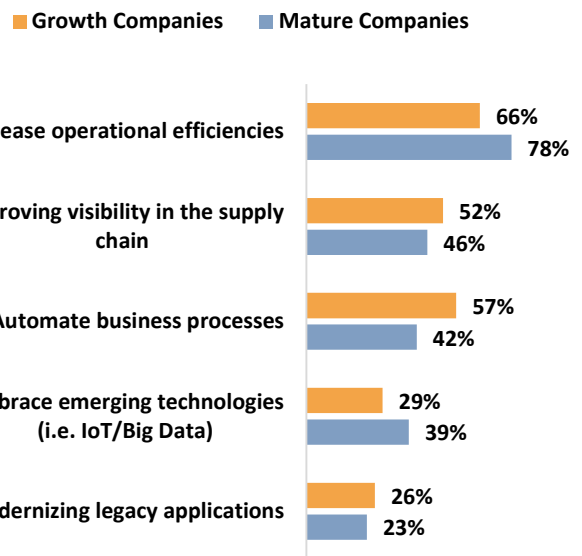
* Driven by rapid technological advancements, next-generation robots and automated solutions
 ** Moving from Descriptive to Prescriptive Analytics

Digital Enablement Driving Innovation, Differentiation & Growth

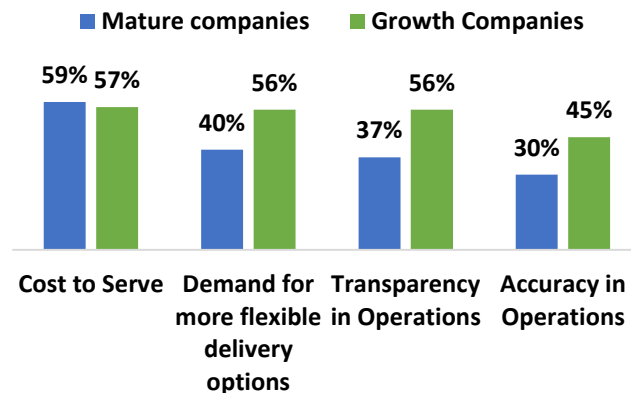
Digital Technologies such as Cloud, Mobility, IOT / Telematics, Analytics, Autonomous Technologies and others can be leveraged to build new revenue streams, re-design Business Processes to drive growth and bring significant operational efficiency benefits. Logistics Service Providers (LSPs) today are increasingly relying on technology to meet growing expectations of Shippers as well as Shareholders.

Tech Mahindra provides a comprehensive range of IT services and solutions to help LSPs achieve these business goals. Tech Mahindra is your partner for Digital Supply Chain and Logistics from Strategy to realizing business benefits. Our Digital Solutions have been designed and built to address the pain points of the industry for LSP's and Shippers.

How businesses are innovating to fulfill customer needs



The biggest issues companies are facing



Top Business Priorities

- Reducing operational costs
- Increasing process efficiencies
- Driving new revenue opportunities
- Satisfying customer service level expectations

