



RENAULT NISSAN MITSUBISHI

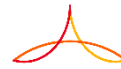
ECG Conference 2018

“A fresh pair of eyes”. First impressions of the industry

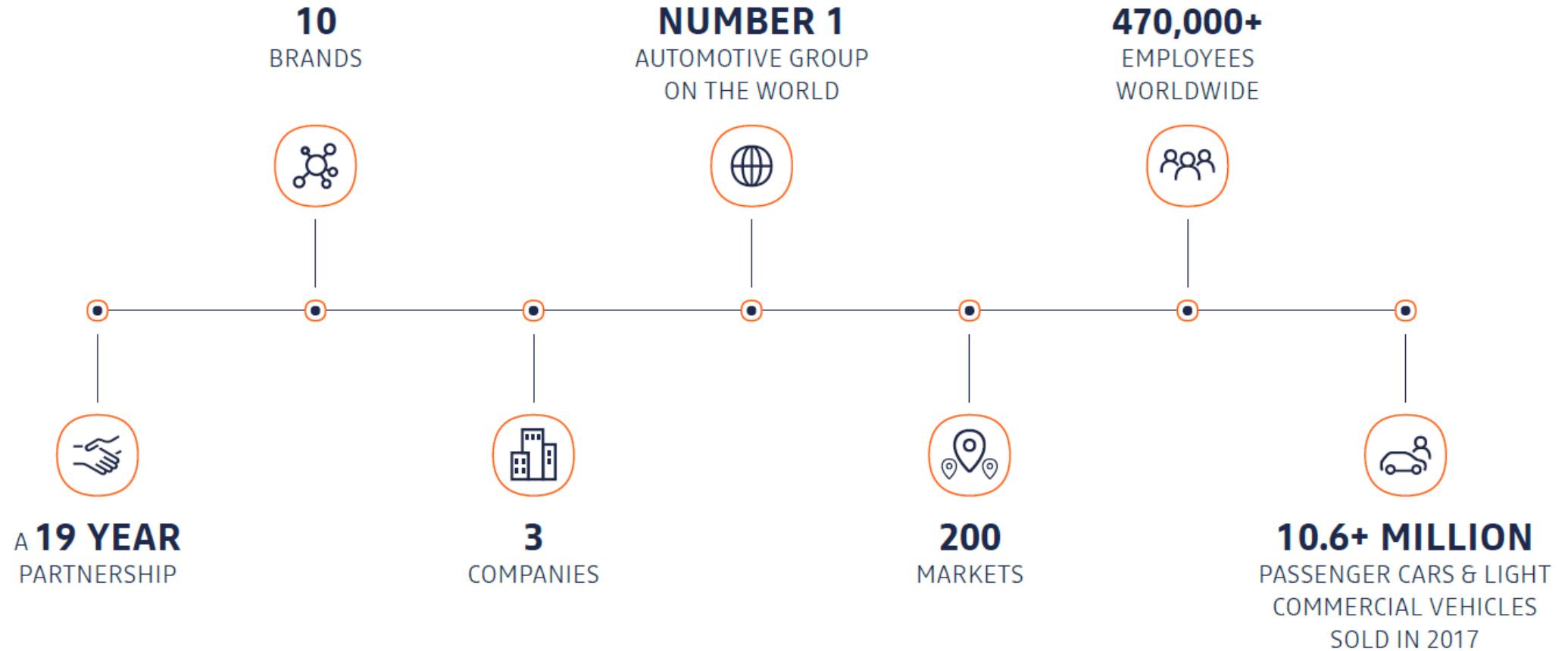
Guillaume Quentin

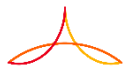
October 2018



