ProAct GLOBAL SOLUTIONS

The Future of Finished Vehicle Logistics

Technology for a new era of automotive

ECG The Association of European Vehicle Logistics

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ECG Alumni Meeting – Efficiency through Technology

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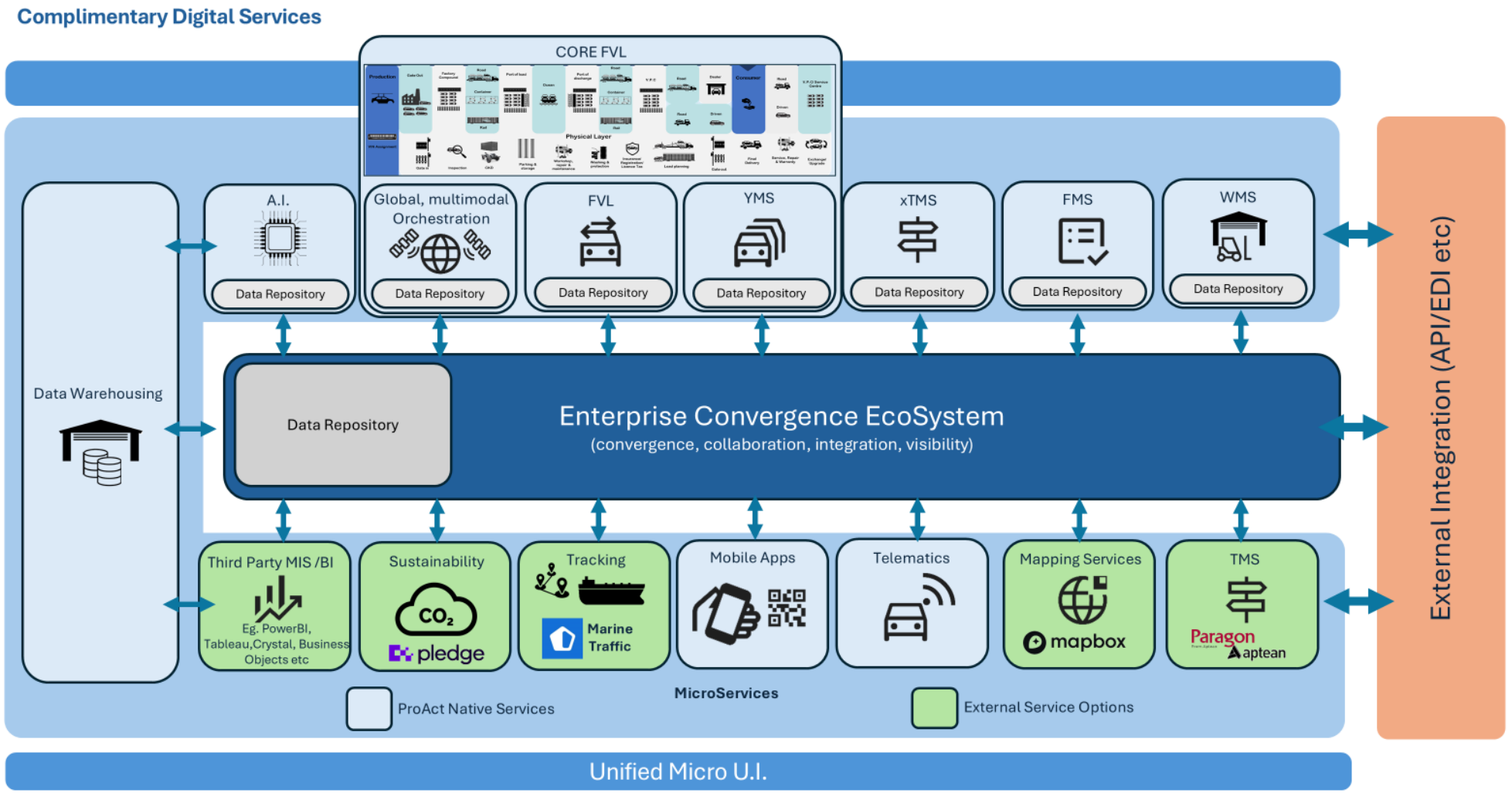
ISO 27001 ISO 9001

Contents / Agenda

- Setting the scene - efficency through technology
- Efficiency enabled through technology – example Terminal / Compound
- Complexity in the FVL Supply Chain
- Challenges to make the FVL Supply Chain efficient
- Technology - impact on skills
- Conclusion

Overview ProAct Software Solutions



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Definition - efficiency through technology?

