





In recent years we've seen many attempts
to solve the last mile challenge...

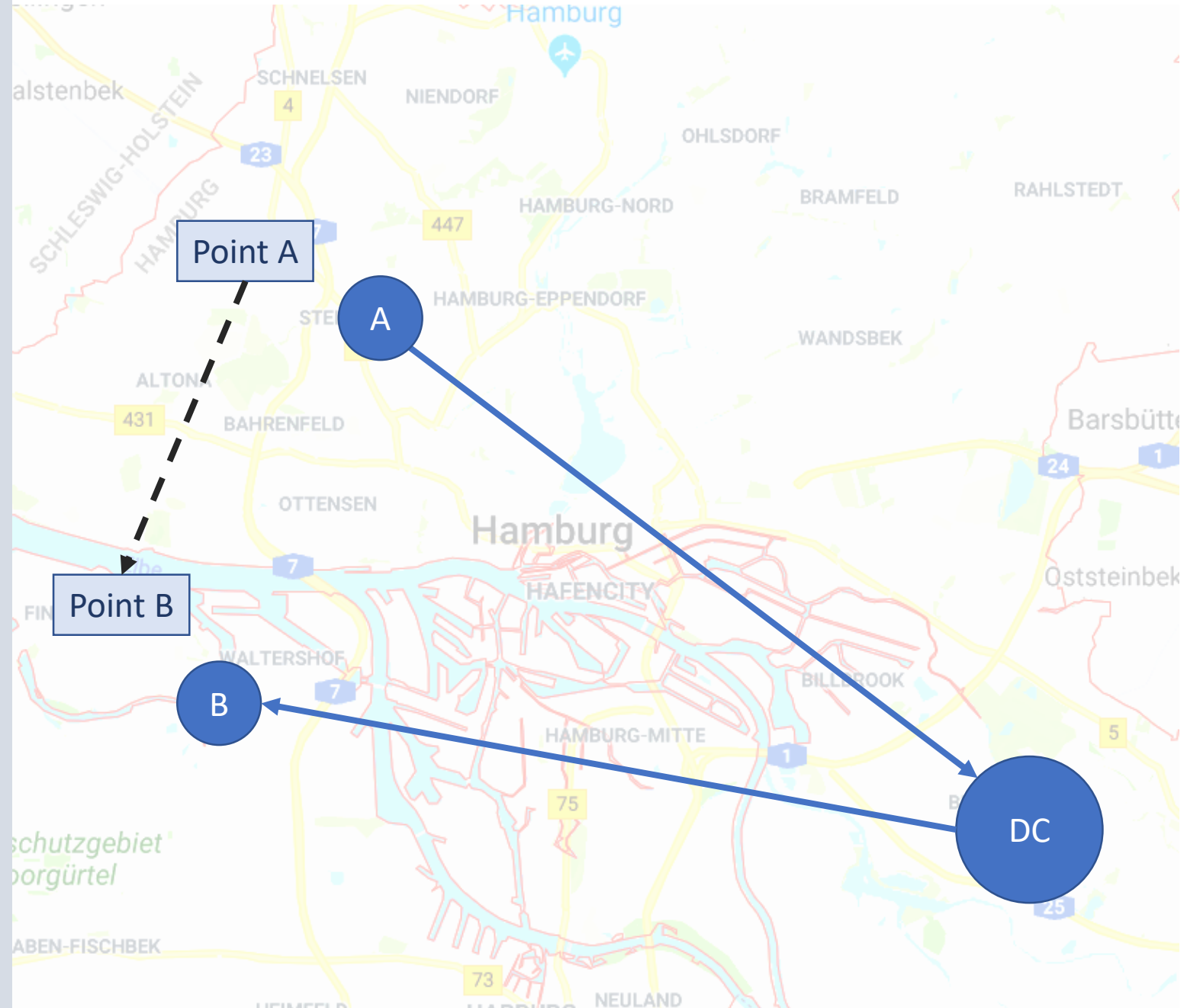


The problem of the last mile

But none of them touches the core business of logistics,
the Hub and Spoke

Hub and Spoke

When a parcel is sending from one neighborhood to the next neighborhood, the parcel will move to distribution center and will arrive to its destination only the next day.

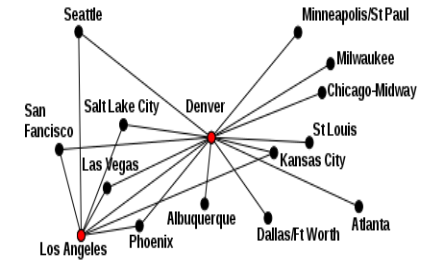


Hub and Spoke distribution evolution

Airlines – 50's



Pioneered by Delta Airlines in 1955.

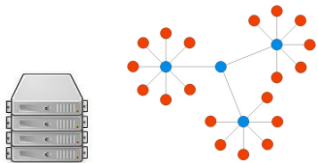


Logistics – 70's



Revolutionized the logistics industry by Federal Express in 1971.

Telecommunications – 80's



Adopted by the telecommunications technology in the late 70's.
(Star Network Topology).

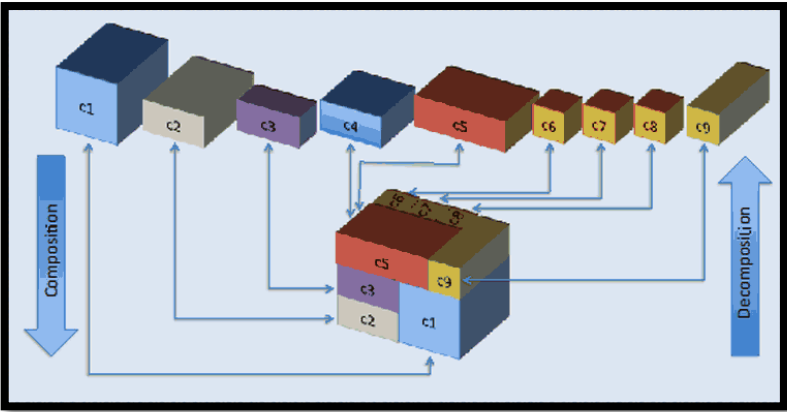


The only industry that progressed from the hub and spoke to the next generation, is telecommunications.



