



The Digital Disruption: How logistics is changing (and what you can do about it)

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The Year Was 1995



Theory of
Disruption

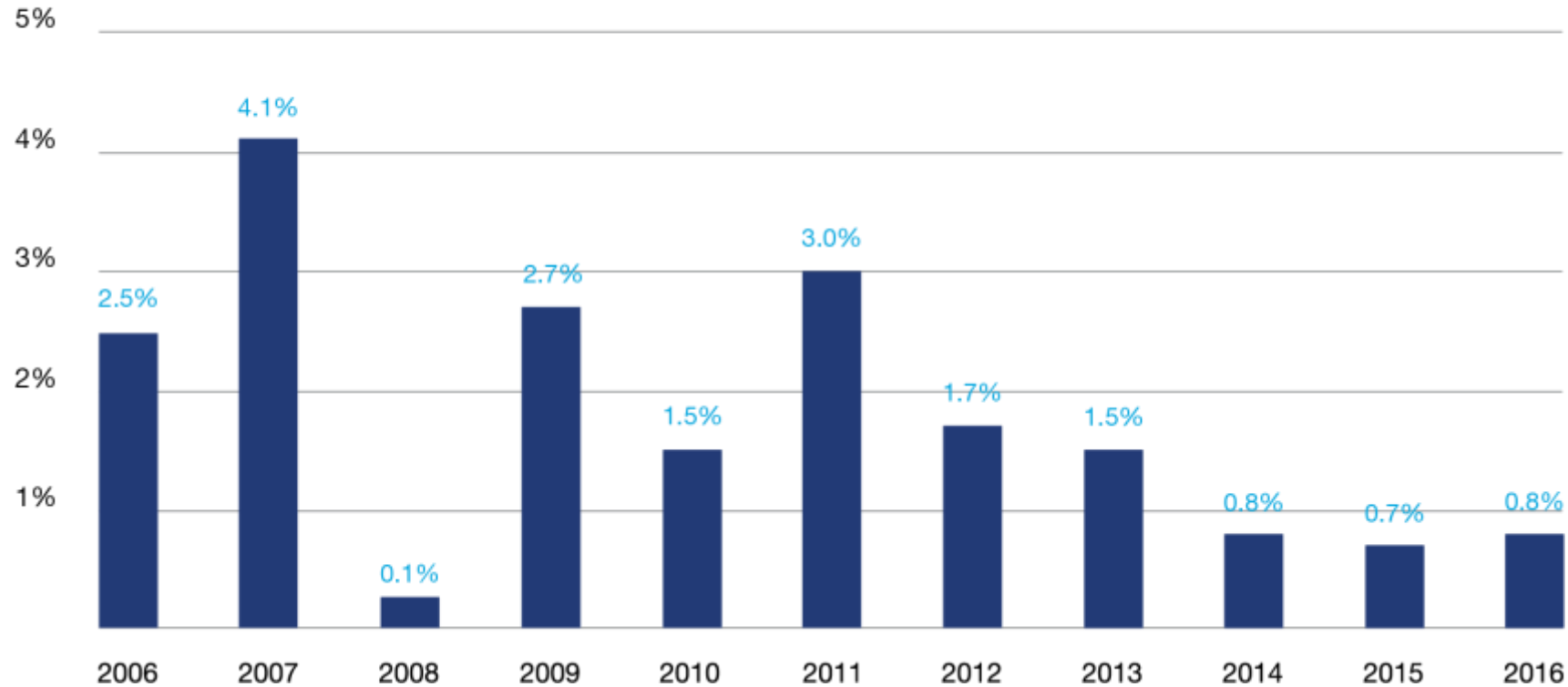
- Clayton M. Christensen



So, is the logistics industry ripe
for **disruption**?

What Leads to Disruption?

