

Introduction to A.I.

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**@ ECG Association, General Assembly & Spring Congress
Cascais (Portugal), 22-23 May 2025**

Is your organization currently using Artificial Intelligence in its day-to-day operations?

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What are the key challenges of the European finished vehicles logistics?

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What are the key challenges of the European finished vehicles logistics?

Source: Chat GPT

Finished vehicle logistics (FVL) in Europe—moving new vehicles from Original Equipment Manufacturers (OEMs) to dealers—faces a range of unique and increasingly complex challenges. These span across operational, economic, environmental, and regulatory dimensions. Here’s a breakdown of the **key challenges** specific to **European finished vehicle logistics (OEM to dealer)**:

Category	Key Challenges
Capacity	Shortage of trucks, rail wagons, empty returns, seasonal peaks
Labor	Driver shortage, compound staff availability
Infrastructure	Congested ports, limited multimodal options
Regulatory	Emissions limits, urban restrictions, Brexit
Technology	Poor digital integration, limited visibility
Vehicle Changes	EV transport complexities, increasing vehicle size
Demand Volatility	Fluctuating OEM output, inventory mismatches
Cost Pressures	Rising fuel, labor, and environmental compliance costs

Can you show me now case examples and possible mitigation strategies to increase digitalization and technology integration?

Source: Chat GPT

Case Examples

1. Volkswagen Group Logistics (TRATON's RIO Platform)

- **Challenge:** Coordinating 25,000 daily transports across Europe with over 250 forwarders.
- **Solution:** Development of a cloud-based platform providing real-time tracking, route optimization, and seamless communication among stakeholders.
- **Outcome:** Enhanced transparency, reduced empty runs, and improved capacity utilization.

2. ektruck's End-to-End Digital Logistics Platform

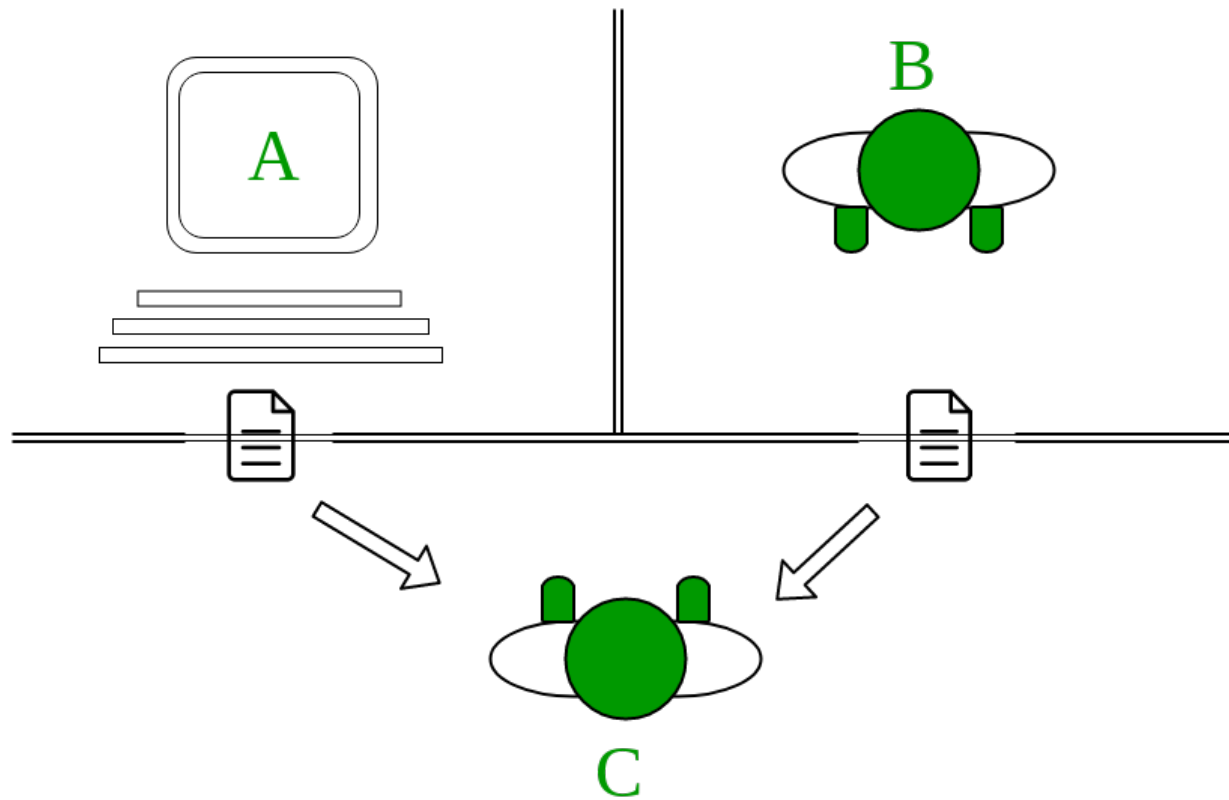
- **Challenge:** Managing complex logistics processes with potential for human errors and inefficiencies.
- **Solution:** Implementation of a digital platform automating VIN verification, loading, dispatch, and billing, integrated with OEM ERP systems.
- **Outcome:** 35% reduction in turnaround time, 20% cost savings, and improved regulatory compliance.