Physical Internet

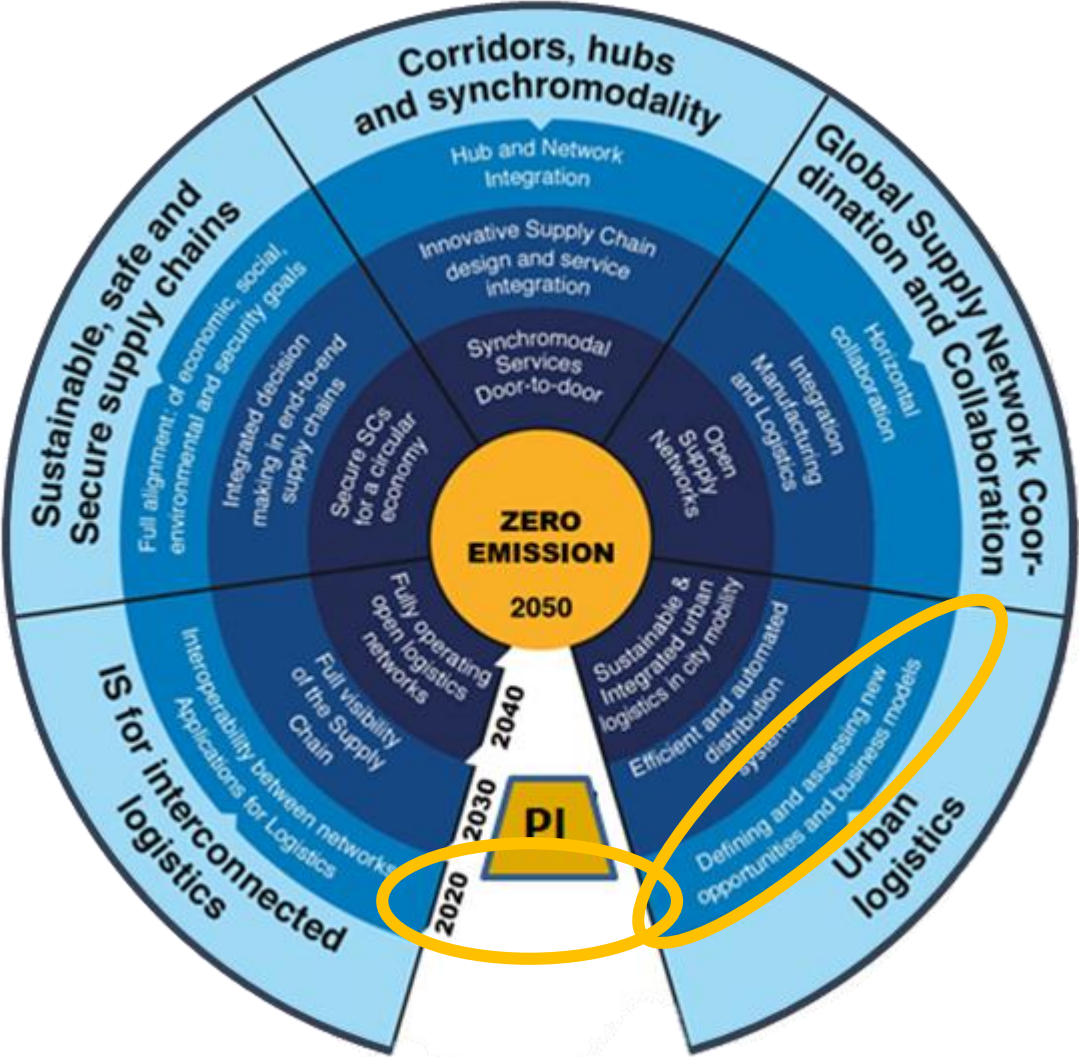
Physical Internet

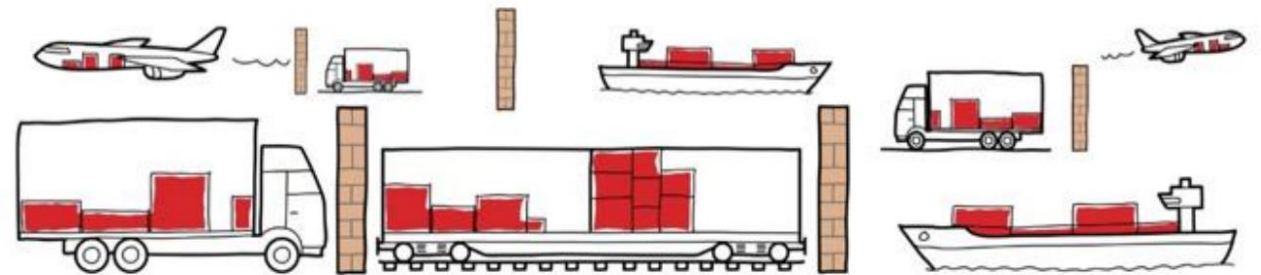