INFLATION RATES GRAPH (2006 - 2016)

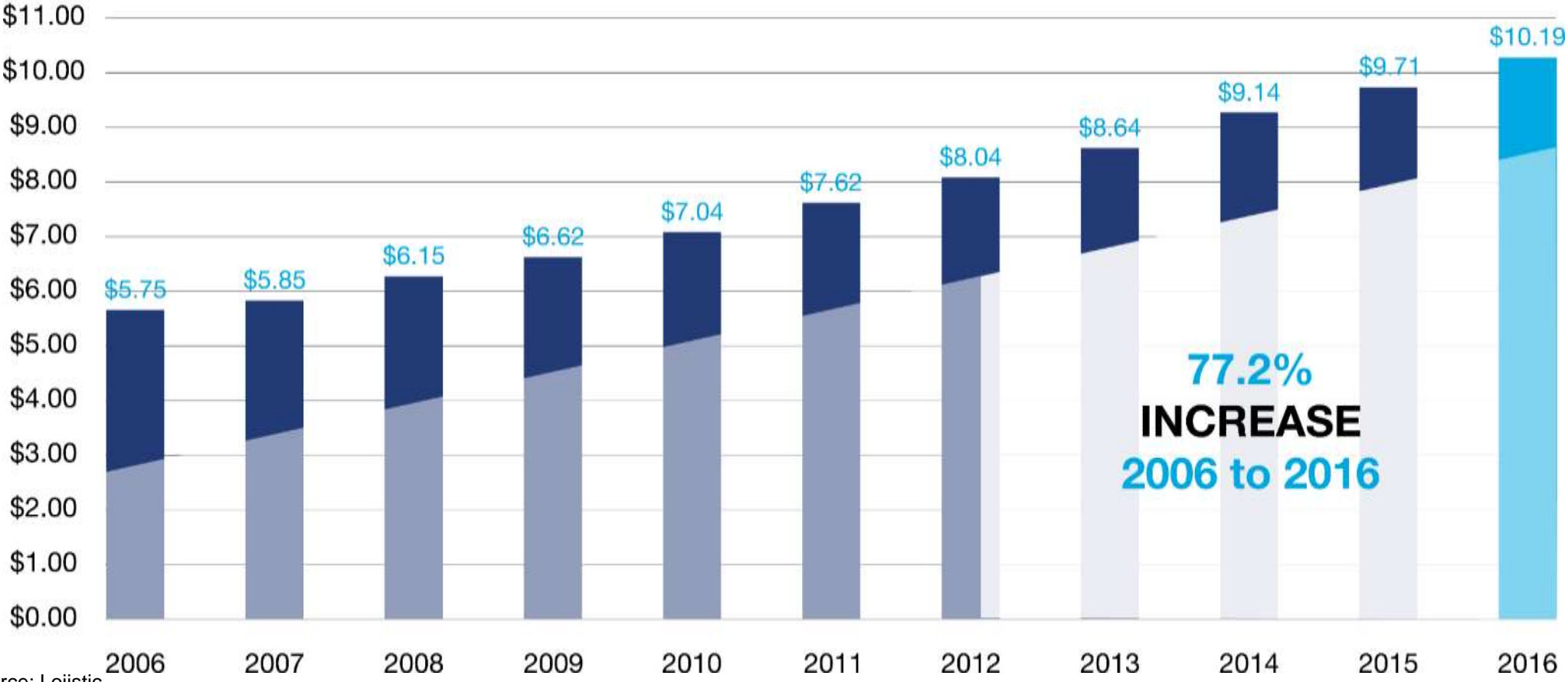


19.4%
Cumulative increase

Source: www.usinflationcalculator.com

Potential Precursors to Disruption

Ground Residential Minimum Charge

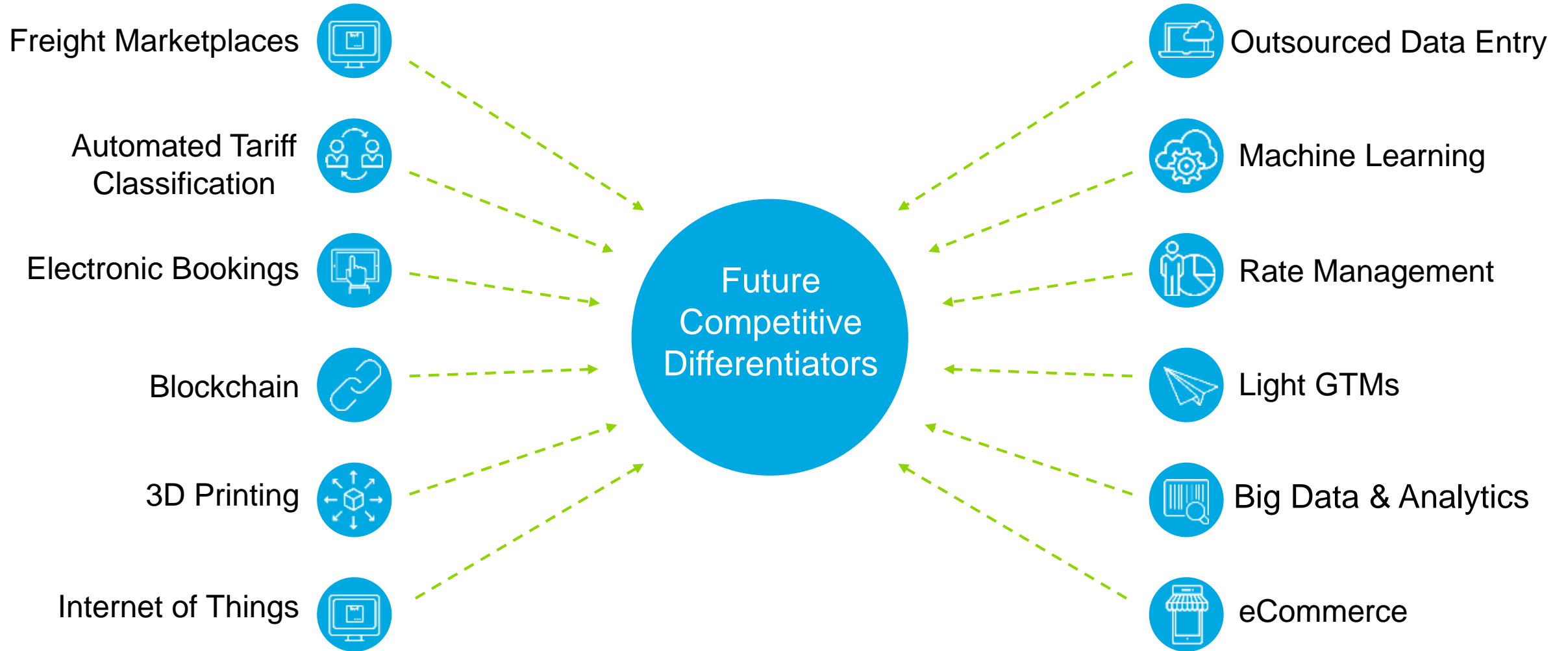


with no underlying product innovation

77.2% INCREASE 2006 to 2016

Source: Lojistic

New Frontiers in Logistics



What is Digitization Exactly?

Digitization

{noun}

The process of converting physical information (text, pictures, sounds etc.) into a digital format.

Effects On Warehouse Operators (High Velocity)