Mitigation Strategies

1. **Implement Integrated Digital Platforms:** Adopt platforms that connect various systems (e.g., warehouse management, transportation portals) to provide real-time visibility and streamline operations. hellmann.de
2. **Automate Core Logistics Processes:** Utilize automation for tasks like VIN verification, loading, dispatch, and billing to reduce human errors and improve efficiency. ektruck.com
3. **Enhance Data Transparency and Communication:** Develop cloud-based platforms that facilitate seamless communication and real-time tracking among all stakeholders in the logistics chain.
4. **Leverage Advanced Technologies:** Incorporate technologies such as RFID, IoT, and AI for route optimization, predictive maintenance, and inventory management.
5. **Foster Collaboration and Training:** Encourage collaboration among OEMs, logistics providers, and dealers, and invest in training to ensure effective use of digital tools.

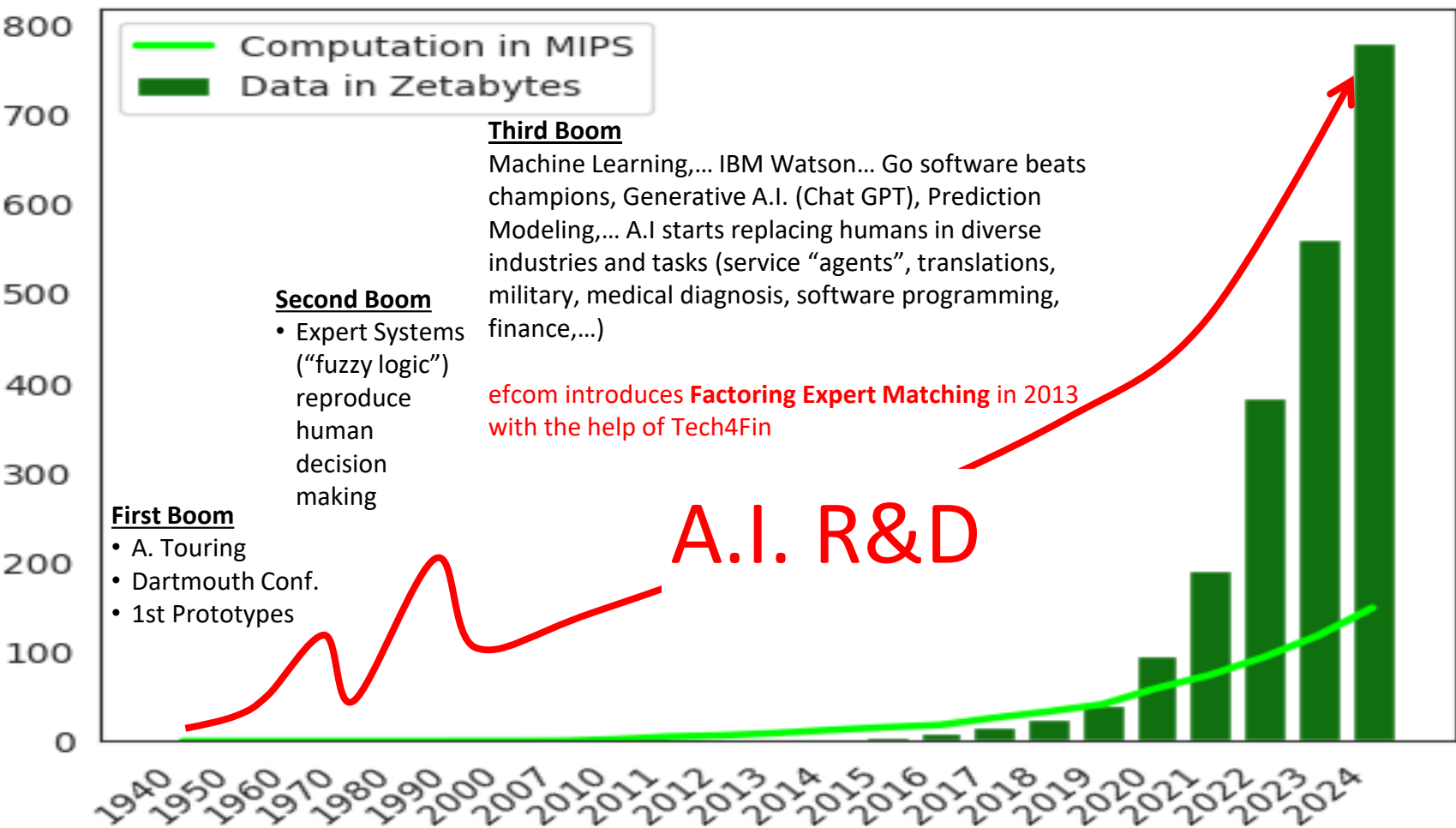
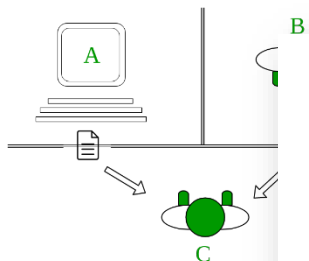
Background

What is Artificial Intelligence ?