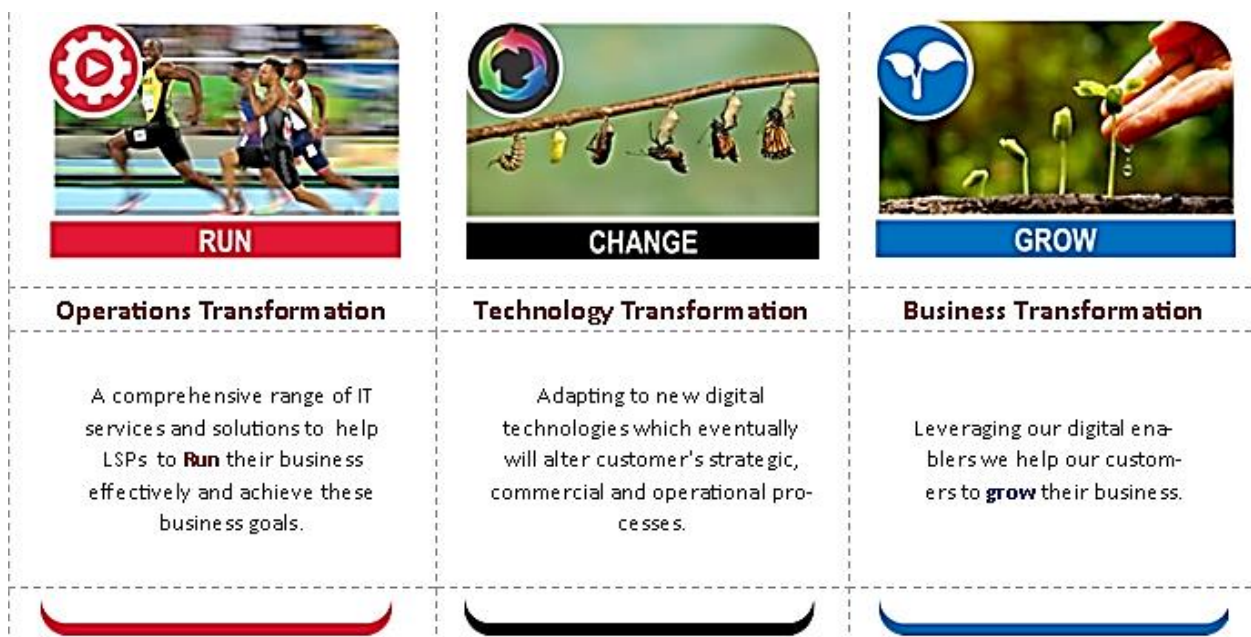
TechM's Logistics Practice

As Logistics Service Providers (LSPs) are transforming themselves into supply chain service providers and expanding to new geographies, Tech Mahindra has a specific practice focused on LSPs. We offer a wide range of Consulting and Technology services designed to address some of the Key Challenges in the industry. Tech Mahindra has expertise in Domain, Technology and rich experience of its People to deliver best value to its LSP customers.

TechM's key value propositions for Logistics Service Providers :

- Build technology led differentiation in services and solutions provided.
- Leveraging emerging technologies (such as IoT and Analytics) to streamline business processes and increase operational efficiency.
- Providing end-to-end operational visibility.
- Provide faster time to market in launching new services / service-extensions and or providing integrated services.
- Enable geographic expansion, service expansion in emerging economies.
- Creating and testing IT platforms that serve multiple lines of businesses, across geographies, customer verticals and customers, while offering capability to personalize as required.
- Enhance and increase customer experience and engagement.

Tech Mahindra has a team of over 100+ domain associates from Logistics and Supply Chain industry and provide industry best solutions that bring best value to the customers. Tech Mahindra also has 300+ developers and testers who have 'Logistics Domain Certification' with over 40 associates with external certifications.



Digital Logistics

Tech Mahindra has a wide range of digital offerings to address the challenges faced by Logistics Service Providers. These Digital Solutions have been built by Tech Mahindra by leveraging an array of digital technologies.

Point solutions are broadly grouped under 4 Umbrella Offerings :



Connected Vehicles

Internet of Things based monitoring, advanced analytics , automation tool to provide real time visibility; traceability and act as a decision support.



Connected Warehouse

Smart warehousing solutions providing Real-time visibility to each warehouse process, which helps in capturing and analyzing actionable insights and maximizing warehouse efficiency.



Intelligent Brokerage

A set of solutions to optimize and transform the brokerage operations, both for customs and freight brokerage. Flexible reporting and analytical tools at summary and detail levels. Equipped with Enhanced compliance management tools.



Connected Freight

A set of solutions for which enables our customers to adapt to the digital change . These offerings provide our customers with solutions and services that help them operate their business more effectively.

CONNECTED WORLD.
CONNECTED EXPERIENCES.



Digital Supply Chain – Fore Front of Enterprise Transformation

- Supply Chain at the center of Digital Enterprise
- Focus on Customer Experience as a Key Differentiator
- Changing Customer Expectations – B2B customers also expecting Amazon Experience
- Manage Growing Data and make Intelligent Business Decisions
- Millennials forcing a Shift in Labour Pattern
- Need to Reduce Risk & Inefficiencies in across Omni Channel Supply Chain
- Game Changing Technologies – AI / ML, Control Tower, IOT, Block chain, & Autonomous Technologies