1. Efficiency = Maximum output with minimum input - highest possible output using the least amount of time, effort, and cost.

2. Technology improves productivity and reduces waste
    - Reduce manual labor and automation
    - Minimize human error
    - Speed up processes
    - Optimize resource allocation

- These gains allow companies to produce more with fewer inputs, strengthening their competitive position.

3. Efficiency is also about energy & resource optimization

- An efficient system minimizes waste (e.g., unnecessary movements, battery checking -telematics)

4. Efficiency through Technology = Automation + Data + Smart Decision-Making :
    - Automation eliminates repetitive tasks, cuts costs, and speeds up operations (e.g invoicing, automated alerts)
    - Data & AI and analytics optimize planning, forecasting, and decision-making, improving outcomes across the supply chain and customer service
    - Optimization Tools Cloud computing, IoT, and smart systems enhance real-time monitoring

Automation and Flexibility: A Contradiction?

Automation enhances flexibility if:

- Processes are modular and easy to adjust
- Rules and workflows can be updated without heavy IT work (authorised and trained persons)
- Real-time data enables quick decisions
- Humans handle exceptions while automation stabilizes routine work

Automation limiting flexibility if:

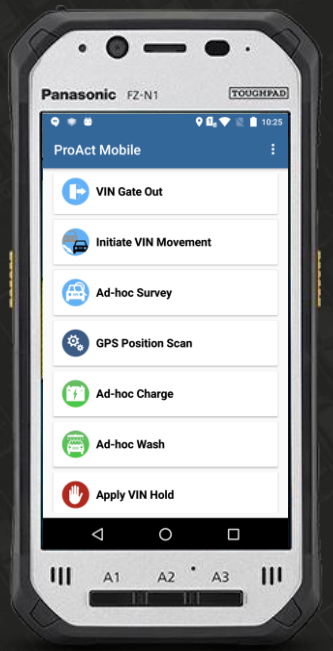
- Systems are rigid, hard-coded, or built only for “happy-path” cases
- Frequent changes require technical intervention
- The process has many exceptions automation can’t handle

With the right software solution automation creates efficiency and stability — and gives people more capacity to be flexible, creative, and adaptive.

Efficiency enabled through Technology

Example Compound / Terminal

- Automatic pre - arrival information
- Automatic surveys and accessory Check
- Damage process and claims management process with automatic alerts and reports
- Parking rules
- Telematics – tyre pressure, battery level to trigger automatic processes
- Invoicing – charge matching – self-billing
- E-Document creation and automatic sending to respective parties
- Automatic load planning
- Truck slot booking system
- KPI Measurement - efficiency – No. of moves per day, terminal utilisation, re-parking moves, no. of cars processed, Call off until ready for pick up etc….
- …many other software applications



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Complexity of FVL Supply Chain

Planning, Management and Execution

Ideally

Hand over - today often fragmented

Etc..What now?

Production Gate Out	Factory Yard	Road & Rail (Door-Port)	Port of Loading	Ocean	Port of Discharge	Road & Rail (Port-Door)	Inland Compound	Delivery	Dealer

OEM systems (ERP) Call off, Quality, Finance and External Claims Systems

Technology Layer	GPS	Mobile Application / Scanning	EDI	API	Automatic Alerts & Reports	Telematics

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Fragmentation challenges the overall efficiency of the FVL supply chain

Everyone tries to work efficiently within their own silo /control – often not in alignment with each other.