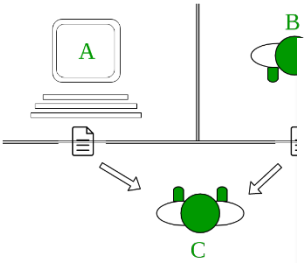


Turing Test / „Imitation Game“

Background



Business Case: Customer behavior EXplorer



50

Kunden

13

Länder

200

Mrd. EUR Factoring-
Volumen

25.000

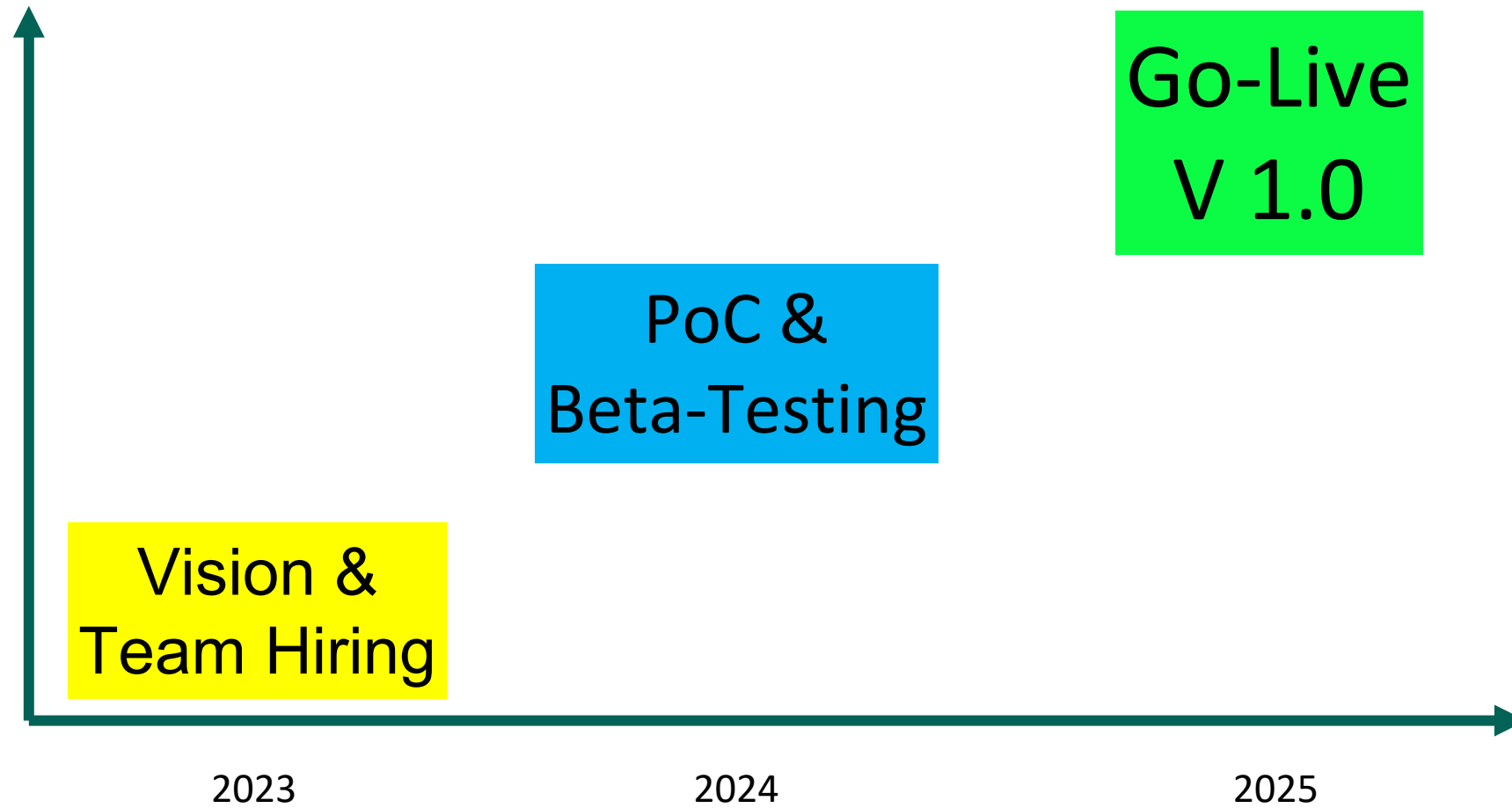