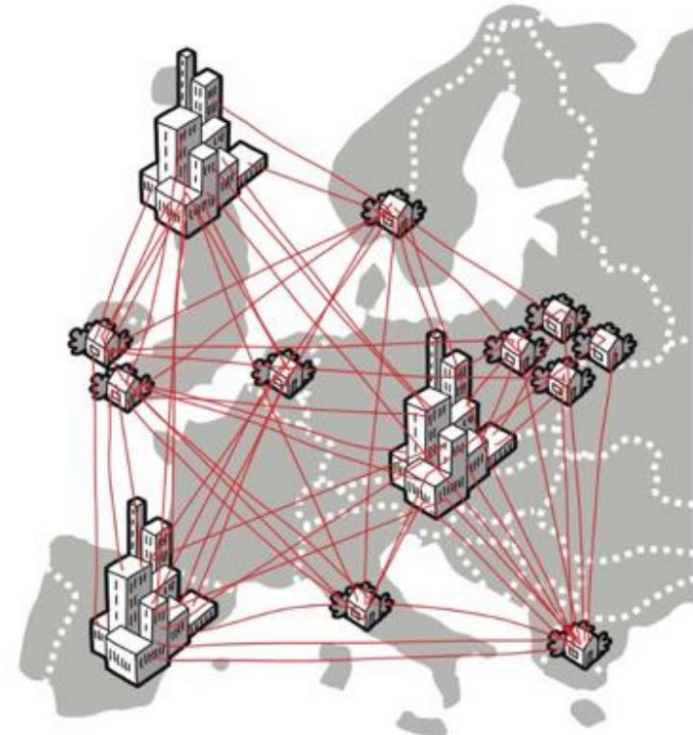
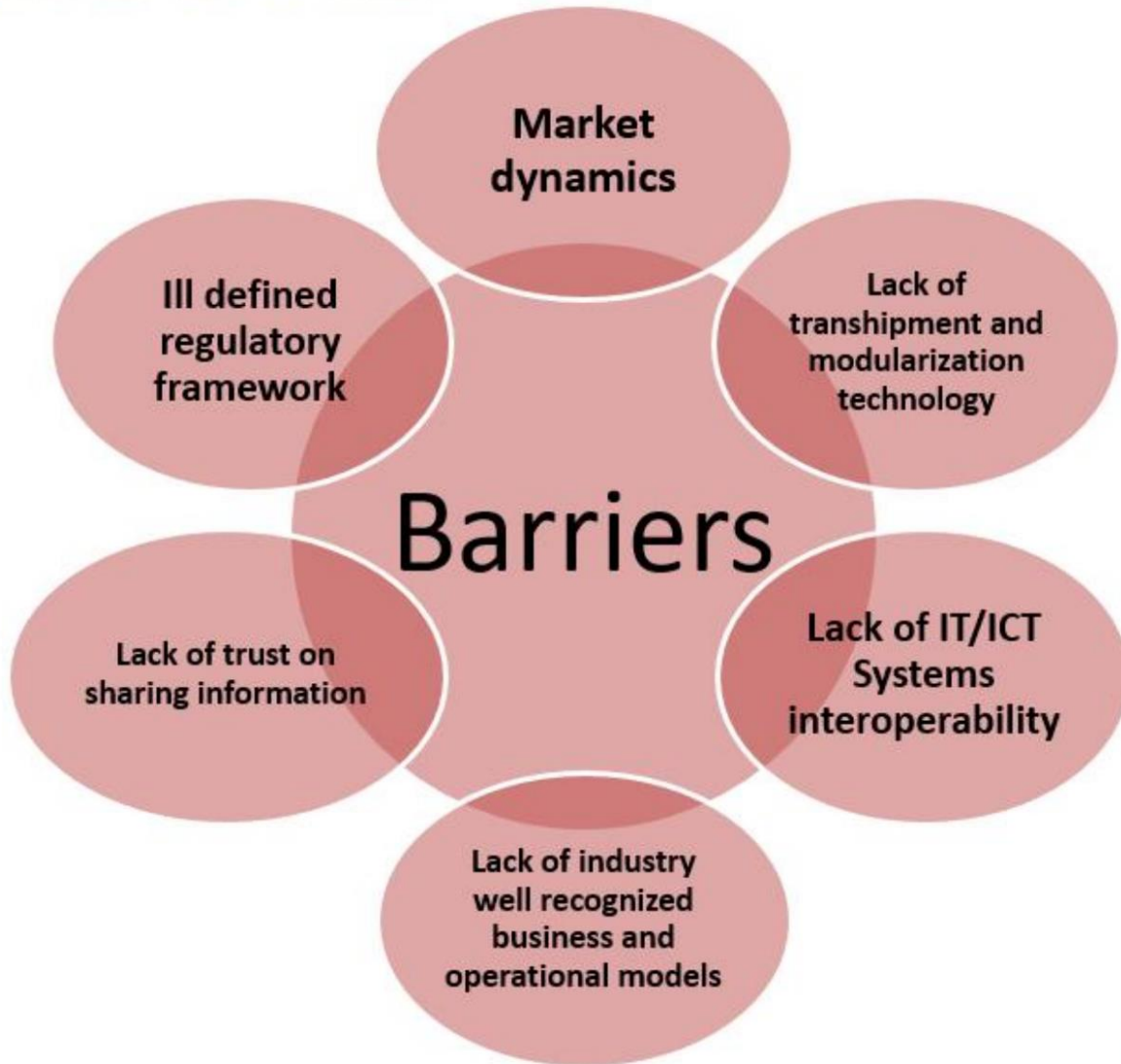


ALICE

(Supported by Horizon 2020)

