



Nallian

19-11-2019

Building virtual integrated communities; the (air)port as a data gateway to the world.



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FedEx and UPS Could Lose Billions as Amazon Air Expands

Amazon has been good for their business, but it's also pushed both to their limits.

Rich Duprey (TMFCop)
Jan 9, 2019 at 7:50PM

Amazon.com (NASDAQ:AMZN) is expanding its fleet of cargo planes to 50, potentially taking billions of dollars in business from **FedEx** (NYSE:FDX) and **UPS** (NYSE:UPS), as it assumes more responsibility for its own deliveries. It also positions Amazon as a future carrier rival.

Because analysts estimate the online retailer accounts for about 3% to 5% of FedEx's revenue and percentages in the low teens for UPS -- though last year the carrier said no customer represented more than 10% -- it's clear UPS has more to lose than FedEx, though losing a significant customer is never good.

While Amazon might not be looking to replace FedEx or UPS, or even the U.S. Postal Service for that matter, but rather to supplement them, it still means they're going to feel the hit.



AUTHOR



Rich Duprey (TMFCop)

Rich has been a Fool since 1998 and writing for the site since 2004. After 20 years of patrolling the mean streets of suburbia, he hung up his badge and gun to take up a pen full time.

Having made the streets safe for Truth, Justice and Krispy Kreme donuts, he now patrols the markets looking for companies he can lock up as long-term holdings in a portfolio. So follow him on Facebook and Twitter for the most important industry news in retail and consumer products and other great stories.

Follow @BrandWired 315 followers

ARTICLE INFO

Jan 9, 2019 at 7:50PM

Industrials





B-B-B - B - B - B - B - B - B - C

Delivery side: Information islands





Ultimate objective of digitization is virtual integration of the chain

Logistics chain if well organized is a **relay**
that can **outperform** integrators