Factoring-Kunden

500

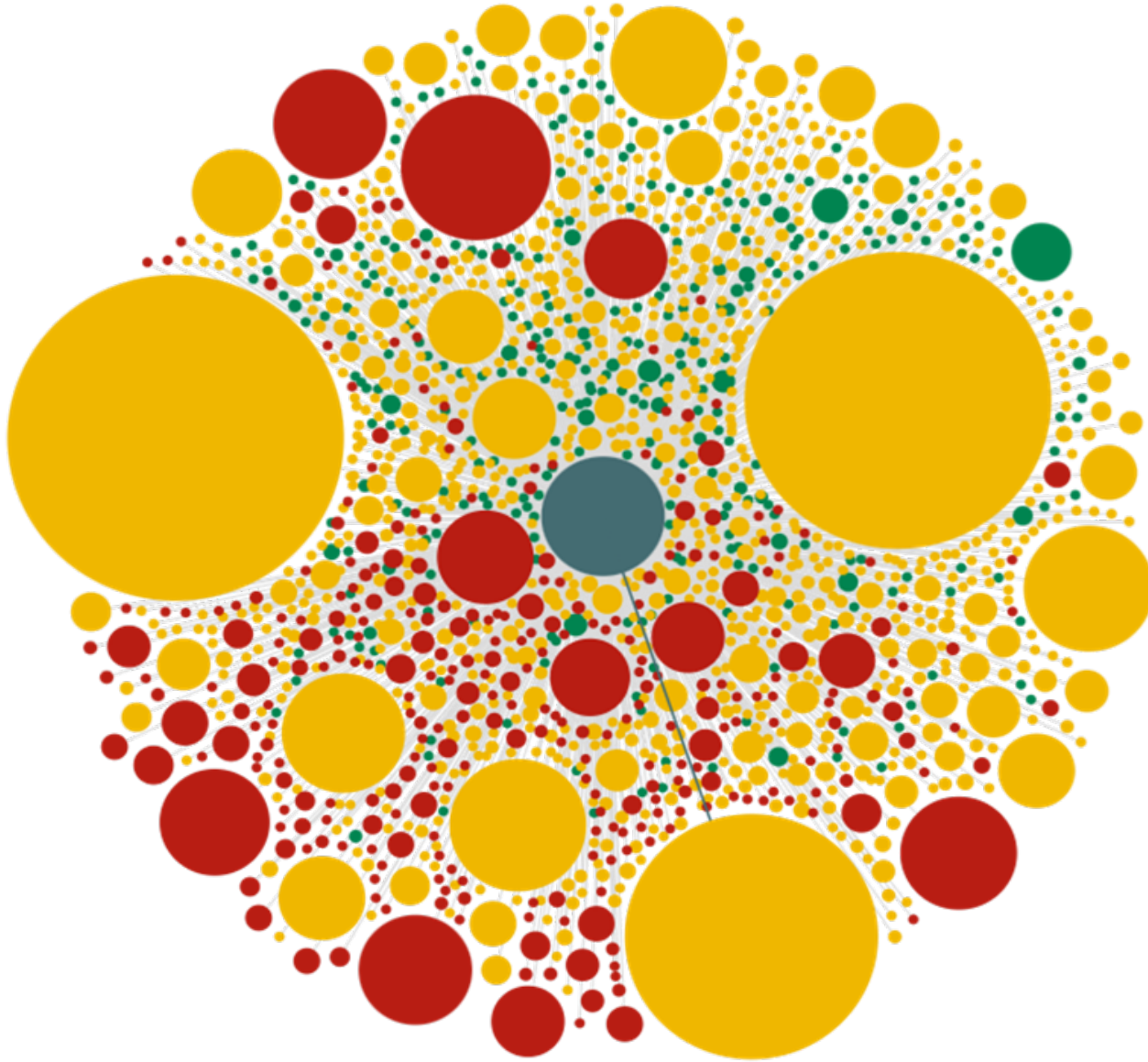
Mio. Rechnungen

Cubx

Our Roadmap



Just try it out!



Without **CubX***

- Result = between 7-10% 'phantom invoices'
- Thus undiscovered risk portfolio due to changed customer behavior