<http://www.etp-logistics.eu/>



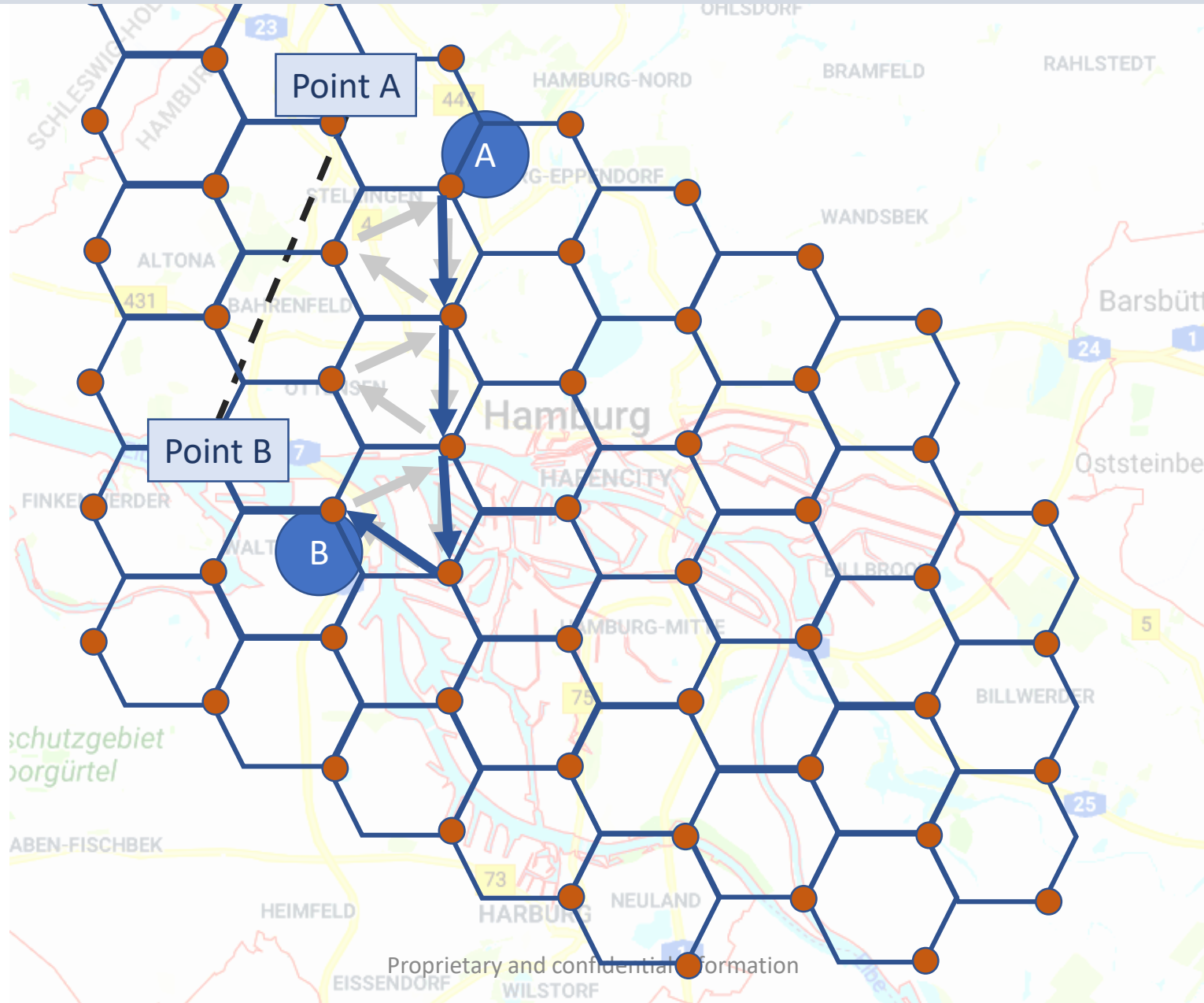




Mesh network for deliveries

How does it work?