Mission



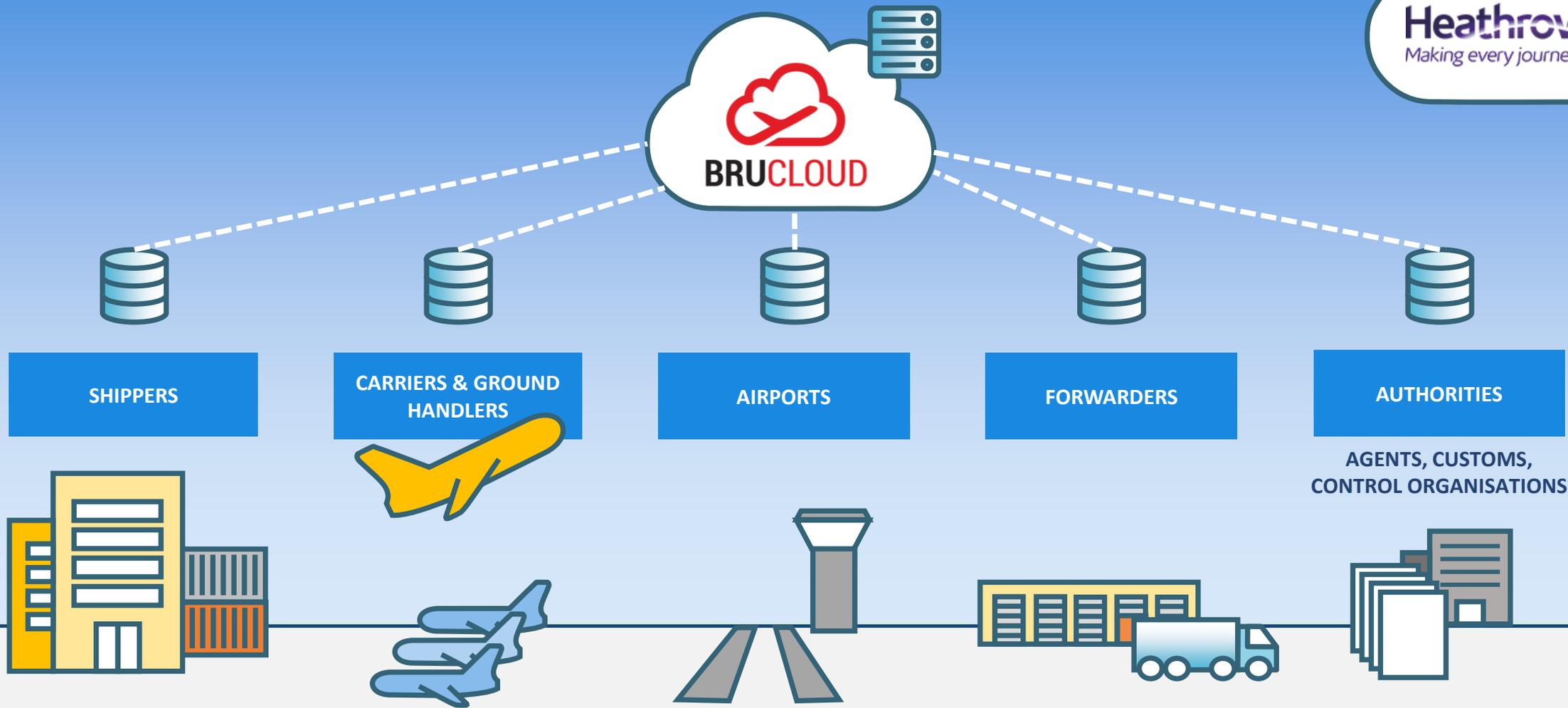
**To make the world operate
as one**

One community at a time



Building virtual integrated communities

At Brussels Airport, the BRUcloud community knows about more things faster



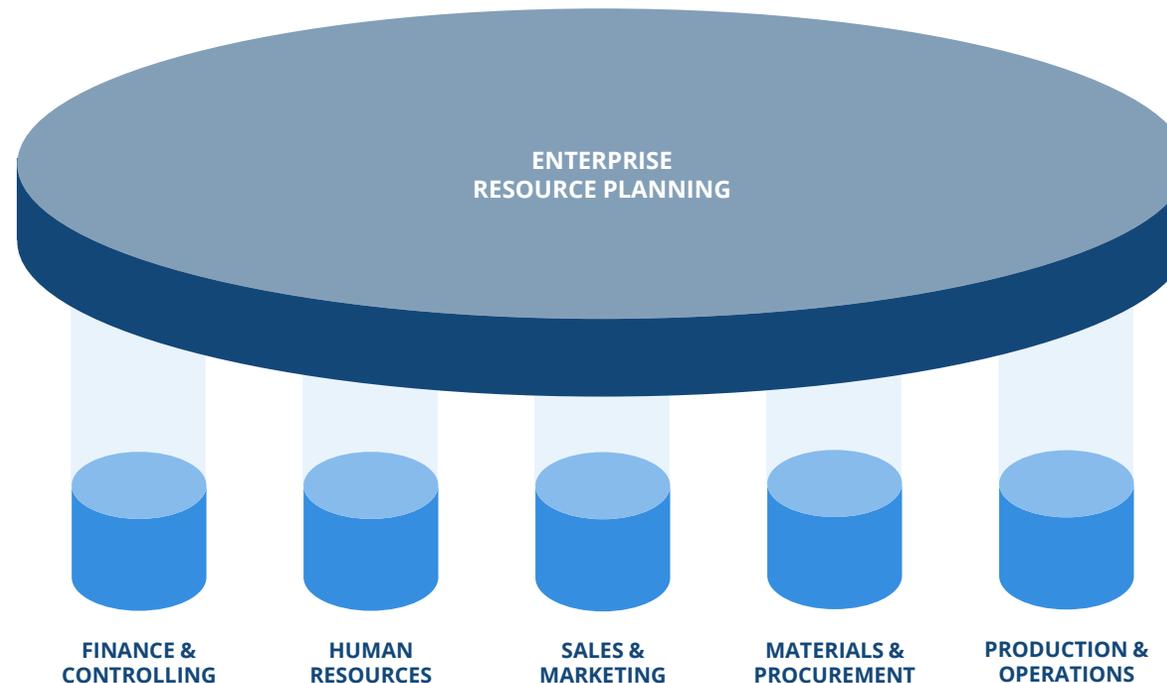
Intra-Enterprise Collaboration

Around the turn of the century, most enterprises invested in **enterprise resource planning systems** to unify communication and collaboration between departments, business units and companies inside a group

This was possible because:

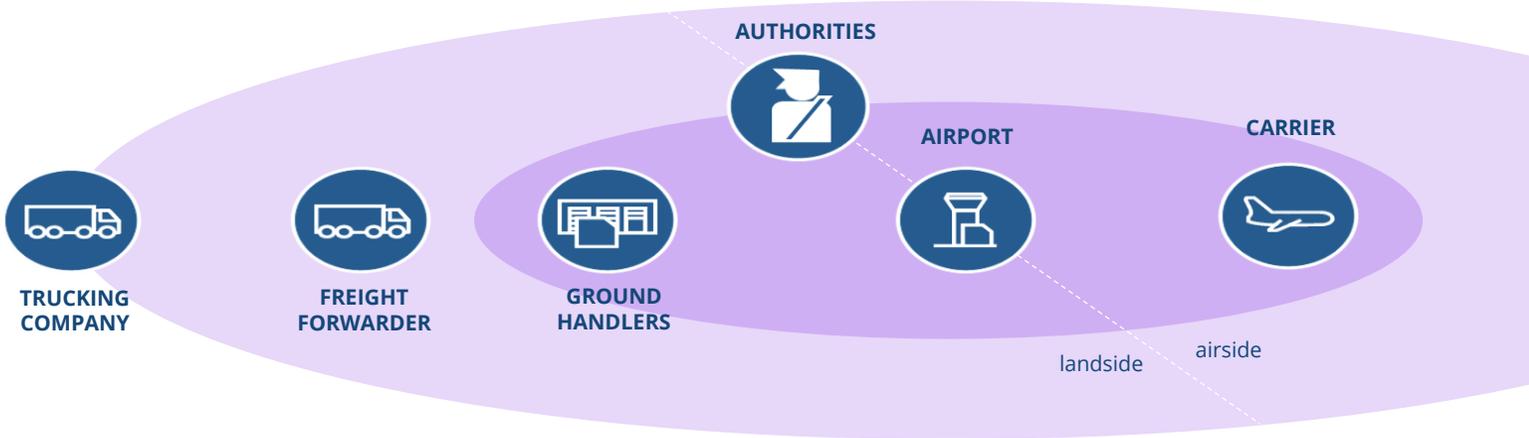
Use of the system was **mandatory** and **enforceable**

Even though the investment was significant, it supported **long-lasting and stable intra-company collaborations**



Community Collaboration

In logistics hubs, a large number of actors **collaborate on a daily basis** to provide services to their customers



However, in **today's network economy**, supply chains are fragmented and volatile:

Supply chains are often even designed **per individual order**

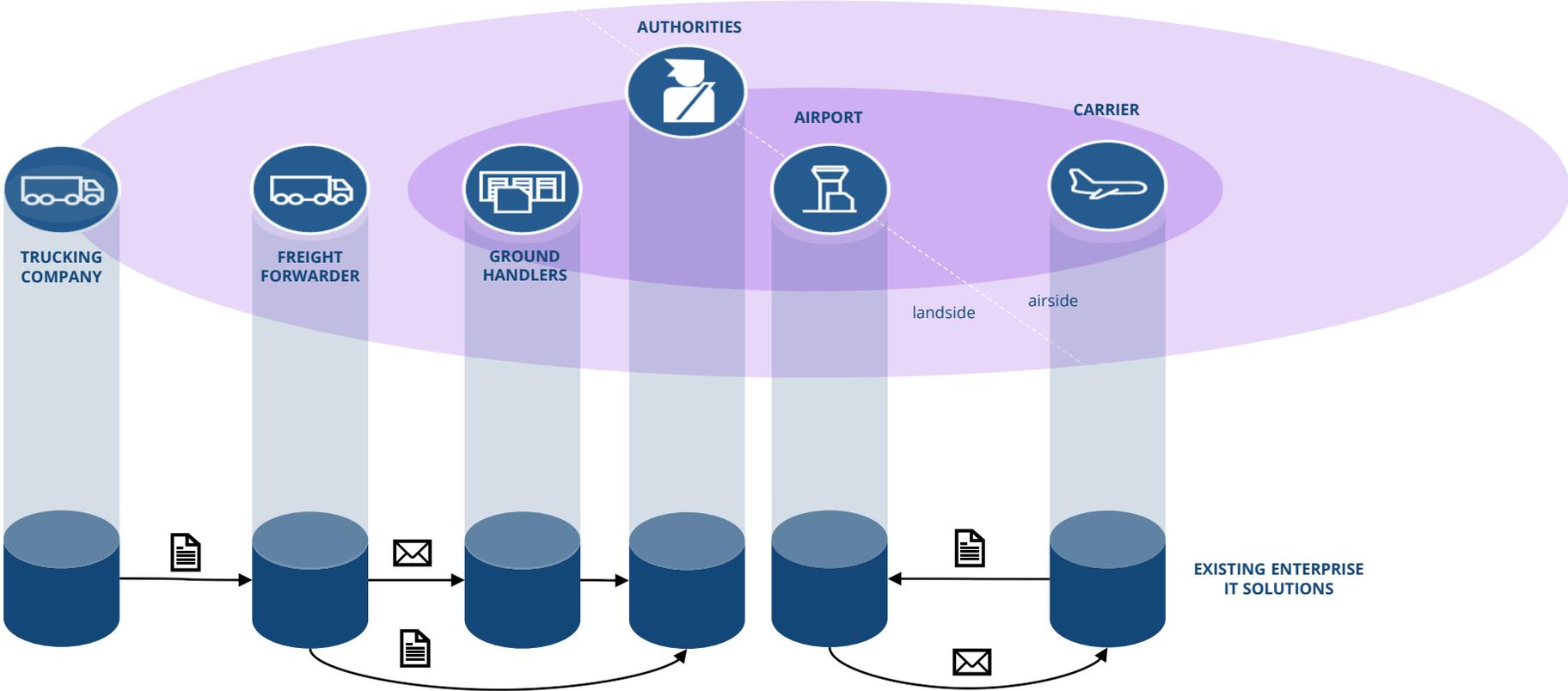
The **number of partners to align** is an order of magnitude larger