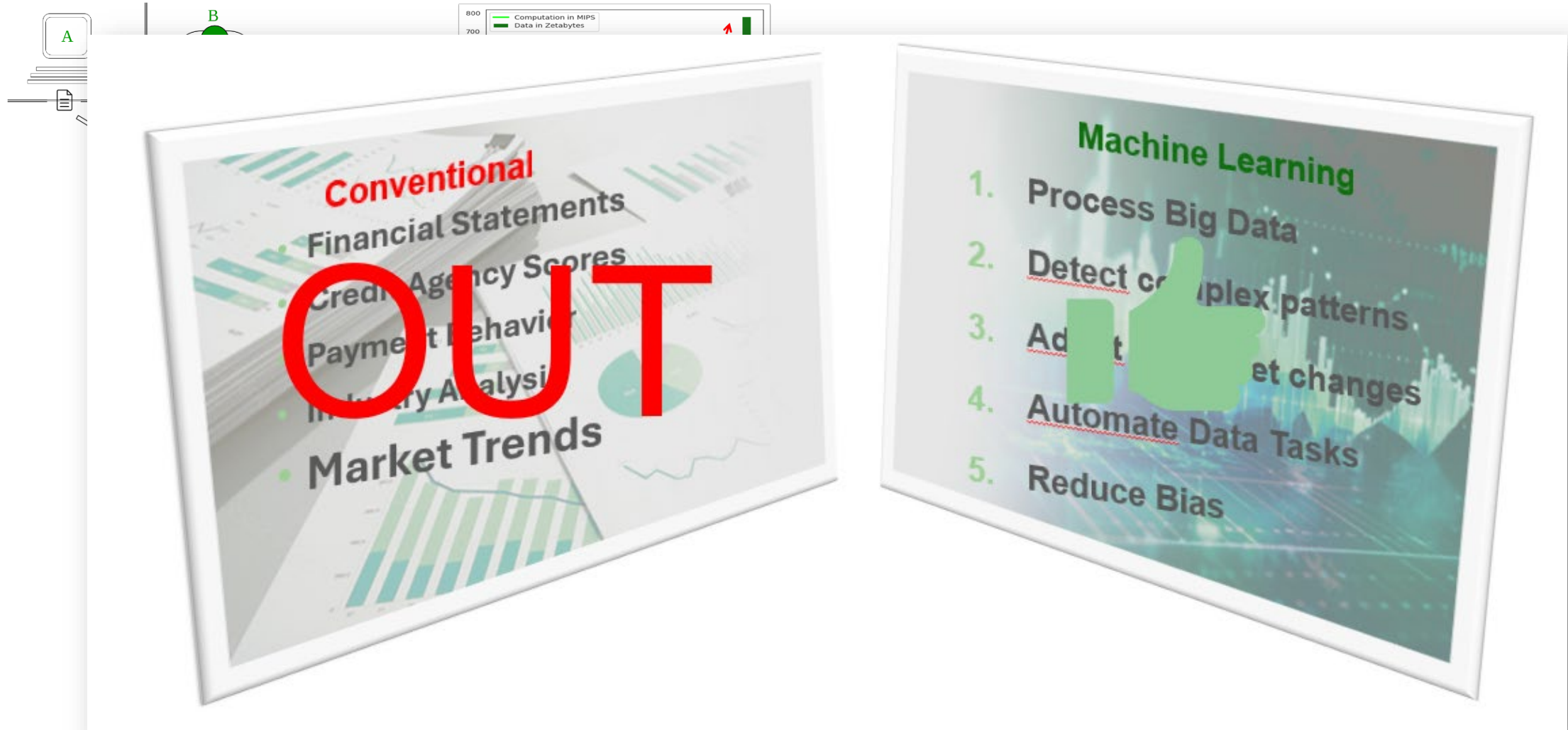
With **CubX***

- 90.7% Early detection of 'phantom invoices', i.e.
- Early detection of these portfolio risks with the help of CubX's expert system and the machine learning Xplorer, identified by changes in customer behavior.

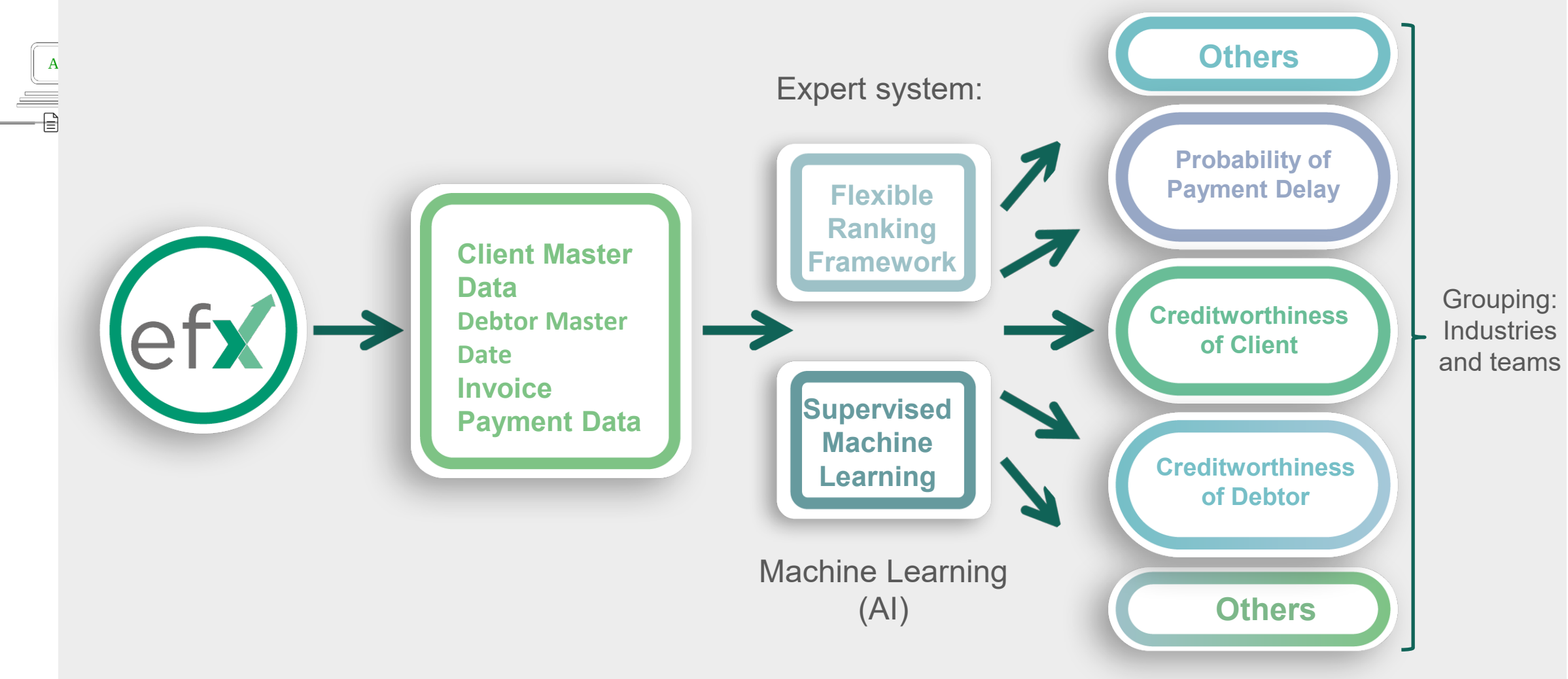
• Beta test: Two completely different ecom customers, but with similar results

