

IPIC 2019 | 6th International Physical Internet Conference

3rd Physical Internet Award for Start-ups Call

LastMile[®]  TEAM



Angel Batalla – Founder & CEO

abatalla@lastmile.team

+34 629 179 771

Efficient and Sustainable Open and Global Mobility Web Delivers on the Triple Bottom Line

PROFIT



**SAVE
TOTAL TRANSPORT
COSTS UP TO 25%**

PEOPLE



**EFFICIENCY
DELIVERY AT FIRST
ATTEMPT >99%**

PLANET



**SUSTAINABILITY
REDUCE CARBON
FOOTPRINT > 60%**

All scenarios – service type per zip code breakdown

					Service Type			
Customer	Level 2	Level 3	Distribution Point	Zip Code	Deliveries 70%	Pick-ups 25%	Swaps 5%	Total
TE#	N2 Sur	N3 Sur	Carabanchel	28024	116	42	7	165
				28025	145	52	10	207
				28044	147	53	9	209
				28047	143	51	9	203
				28054	82	29	5	116
					633	227	40	900

All scenarios - services times & windows

	Service time	Service windows		
		Scenario 1	Scenario 2	Scenario 3
		Improved "as is"	Combined deliveries, pick-ups and swaps	
Deliveries	5 min	08 ^h :00 ^m to 20 ^h :00 ^m	08 ^h :00 ^m to 20 ^h :00 ^m	2 hour window chosen by Customer between 08 ^h :00 ^m to 20 ^h :00 ^m
Pick-ups	7 min	16 ^h :00 ^m to 20 ^h :00 ^m		
Swaps	10 min	08 ^h :00 ^m to 20 ^h :00 ^m		

Scenarios 1&2 – comparison

Scenario 1

Improved “as is”

Services	Vehicles	Kms	Time				Kg.	M ³
			Total	Driving	Service	Break		
900	19	767	137 ^h 09 ^m	32 ^h 15 ^m	85 ^h 54 ^m	19 ^h 00 ^m	5.640	33,8

Scenario 2

Combined deliveries,
pick-ups
and swaps

Services	Vehicles	Kms	Time				Kg.	M ³
			Total	Driving	Service	Break		
900	10	258	106 ^h 11 ^m	12 ^h 17 ^m	85 ^h 54 ^m	8 ^h 00 ^m	5.640	33,8

Scenario 2

vs

Scenario 1

Vehicles	Kms	Time			
		Total	Driving	Service	Break
9	509	30 ^h 58 ^m	19 ^h 58 ^m	n/a	11 ^h 00 ^m
47%	66%	23%	62%	n/a	58%

Scenarios 2&3 – comparison

Scenario 2
Combined deliveries,
pick-ups
and swaps

Services	Vehicles	Kms	Time				Kg.	M ³
			Total	Driving	Service	Break		
900	10	258	106 ^h 11 ^m	12 ^h 17 ^m	85 ^h 54 ^m	8 ^h 00 ^m	5.640	33,8

Scenario 3
Customer chosen 2
hour time-windows

Services	Vehicles	Kms	Time				Kg.	M ³
			Total	Driving	Service	Break		
900	39	951	148 ^h 45 ^m	38 ^h 51 ^m	85 ^h 54 ^m	24 ^h 00 ^m	5.640	33,8

**Scenario 3
vs
Scenario 2**

Vehicles	Kms	Time			
		Total	Driving	Service	Break
29	693	42 ^h 34 ^m	26 ^h 34 ^m	n/a	16 ^h 00 ^m
74%	73%	29%	68%	n/a	67%

The Magic?

Optimize, orchestrate, track & trace every single delivery with
Last Mile Digital Platform[©] PROPRIETARY processes & tech



Easily integrate all resource and constraints via API



The TRUE Magic



Hamada Shather
DevOps Eng.

> 12 years Multi-Cloud



Fátima Caro
Business Development

> 5 years



Miguel Angel Verdugo
Business Development

> 15 years



Carlos Tapia
Finance

> 25 years Corp. Fin.



Daida González
Software Architect

> 15 years .NET



Angel Batalla
Last Mile Expert

> 35 years Global SC



Lis Fernández
Operations

> 10 years Ops.



Full-time



Part-time



Advisor

The Last Mile Digital Platform[©] is **Science-based**



European
Commission

Horizon 2020
European Union funding
for Research & Innovation

Call LC-MG-1-10-2019

- **Six european cities:** Systematic evaluation of innovative smart city logistics ideas and solutions in real life use cases.
- **City of Solingen:** Multi-carrier consolidation centres at periphery. Single carrier for all Courier, Express and Parcel within the City limits.

Call INNOSUP-01-2018-2020

- **LogInn:** Cluster-driven innovation in new logistics value chains.

The Last Mile Digital Platform[®] is



SaaS Targeted to Enterprises and Corporates

Published in Microsoft's AppSource as a line-of-business application that provides a safe experience for customers.



Azure Certified

>99.9% uptime, hyper-scalable, single sign-on, secure infrastructure with advanced threat detection.



Operable around the world out-of-the-box

Designed and developed for a very efficient national and international growth. Will benefit from economies of scale.

Initial Target Segments

HORECA Food Distributors

No significant competition in this space. Higher margin than Grocery.

First pilot well under way. Tri-temp food delivery to 5.500 customers in 80.00 km², from 2 warehouses and 6 platforms.

HealthTech - Prescription Drugs Home Delivery - **Blue Ocean**

Will supercharge our Last Mile Digital Platform[©] into:

- An interoperable system to identify, track and trace prescription drugs.
- Help protect all the stakeholders -especially patients- from counterfeit, stolen, contaminated or harmful drugs.

Working on first pilot with major Spanish Pharma wholesaler.

Single or
Multi tenancy

SaaS

One-time setup

Pay-per-service

H2020 Projects

HORECA Wholesaler – Catalonia

Co-selling agreement with  Microsoft

Expected 2019 ARR with core team – 100 K €

ARR limited by sales resources

Looking for **400 K €**

Existing Last Mile Digital Platform[©] spend on

Sales, Sales and Sales

a couple of associates

(some monies in Marketing too)

Prescription Drugs Home Delivery spend on

Supercharge our Last Mile Digital Platform[©] with:

- Blockchain & other DLTs Verifiable Credential Solutions.
- Digital Identities Wallets.
- Blockchain & other DLTs Transaction Recording and Smart Contracts.

Presentation available @
<http://www.lastmile.team/ipic>

Daida González

dgonzalez@lastmile.team

+34 609 477 919



Lis Fernández

lfernandez@lastmile.team

+34 648 204 994



Angel Batalla

abatalla@lastmile.team

+34 629 179 771