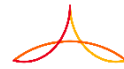


The Alliance

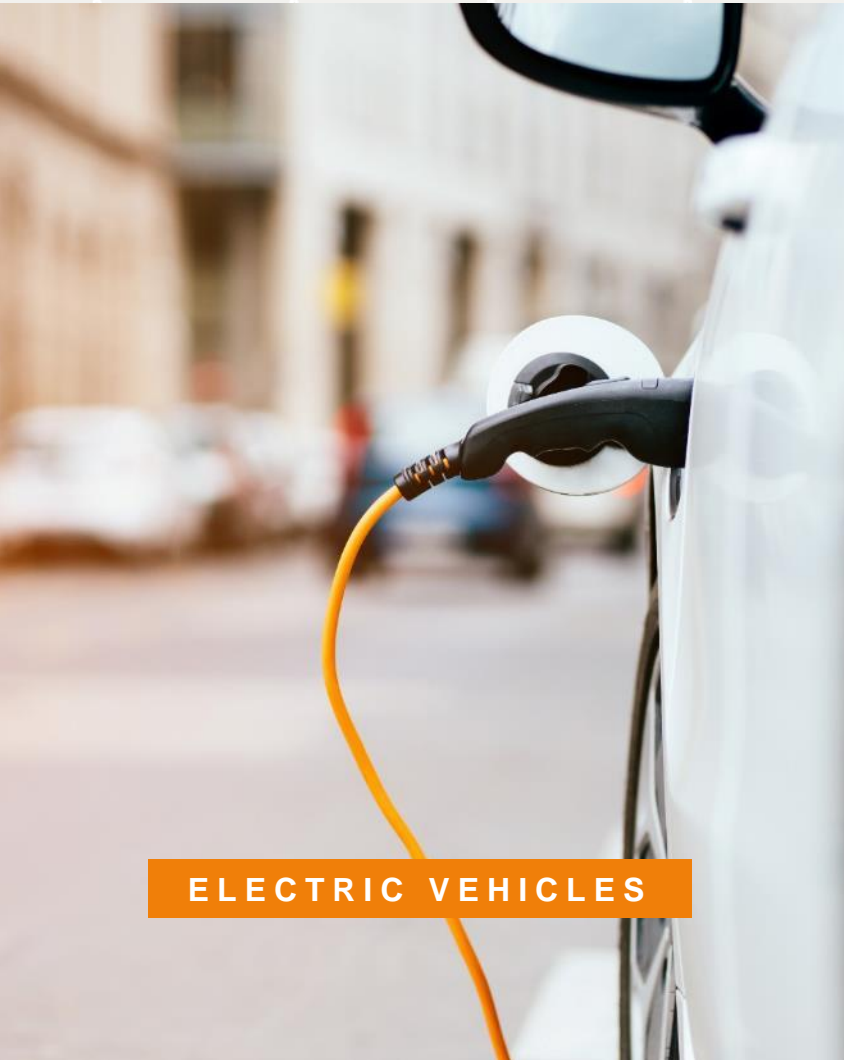




VIDEO



PREPARING THE FUTURE FOR CUSTOMERS



ELECTRIC VEHICLES



**CONNECTED VEHICLES
& MOBILITY SERVICES**



AUTONOMOUS DRIVING

PREPARING THE FUTURE FOR LOGISTICS?