Relay run



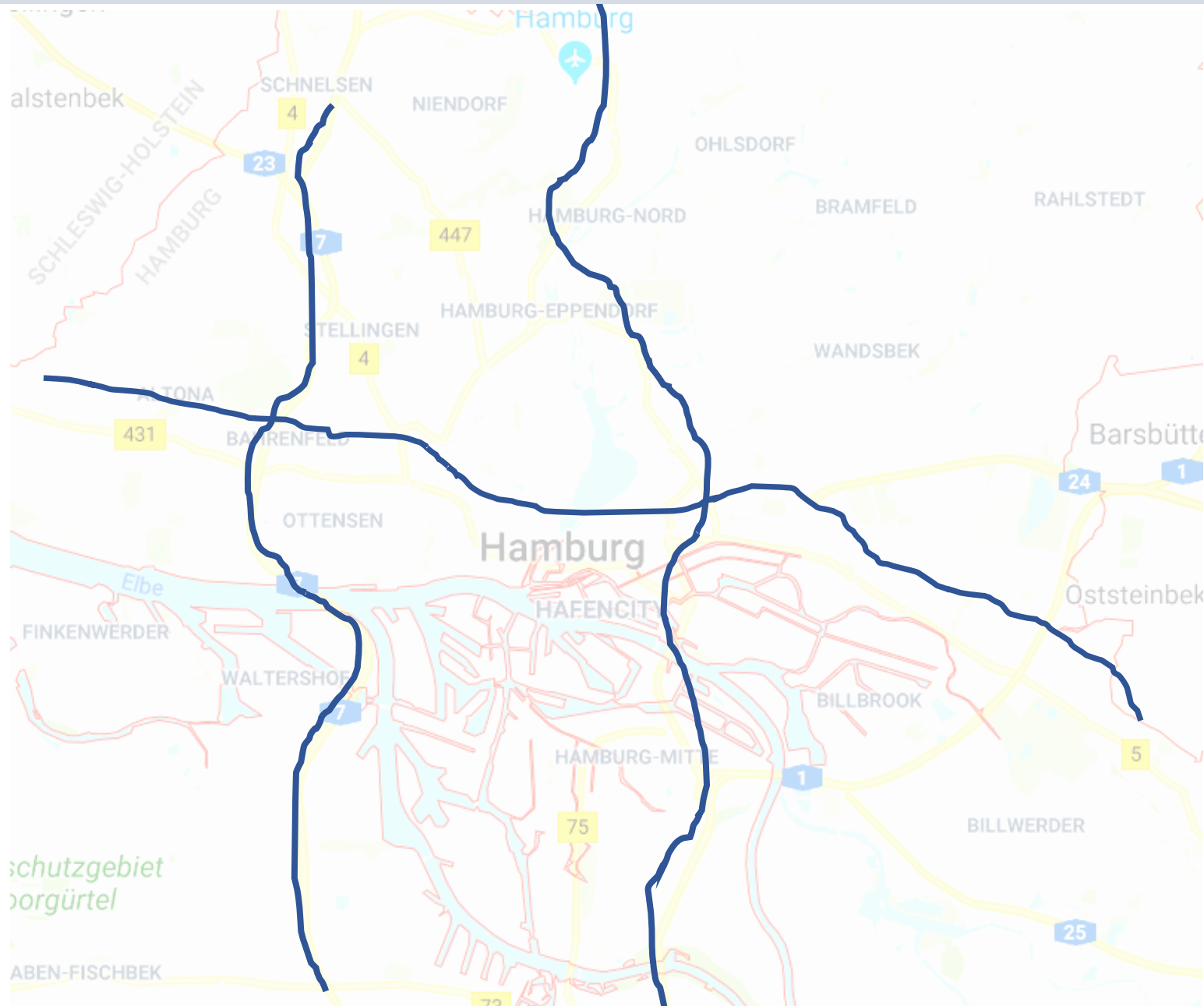
Mesh network

Time: 2-4 hours

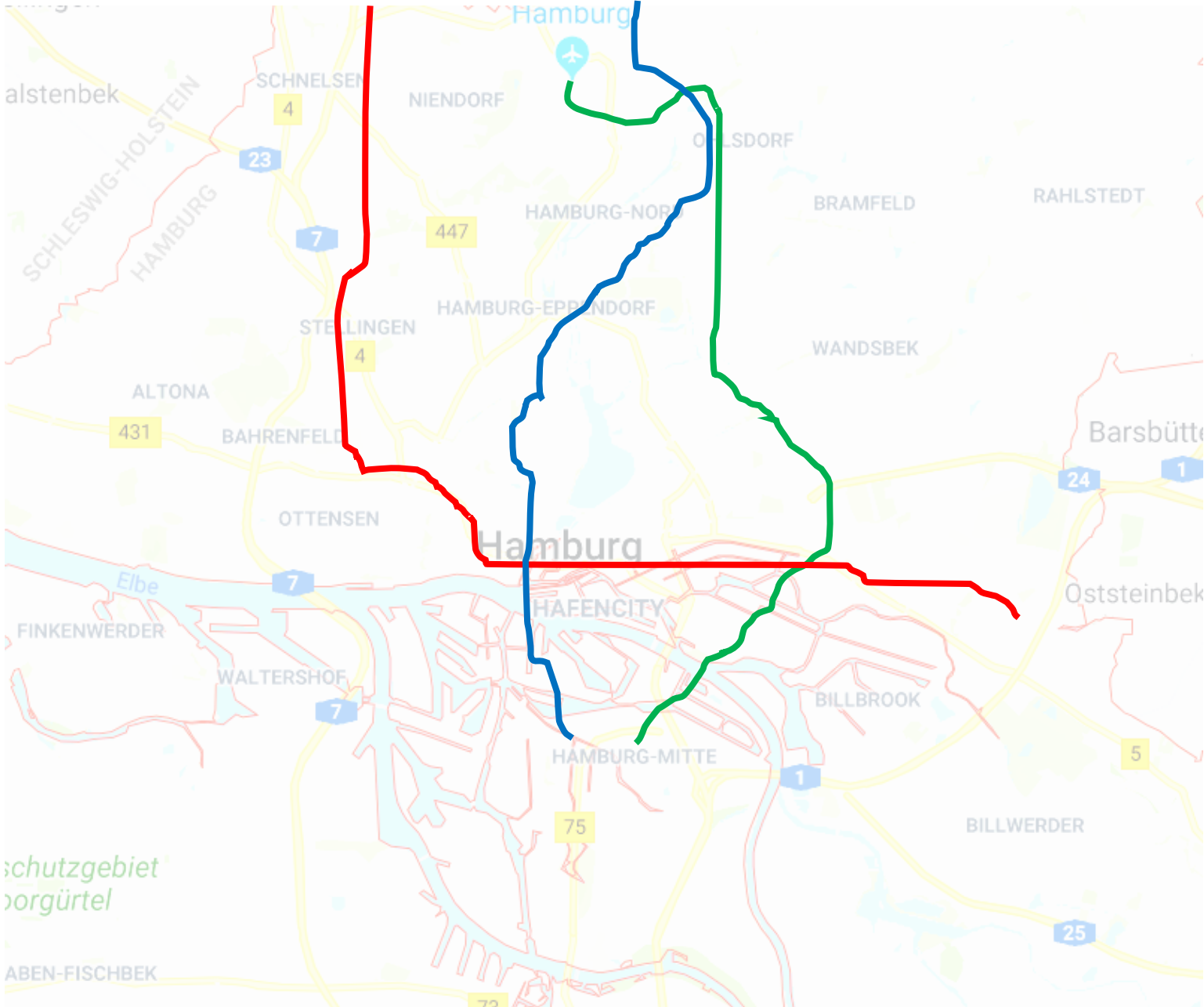
Cost: ~\$2.00

Proprietary and confidential information

Additional drivers accelerate packages on the highways



Additional employees can accelerate packages via the public transportation





Mesh network for deliveries

No handshake, minimal effort

Digital standard for packages

Sorting devices to be located at the C-Stores

Efficiency: Stations located in many different places

Gas stations



Coffee shops



Business centers (B2B)