**) "Phantom invoices": The sum of credit notes, deductions (e.g. cash discount or invoice reductions), write-offs, direct payments (with / without forwarding), repurchases and reassignments (the debtor's payment does not reach the factor)

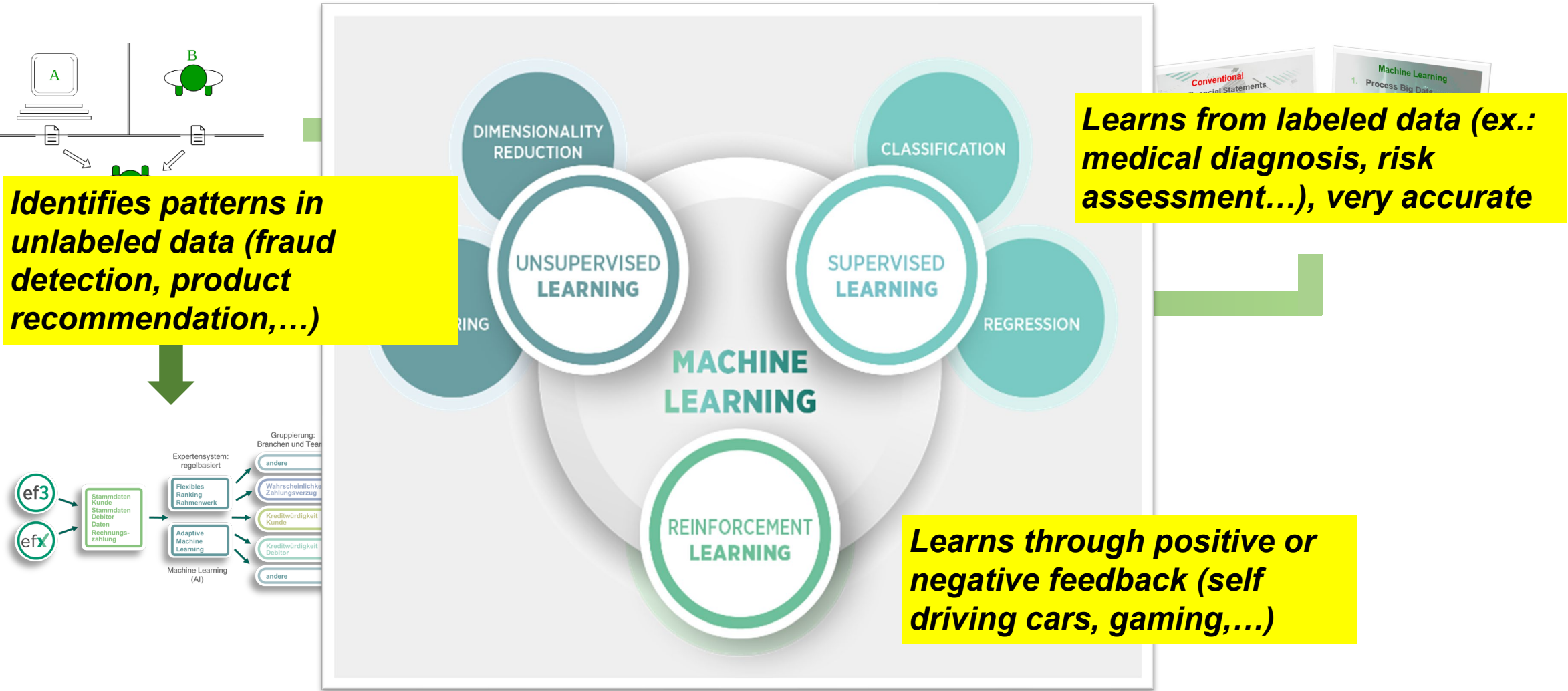