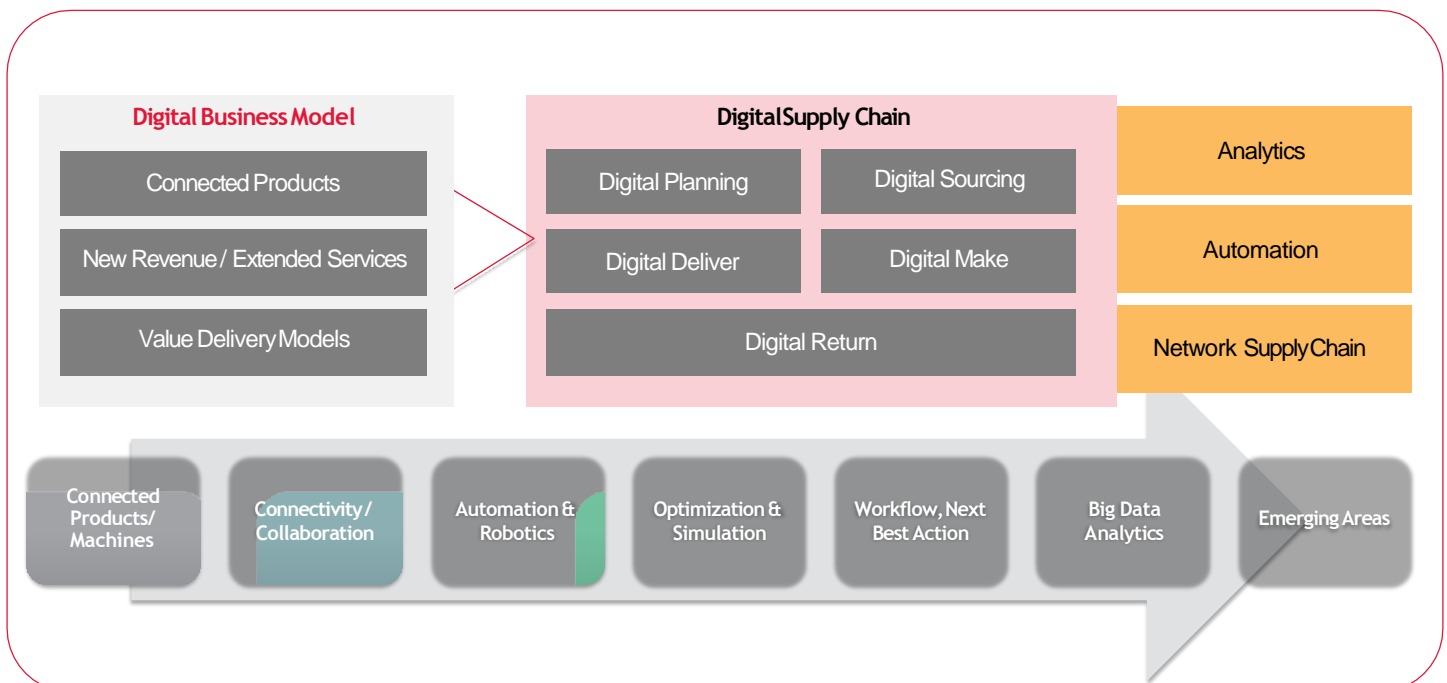
Digital SCM for LSP's and Shippers

Many Corporations, both Shippers and LSP's are investing in Digitally Transforming their Business Models and their Supply chains in particular. While LSP's are looking at areas such as Big Data for Intuitive Planning & minimize Risks or Automation of core supply chain processes, Shippers are looking to create Digital Factories for a dynamic & data driven Manufacturing and Supply chain. Tech Mahindra has been helping their customers Build & Transform their Digital Organisation. Some of the areas that Tech Mahindra is working with their customers include:

- Big Data Analytics
- Artificial Intelligence / Machine Learning (AI / ML)
- Robotics Process Automation (RPA)
- Autonomous Technologies
- Mobility

TechM has a comprehensive model for Enabling Digital SCM for LSP's & Shippers, applicable for Manufacturing, Automotive, Healthcare, Hi-Tech, Oil & Gas and other verticals

Digital SCM Framework



These themes form an overarching framework to group all the current digital skills, offerings, and infrastructure



Strategy & Design

Guide organizations through uncertainties of the digital age by defining the right digital strategy aligned with core business strategy. Design right experiences for internal and external stakeholders. Delineate implementation roadmap to enable digital strategy



Digital Customer

Redefine connected experience across the customer lifecycle with an interplay of digital strategy across sales, service and marketing, enabled by process orchestration and powered by user experience



Intelligent Operations

Realign end-to-end business operations to deliver desired customer experiences through integrated, connected, and intelligent ecosystems



Future Enterprise & Innovation

Envision a disruptive future by leveraging emerging technologies to exploit open opportunities, incubate disruptive business models, and deliver experiences to “tomorrow’s customers”



Digital Insights

Foster data-driven decision making by harnessing the power of data, analytics, and cognitive technologies to derive actionable and impactful insights



Digital Foundation

Lay a robust, secure, and future-proof foundation for your digital enterprise by adopting cutting-edge technology frameworks and software delivery methodologies

About Tech Mahindra

Tech Mahindra represents the connected world, offering innovative, as well as customer and business-centric information technology experiences. Our convergent digital, design experiences, innovation platforms and reusable assets connect across a number of technologies to deliver tangible business value and experiences to over 825 global customers including a number of Fortune 500 Companies across 90 countries. Tech Mahindra, amongst the Fab 50 companies in Asia (Forbes 2016 list) is part of the USD 17.8 billion Mahindra Group, a global federation of companies driving growth and have leadership position in Information Technology, Automotive, Financial Services, Hospitality, Logistics, Retail and Aerospace & Defence. Tech Mahindra’s focus is on helping customers RUN better, CHANGE faster and GROW greater. While running IT operations and support to reduce cost and improving service levels, Tech Mahindra helps customers CHANGE to be more nimble & agile with Automation, DevOps and grow through Innovation and Digital.