Phase 2

Convenience stores



Phase 1

Fast food

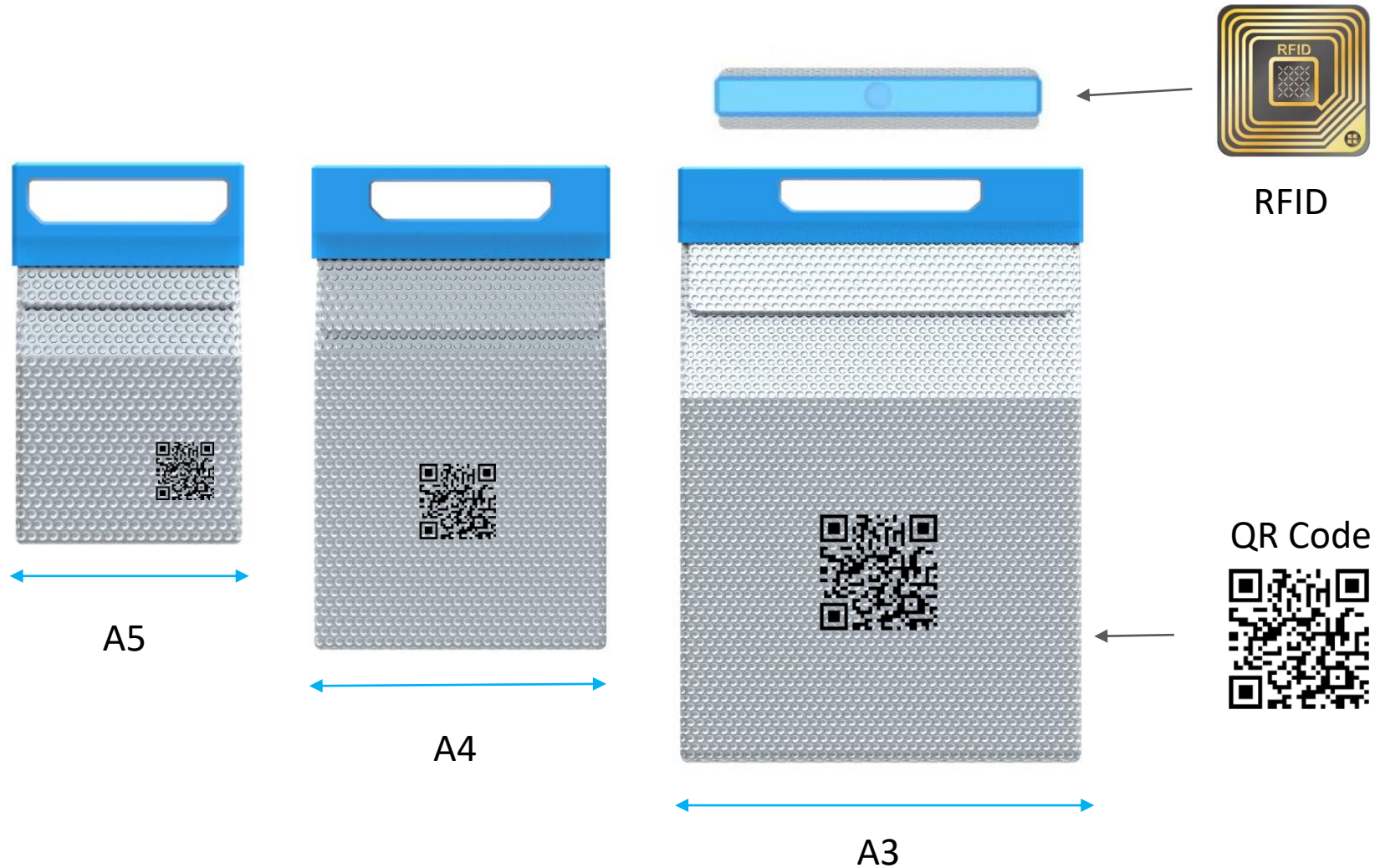


Residence houses



Phase 3

Secured packages: No information on the bag, one-time opening



Proprietary and confidential information

Cumberland FARMS





Proprietary and confidential information

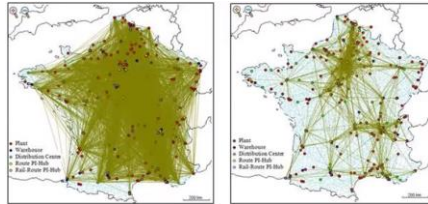


Proprietary and confidential information

The sorting device



Why a city should running the Physical Internet?



Reducing gas emission

Professor Montreuil from Georgia Institute of Technology proves that the concept of the Physical Internet reduces greenhouse gas emissions by about 60%



Leverage local commerce

The local stores in the city are:

- Bigger than Amazon's warehouse
- More varied
- More flexible
- Smarter
- Has existed for hundreds of years