- May result in gaps, delays, and conflicting priorities across the end-to-end process.
- Each party drives own efficiency and optimizes their own KPIs, not the full chain
- Information flow is slow, inconsistent, or incomplete
- Responsibilities are separated without shared visibility
- KPI's and Service Levels agreed per logistics provider
  - KPI's stop at hand-over points
  - Start with next provider - creating a gap which leads to inefficiency

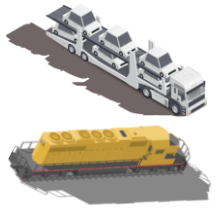
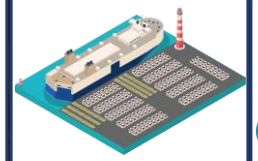
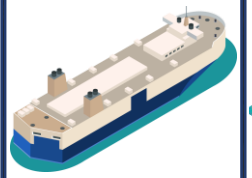
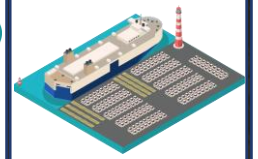
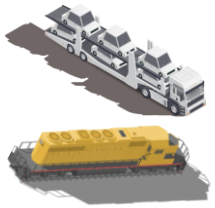
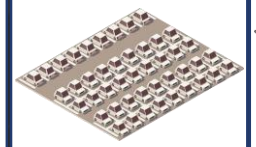
Even if each party works efficient, a fragmented supply chain can make the supply chain inefficient.

Success requires shared KPIs, connected data, and aligned processes – How?

ProAct Control Tower

OEM systems, Call off, Quality, Finance, Claims Systems

Control Tower Solution - End to End - Integrated Planning, Management and Execution - KPI`s Reports – Communication and Alerts

Production Gate Out	Factory Yard	Road & Rail (Door-Port)	Port of Loading	Ocean	Port of Discharge	Road & Rail (Port-Door)	Storage Yard	Delivery	Dealer
									

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			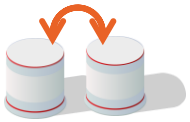			

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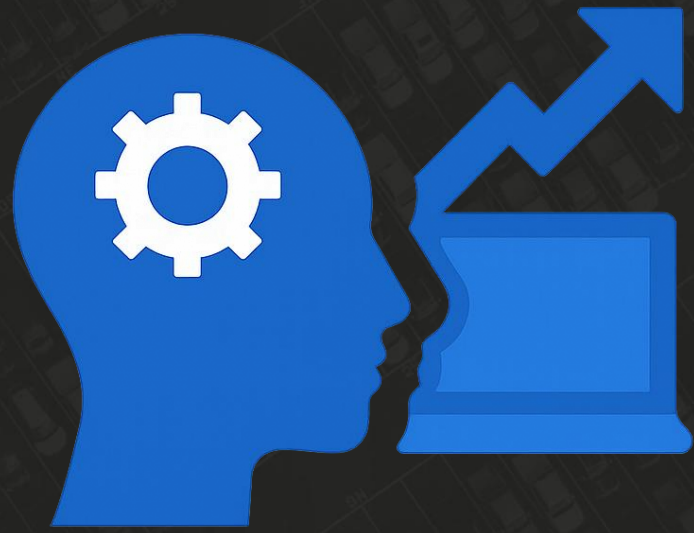
Challenges to make the FVL Supply Chain efficient

- A control tower solution covers one customer - OEM or logistics provider - only
- Who drives efficiency at the hand over points if two or more parties are involved?
- Efficiency for one party may create inefficiency for another party
- How are the benefits from the gained efficiency shared?
- Even if there is communication – sharing information across the parties – do they have the technology to process and plan with the information available?
- What is the incentive? Do they care as long as they meet their KPI's and work efficient in their operation ?

- Technology is not the limiting factor – everything is possible in theory
- People and companies are the limiting factor

Technology - Impact on skills

- Digital skills become core to all roles
- Data literacy needed for informed decisions
- Technology literacy to make needed changes
- Strong digital communication & collaboration essential
- Continuous learning becomes a must
- Automation shifts focus to problem-solving & creativity
- Growing importance of ethical & responsible tech use
- Opportunity to attract new talent to the industry - keep and develop existing talent
- How to keep the knowledge if you do not need it daily



Summary - How to improve efficiency through technology in the FVL Supply Chain

- Drive use of technology to automate your operation and work efficient
- Digitalize workflows and automate decision making
- End to End approach - enhance the scope and work towards shared KPIs, connected data, information sharing and aligned processes – Collaboration
- Enabled through the right flexible technology
- Executed through skilled people – digital mindset