The cost of **N:N integrations** makes a strong integration difficult to scale

Use of IT systems **cannot be enforced** across company boundaries

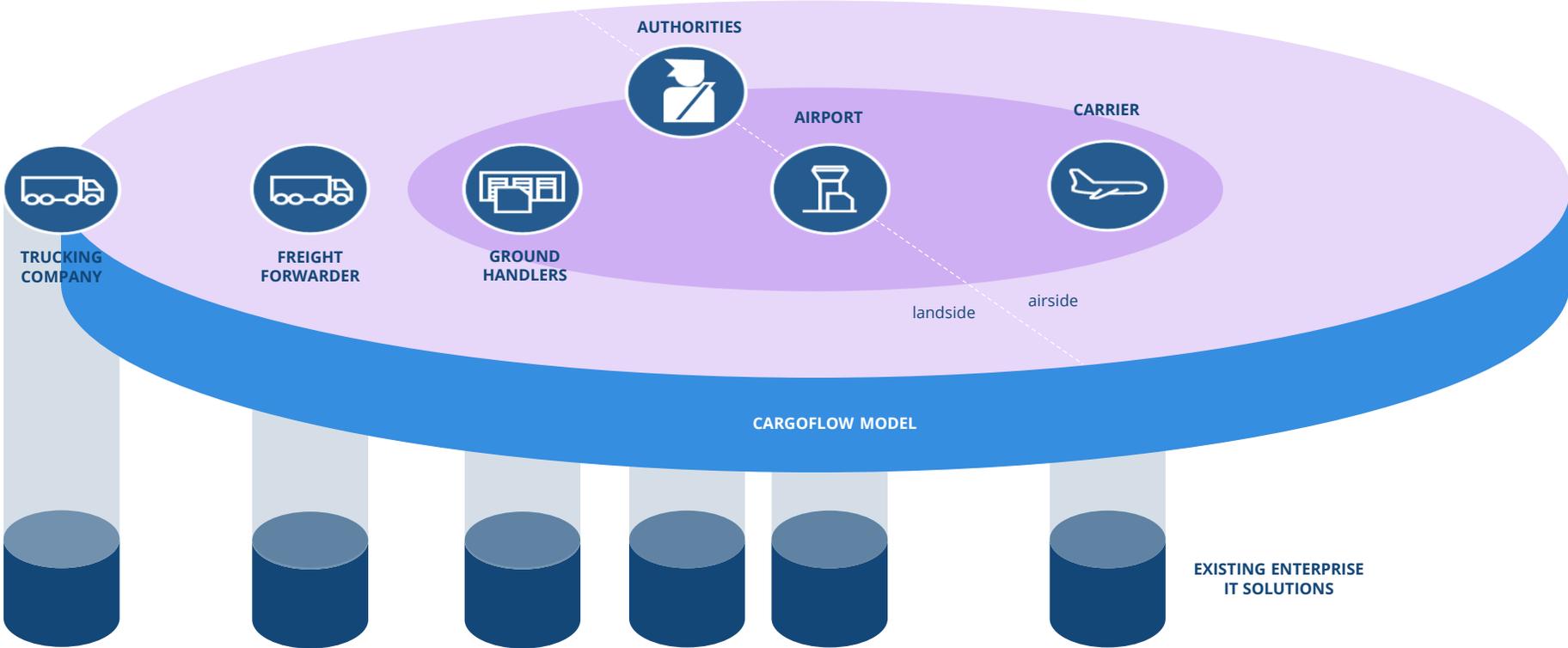
Community Collaboration

Their enterprise systems support **internal** processes, but collaboration is often still done by sending messages ... or paper documents



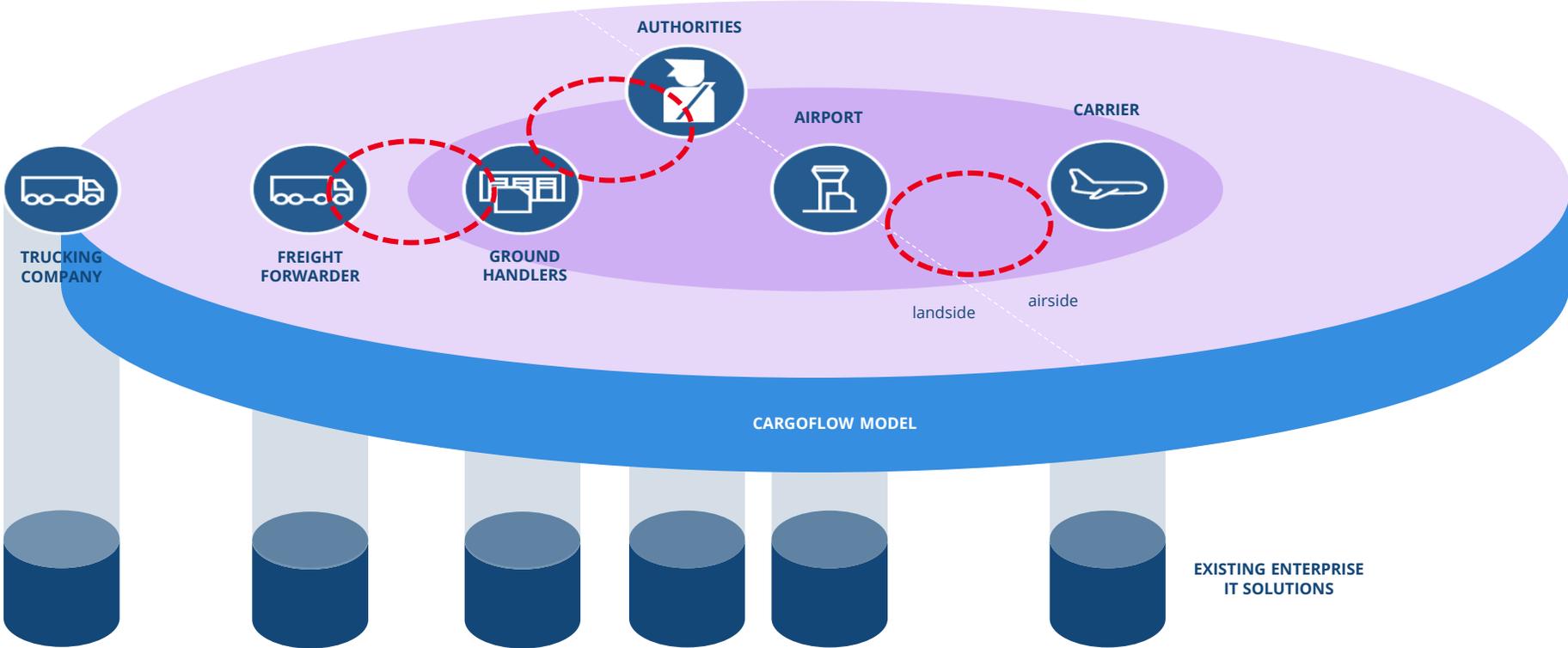
Nallian's solution: the CargoFlow model

The **CargoFlow model** build a digital representation of all relevant interactions with clear **data sharing rules** enforced by each data owner