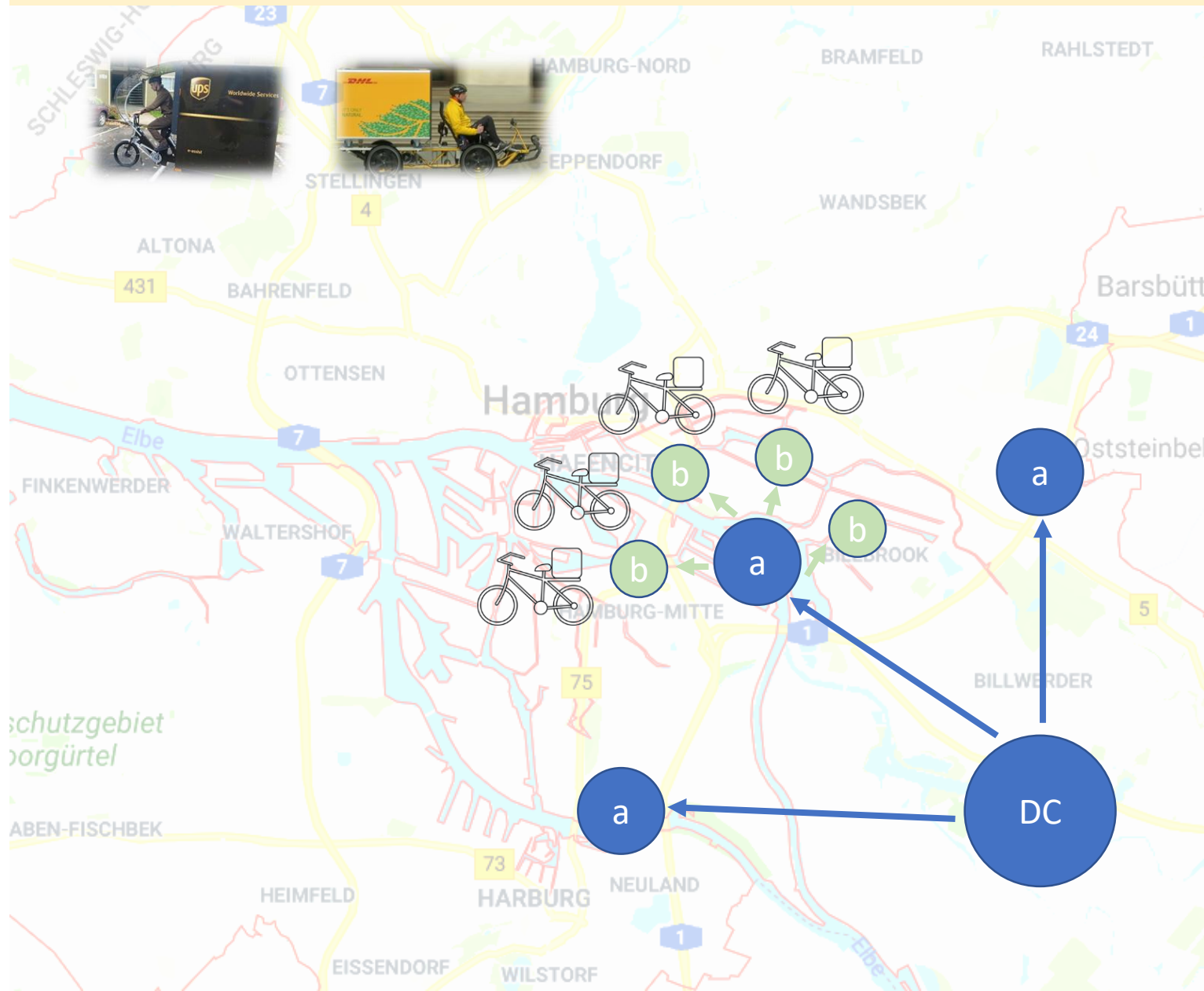


Jobs for Unemployed

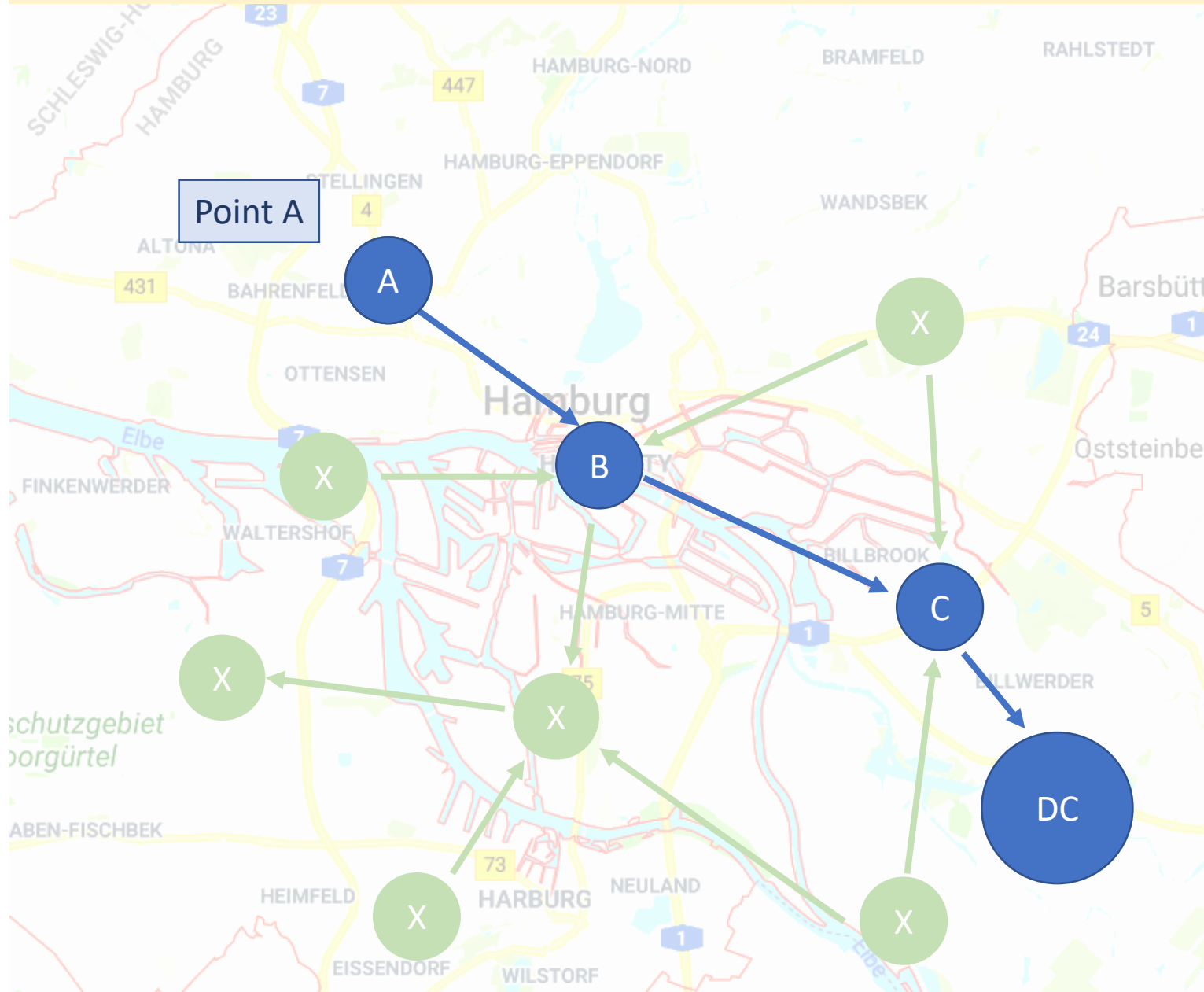
Working with bundle of parcels make it easier to crowdsourcing work and allow everyone takes parcels from stores