AUTOMOTIVE SUPPLY CHAIN

Gartner®
2018 Supply Chain
Score >3

➔ No OEM



YESTERDAY

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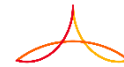
VIN3          - VEHICLE INFORMATION INQUIRY -              02/27/17  13:13:55
MODEL: 43117  SERIAL: 820609  VIN PRE: 3J1AR5EF4HM  LOC: RETAILED ORDER: GT60389-1
----- MODEL INFORMATION -----
MDLYR 17  MDLLN GTR CLRT KAB-G  ENG# VR38      -035797      KC# 0522J      OT DR
OPT: C03 E09 L92 Z66                                VESSEL: V85Y POE: 44
                                           CASE: 739
FCYTY-SHIP: 09/22/16  MANIFEST: 784901  FCYTY-INV: 33R89  MFACTURED: 09/14/16
ASSIGNED: 09/26/16  EST-WH-SHP: 10/26/16  EST-WHSLE: 10/28/16  NNA-ADD: 09/26/16
----- NNA INVENTORY INFORMATION -----
RCPT-DTE: 10/11/16  VPC:          RGN:          FLT:          RSRV: 0  DMG:          XFR-SHP:
INVENTORY-STATUS:                                     XFR-RCV:
XFER:          COSTCD: A  AVAIL: N  FIX-ASET:          OEM: 06/16 - 06/16  IVR-AMT:
----- WHOLESALE INFORMATION -----
DEALER: 5159 -44  CURR DLR:          ON:          EA: 50  PRICE CD: C
ORDERED: 09/15/16  FROM DLR:          BY:          X  HLD: 3108  DLR NET: 105,211
WHL SALED: 10/20/16  M/E: 16/10  C/O: Y  GGT:          FLR: 1554  DLR INVC: 101,623
INVOICE#: 246640  ETA: 10/28/16  ADV: 700  RSV:          D&H: 1595
----- RETAIL INFORMATION -----
DEALER: 5159 -44  TO: CSEREPEAS  AT=
RETAILED: 10/26/16  12360 LITHUANIA DR
ADDED ON: 10/27/16  M/E: 16/10  GRANADA HILLS  CA 91344
RDR SALES TYPE/ID: 0  DEALER  MONRONEY: 09/26/16  RSRVNOTE:
*** VEHICLE FOUND ON FILE ***

```

Source	Year	Month	Day	Time	Location	Activity	Duration	Frequency	Intensity	Impact	Notes
Source 1	2018	01	01	10:00	Source 1	Activity 1	10	1	1	1	Notes 1
	2018	02	02	11:00	Source 1	Activity 2	11	2	2	2	Notes 2
	2018	03	03	12:00	Source 1	Activity 3	12	3	3	3	Notes 3
	2018	04	04	13:00	Source 1	Activity 4	13	4	4	4	Notes 4
	2018	05	05	14:00	Source 1	Activity 5	14	5	5	5	Notes 5
	2018	06	06	15:00	Source 1	Activity 6	15	6	6	6	Notes 6
	2018	07	07	16:00	Source 1	Activity 7	16	7	7	7	Notes 7
	2018	08	08	17:00	Source 1	Activity 8	17	8	8	8	Notes 8
	2018	09	09	18:00	Source 1	Activity 9	18	9	9	9	Notes 9
	2018	10	10	19:00	Source 1	Activity 10	19	10	10	10	Notes 10
Source 2	2018	11	11	20:00	Source 2	Activity 11	20	11	11	11	Notes 11
	2018	12	12	21:00	Source 2	Activity 12	21	12	12	12	Notes 12
	2018	01	13	22:00	Source 2	Activity 13	22	13	13	13	Notes 13
	2018	02	14	23:00	Source 2	Activity 14	23	14	14	14	Notes 14
	2018	03	15	00:00	Source 2	Activity 15	00	15	15	15	Notes 15
	2018	04	16	01:00	Source 2	Activity 16	01	16	16	16	Notes 16
	2018	05	17	02:00	Source 2	Activity 17	02	17	17	17	Notes 17
	2018	06	18	03:00	Source 2	Activity 18	03	18	18	18	Notes 18
	2018	07	19	04:00	Source 2	Activity 19	04	19	19	19	Notes 19
	2018	08	20	05:00	Source 2	Activity 20	05	20	20	20	Notes 20
Source 3	2018	09	21	06:00	Source 3	Activity 21	06	21	21	21	Notes 21
	2018	10	22	07:00	Source 3	Activity 22	07	22	22	22	Notes 22
	2018	11	23	08:00	Source 3	Activity 23	08	23	23	23	Notes 23
	2018	12	24	09:00	Source 3	Activity 24	09	24	24	24	Notes 24
	2018	01	25	10:00	Source 3	Activity 25	10	25	25	25	Notes 25