Nallian's solution: the CargoFlow model

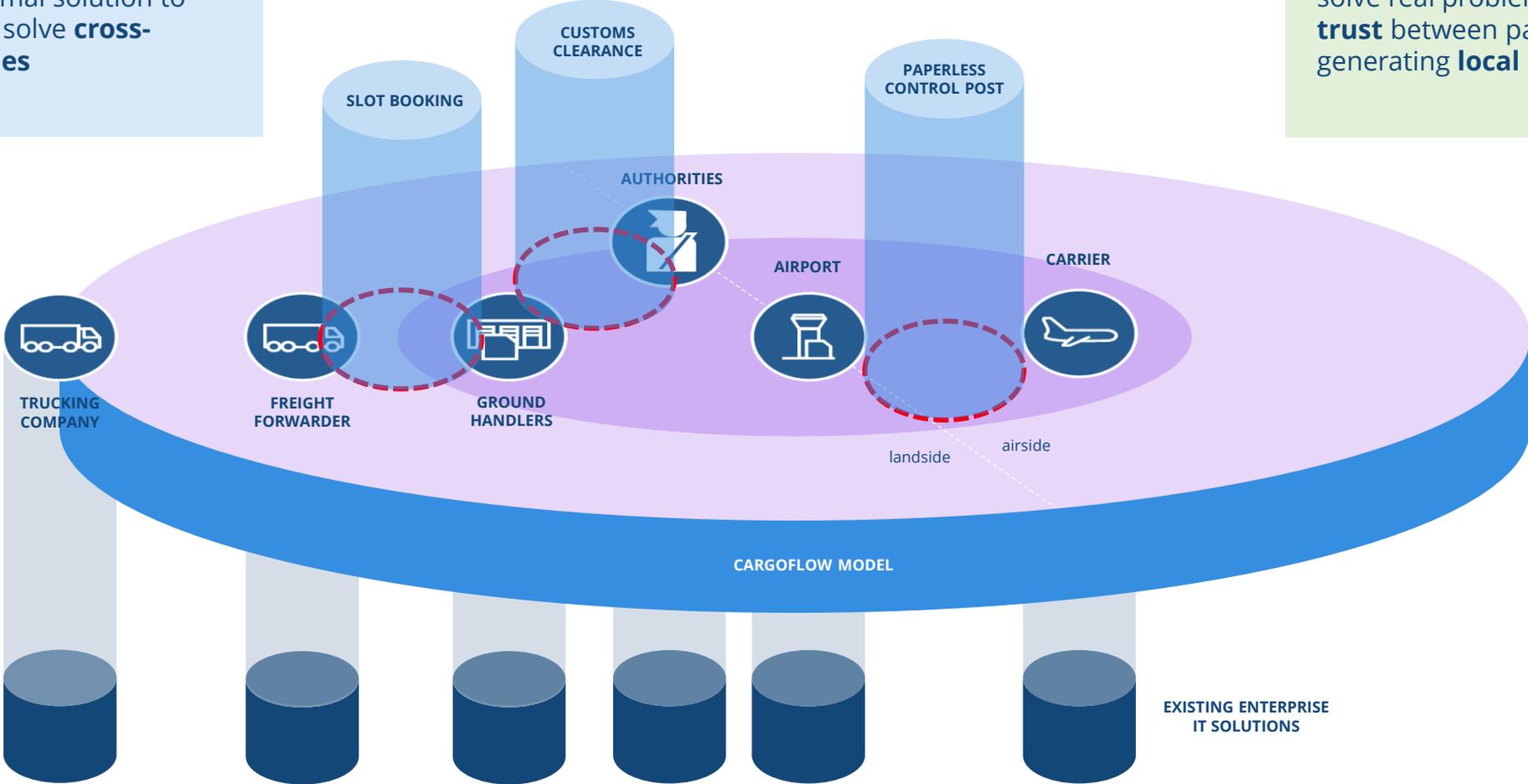
So when a business process needs to be **optimized** by providing better and faster **visibility** ...