The big benefit of the mesh network is the same day delivery.
But the large demand is belong to the last mile...

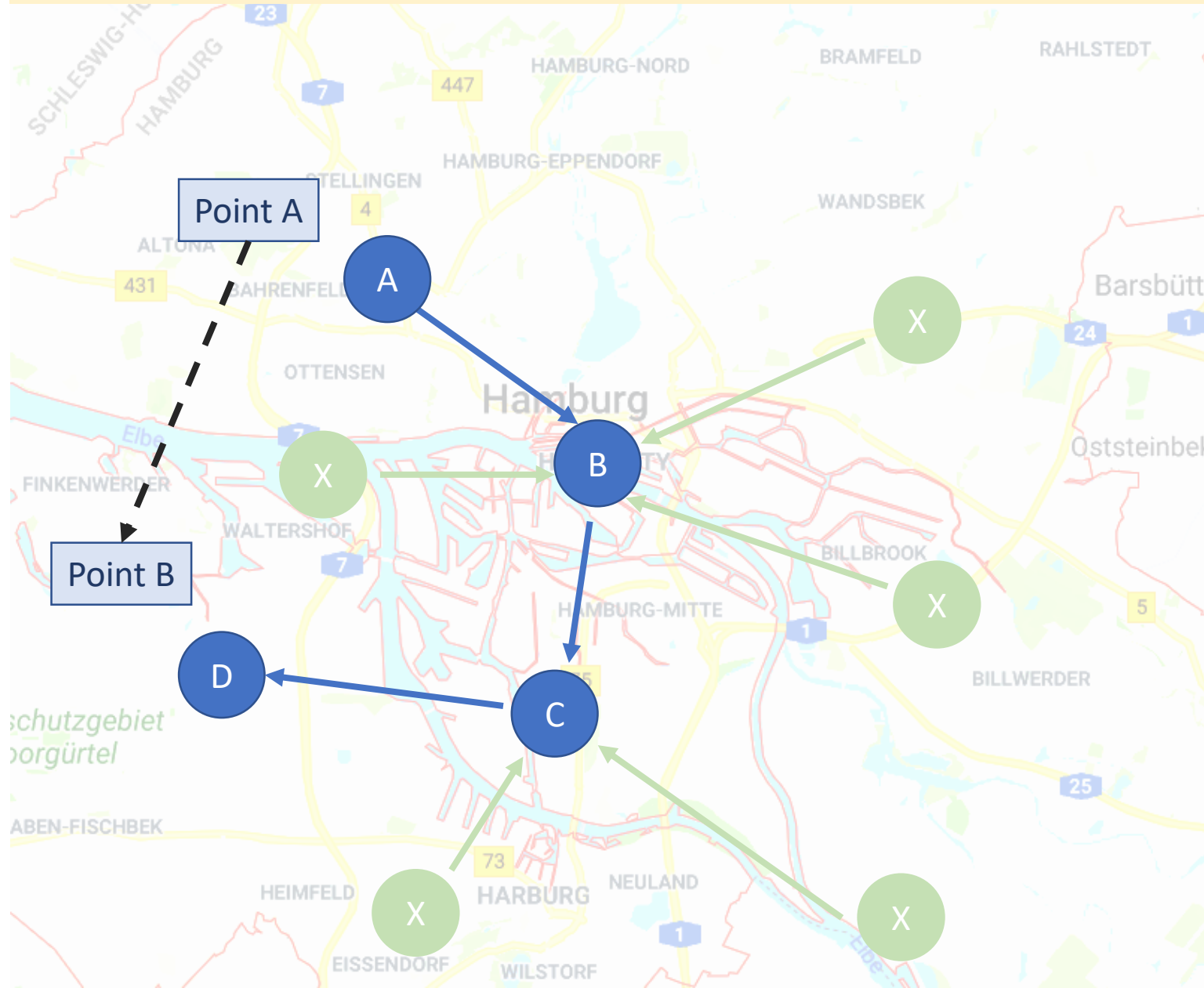
Last mile: High demand, Low price GAP



First mile: More flexible, No price GAP



Same day delivery: Low demand, High price GAP



The team



Yossi Rabinovitz, Co-Founder, CEO
Founder and CEO at Self Point
Former development leader at Retalix (NCR)



Yoav Linik, Co-Founder, COO
Operational manager, Product manager and
R&D manager at Retalix, NCR



Yitzhak Mushkin, Co-Founder, VP R&D
Development leader at Smarteam,
Clarizen and sPark



Martin Kreiter, General Manager, Germany
Division Manager Group Marketing and
E-Commerce Business Development at Hermes



Thank you