efcom review of the past 2 years



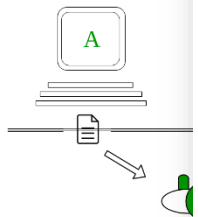
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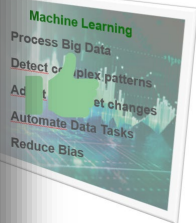
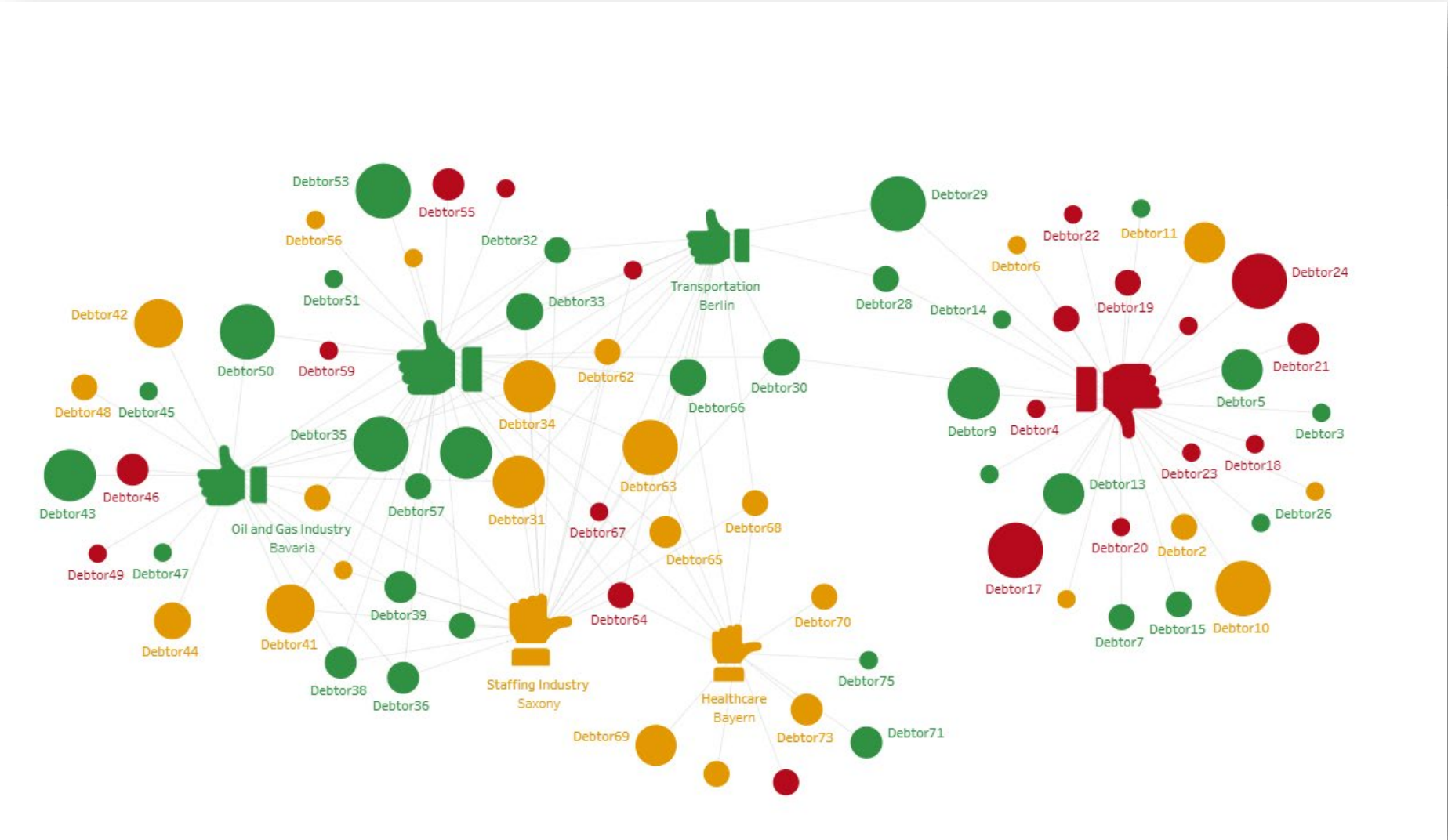
efcom review of the past 2 years