	2018	02	26	11:00	Source 3	Activity 26	11	26	26	26	Notes 26
	2018	03	27	12:00	Source 3	Activity 27	12	27	27	27	Notes 27
	2018	04	28	13:00	Source 3	Activity 28	13	28	28	28	Notes 28
	2018	05	29	14:00	Source 3	Activity 29	14	29	29	29	Notes 29
	2018	06	30	15:00	Source 3	Activity 30	15	30	30	30	Notes 30
Source 4	2018	07	31	16:00	Source 4	Activity 31	16	31	31	31	Notes 31
	2018	08	01	17:00	Source 4	Activity 32	17	01	01	01	Notes 32
	2018	09	02	18:00	Source 4	Activity 33	18	02	02	02	Notes 33
	2018	10	03	19:00	Source 4	Activity 34	19	03	03	03	Notes 34
	2018	11	04	20:00	Source 4	Activity 35	20	04	04	04	Notes 35
	2018	12	05	21:00	Source 4	Activity 36	21	05	05	05	Notes 36
	2018	01	06	22:00	Source 4	Activity 37	22	06	06	06	Notes 37
	2018	02	07	23:00	Source 4	Activity 38	23	07	07	07	Notes 38
	2018	03	08	00:00	Source 4	Activity 39	00	08	08	08	Notes 39
	2018	04	09	01:00	Source 4	Activity 40	01	09	09	09	Notes 40



Source: IBM



TOMORROW

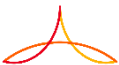


➔ **Digital office**

→ Digital yard

→ Digital delivery





WHY NOT?

M-22
**Finished Vehicle Transportation
Damage Standards and
Guideline**
1st Edition

» Insight

» Expertise

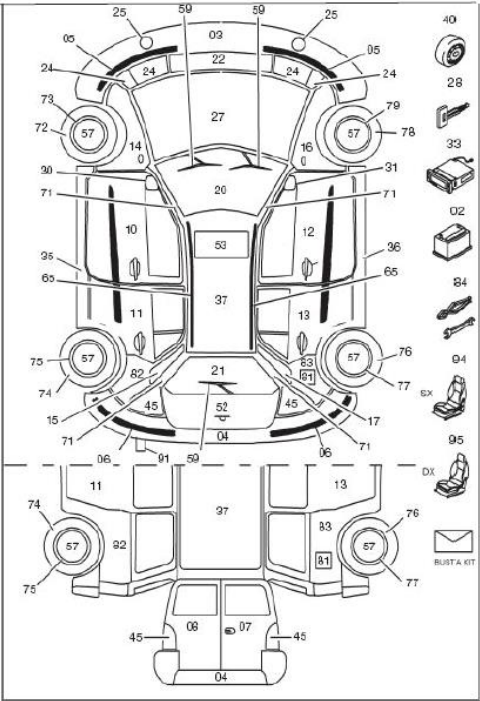
» Results



The Catalyst for Peak Performance



1.6 Vehicle “Splat” Chart



1.3 Damage Type Codes

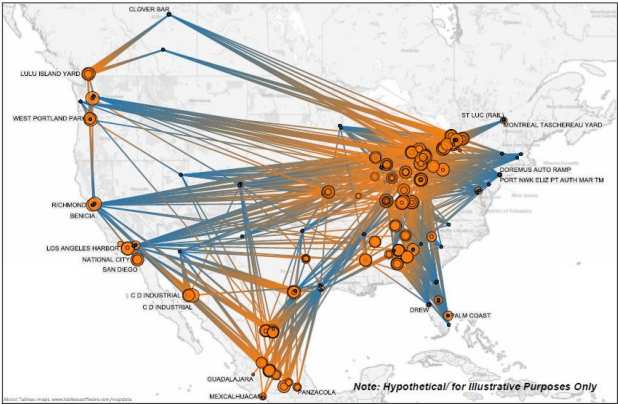
DAMAGE TYPE CODES		
01 BENT	11 PUNCTURED	24 MARKER LIGHT / TURN LIGHT DAMAGE
02 BROKEN	12 SCRATCHED - EXCEPT GLASS	25 DECAL / PAINT STRIPE DAMAGED
03 CUT	13 TORN	29 CONTAMINATION - EXTERIOR