Nallian's solution: the CargoFlow model

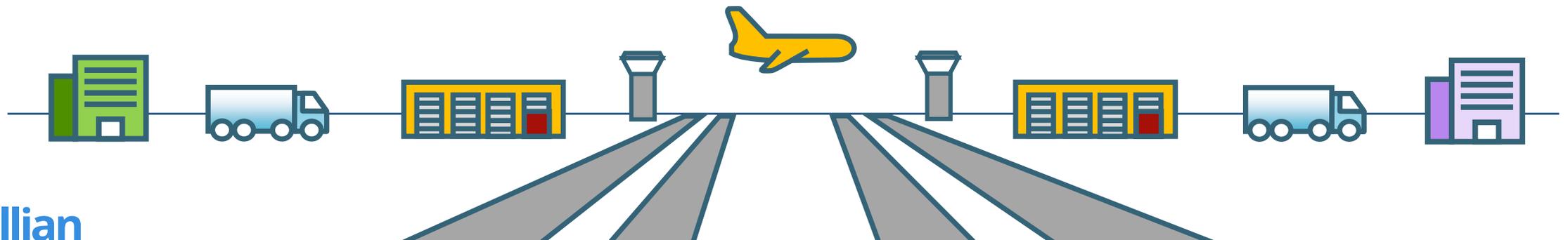
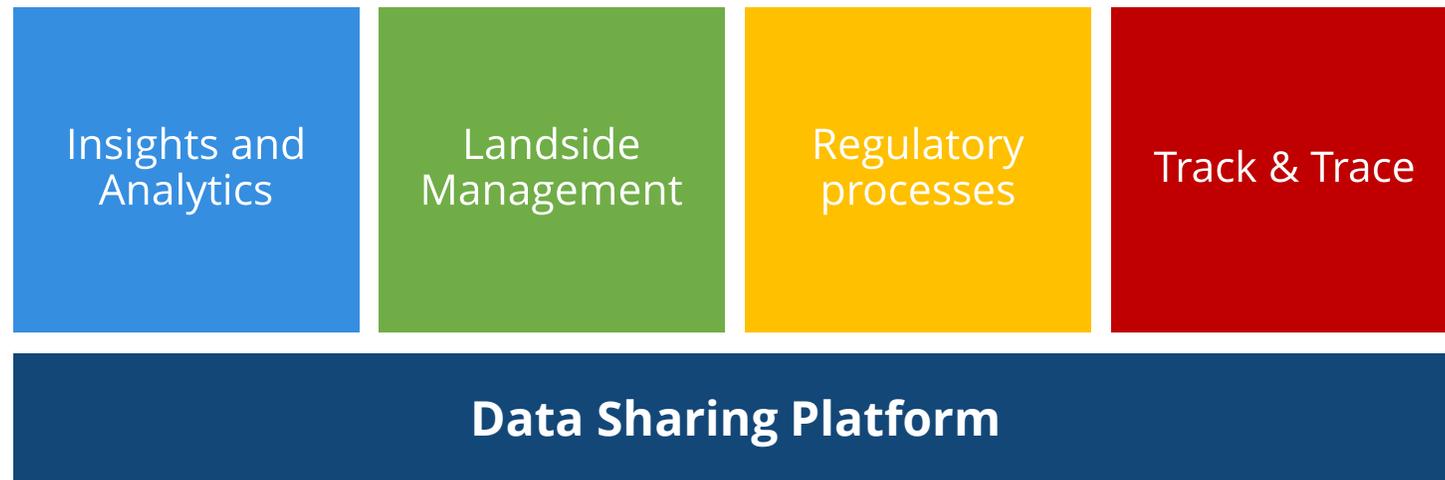
... the **application ecosystem** can provide the optimal solution to collaborate and solve **cross-enterprise issues**

these **collaborative applications** solve real problems, increasing **trust** between partners while generating **local insights**