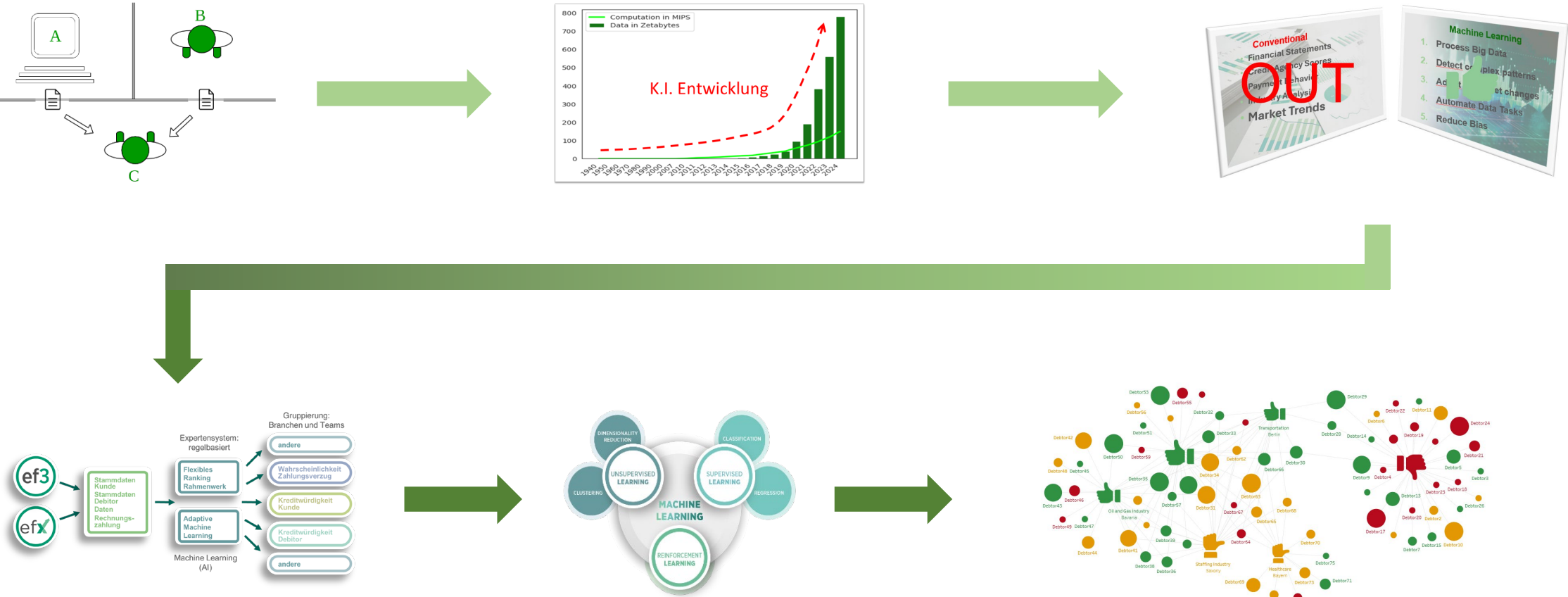
efcom review of the past 2 years



Stammdat
Kunde
Stammdat
Debitor
Daten
Rechnung
zahlung

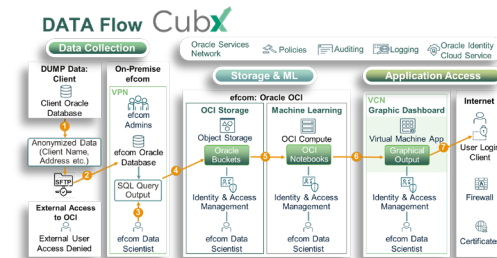


Review of the past 2 years



One year of testing with REAL DATA

How?



- Beta test: Two completely different efcom customers, but with similar results
- **) "Phantom invoices": The sum of credit notes, deductions (e.g. cash discount or invoice reductions), write-offs, direct payments (with / without forwarding), repurchases and reassignments (the debtor's payment does not reach the factor)



Oracle Services
Network



Policies



Auditing



Logging

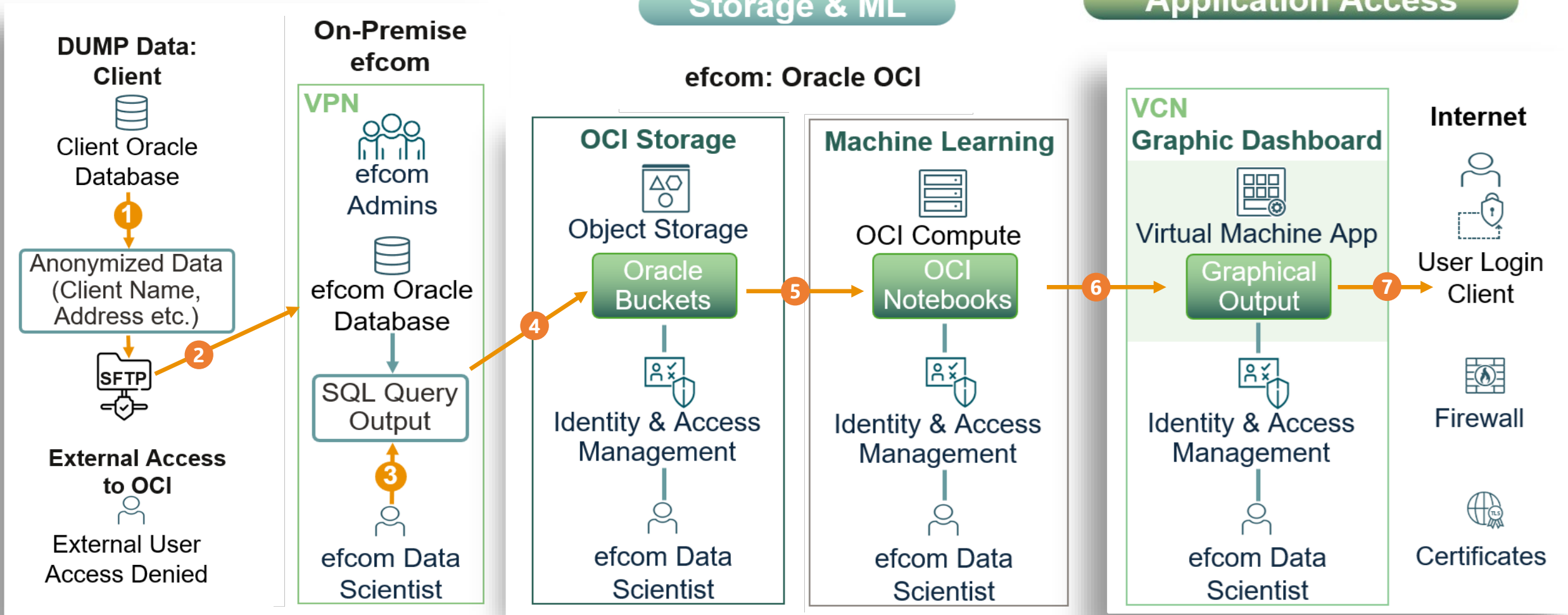


Oracle Identity
Cloud Service

Data Collection

Storage & ML

Application Access



Benefits



Utilising the full potential of factoring data



Receive timely warnings about possible payment delays



**Strategic customer categorisation:
Maintain customer relationships and customer advice**



Improved portfolio for risk monitoring



Improve cash flow management

So now... If you are (were) using A.I., what is (would be) your most important use case?

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