04 DENTED - PAINT BROKEN	14 DENTED - PAINT / CHROME NOT DAMAGED	30 FLUID SPILLAGE - EXTERIOR
05 CHIPPED - EXCEPT GLASS & PANEL EDGE	18 MOLDING / WEATHER STRIP / EMBLEM DAMAGED	34 PANEL EDGE CHIPPED PART / OPTION NOT AS INVOICED
06 CRACKED - EXCEPT GLASS	19 MOLDING / WEATHER STRIP / EMBLEM MISSING	36 HARDWARE EXTERIOR - DAMAGED
07 GOUGED	20 GLASS - CRACKED	37 HARDWARE EXTERIOR - LOOSE / MISSING
08 MISSING - EXCEPT MOLDING / EMBLEM	21 GLASS - BROKEN	38 JUMPED CHOCKS
09 SCUFFED	22 GLASS - CHIPPED	
10 INTERIOR STAINED / SOILED	23 GLASS - SCRATCHED	

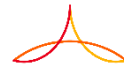
1.4 Damage Severity Codes

1 LESS THAN & INCLUDING 1"	LESS THAN 3 cm
2 OVER 1" UP TO & INCLUDING 3"	3 cm UP TO 8 cm
3 OVER 3" UP TO & INCLUDING 6"	8 cm UP TO 15 cm
4 OVER 6" UP TO & INCLUDING 12"	15 cm UP TO 30 cm
5 OVER 12"	30 cm & OVER
6 MISSING	



TTX Reload Network

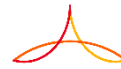




When you optimize your network, how much of the data on volume should you use?

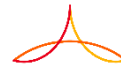
- A** 100%
- B** 90-99%
- C** 50-89%
- D** 25-49%
- E** Less than 25%





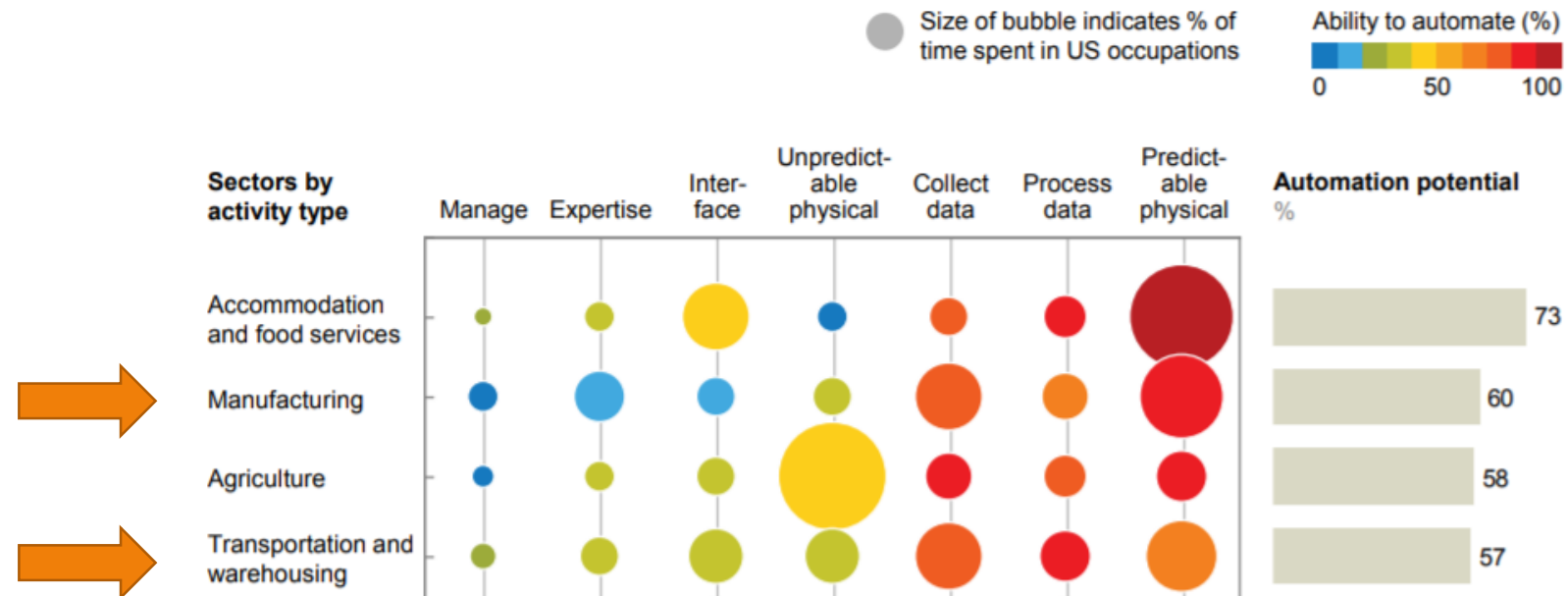
TOGETHER STRONGER



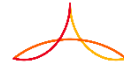


Data for less variability

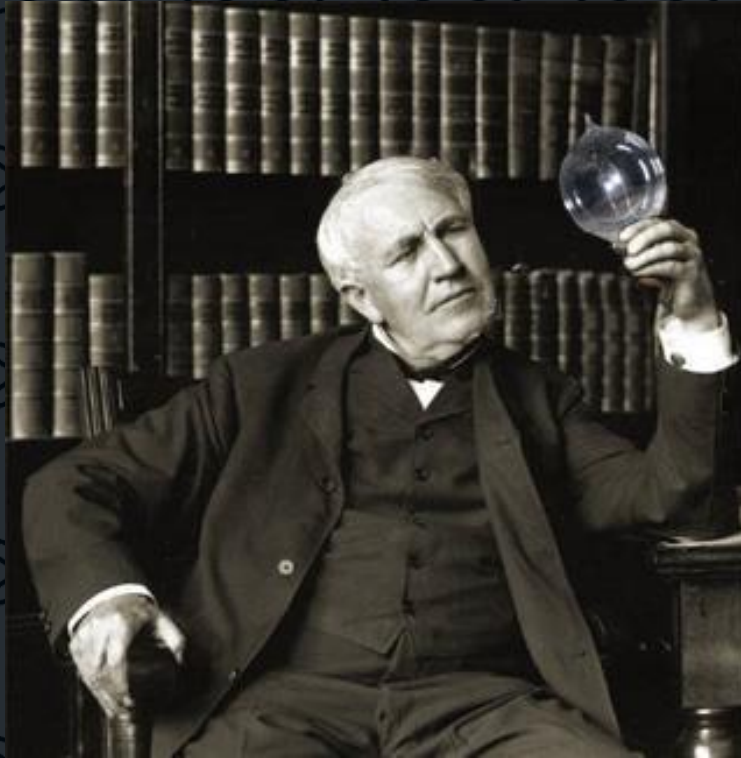
Technical potential for automation across sectors varies depending on mix of activity types



SOURCE: US Bureau of Labor Statistics; McKinsey Global Institute analysis

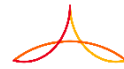


NO MAGIC RECIPE



**“I didn’t fail 1,000
times. The light bulb
was an invention with
1,000 steps.”**

Thomas Edison



ENJOY THE JOURNEY!