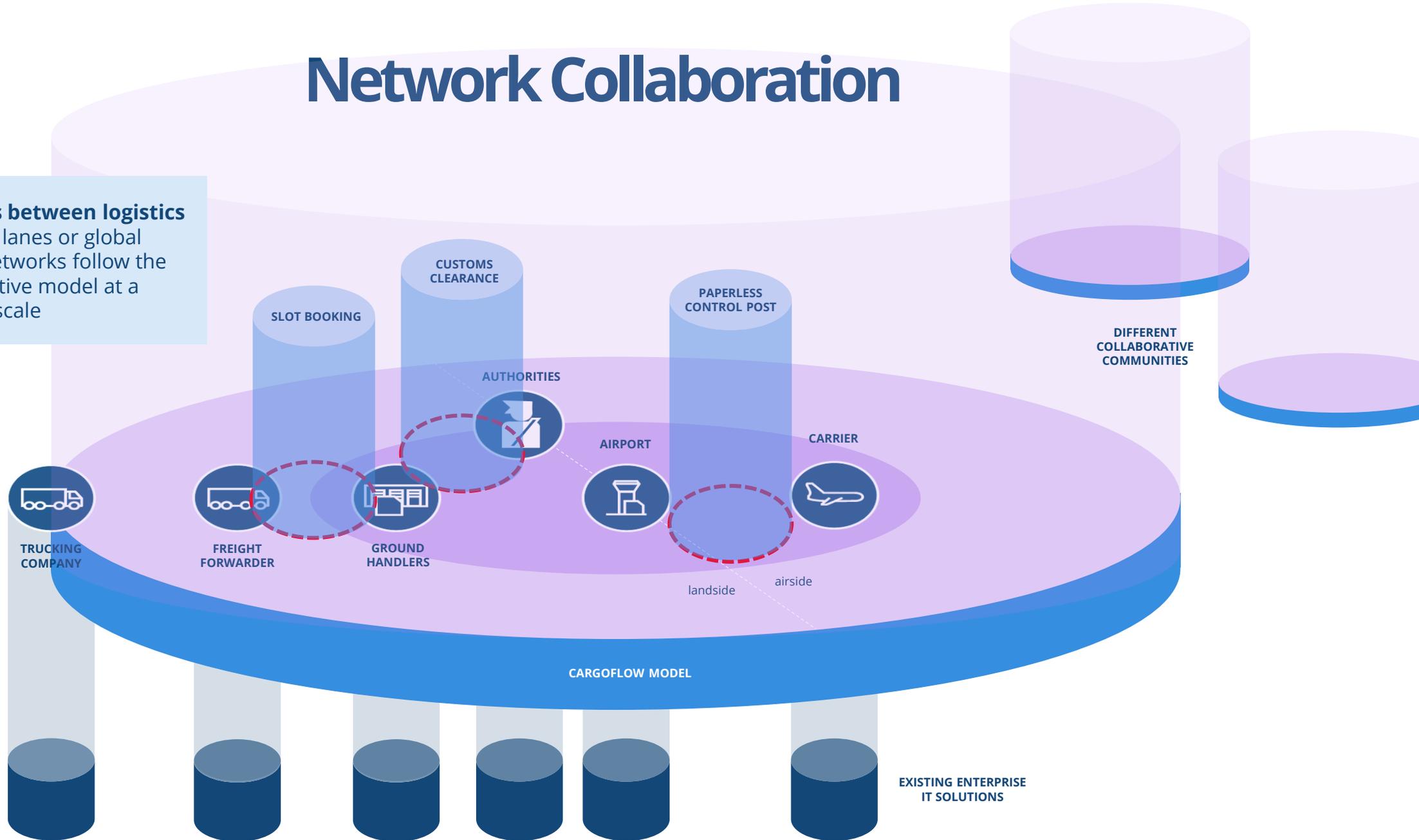
The (air)port as a data gateway to the world.

Focusing on linking the actors on the hub with the rest of the world,
for **transparency** and **E2E alignment**



Network Collaboration

Collaborations between logistics hubs spanning lanes or global supply chain networks follow the same collaborative model at a higher level of scale



Global Pharma Tracker

From reactive to proactive cold chain management





Founding members



Strategic members



Sponsor partners



Full members



Supporting an integrated global logistics control tower





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