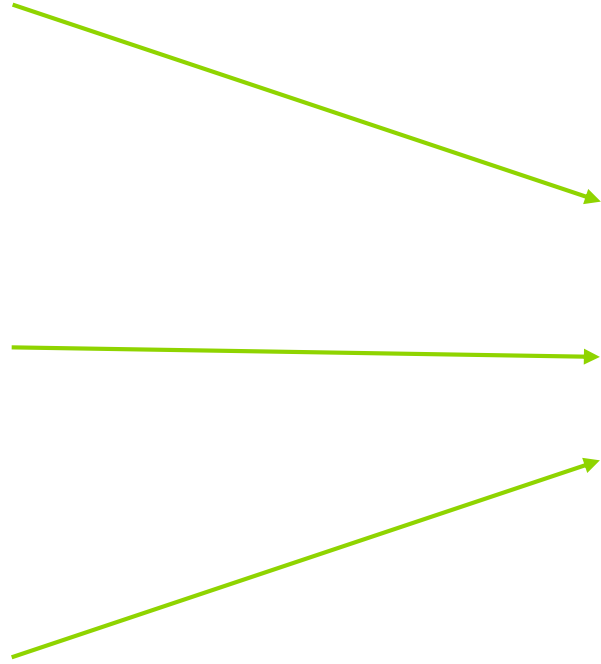
Customs broker



Warehouse operator



Freight forwarder



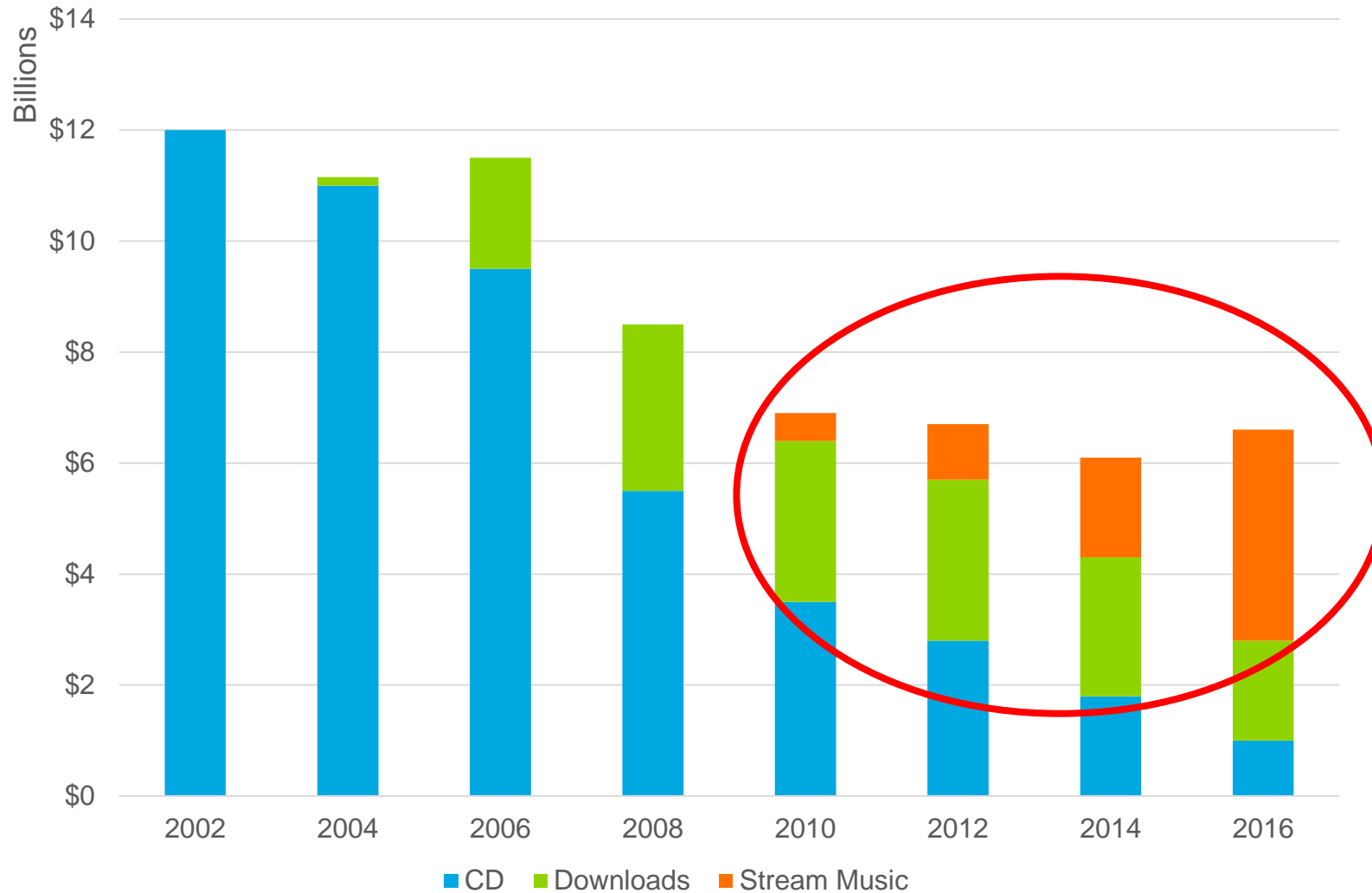
So, what can we
do about it?

Digital Transformation

{noun}

Leveraging digital technologies, processes, and data to improve business operations and create additional revenue.

Music Industry Disruption



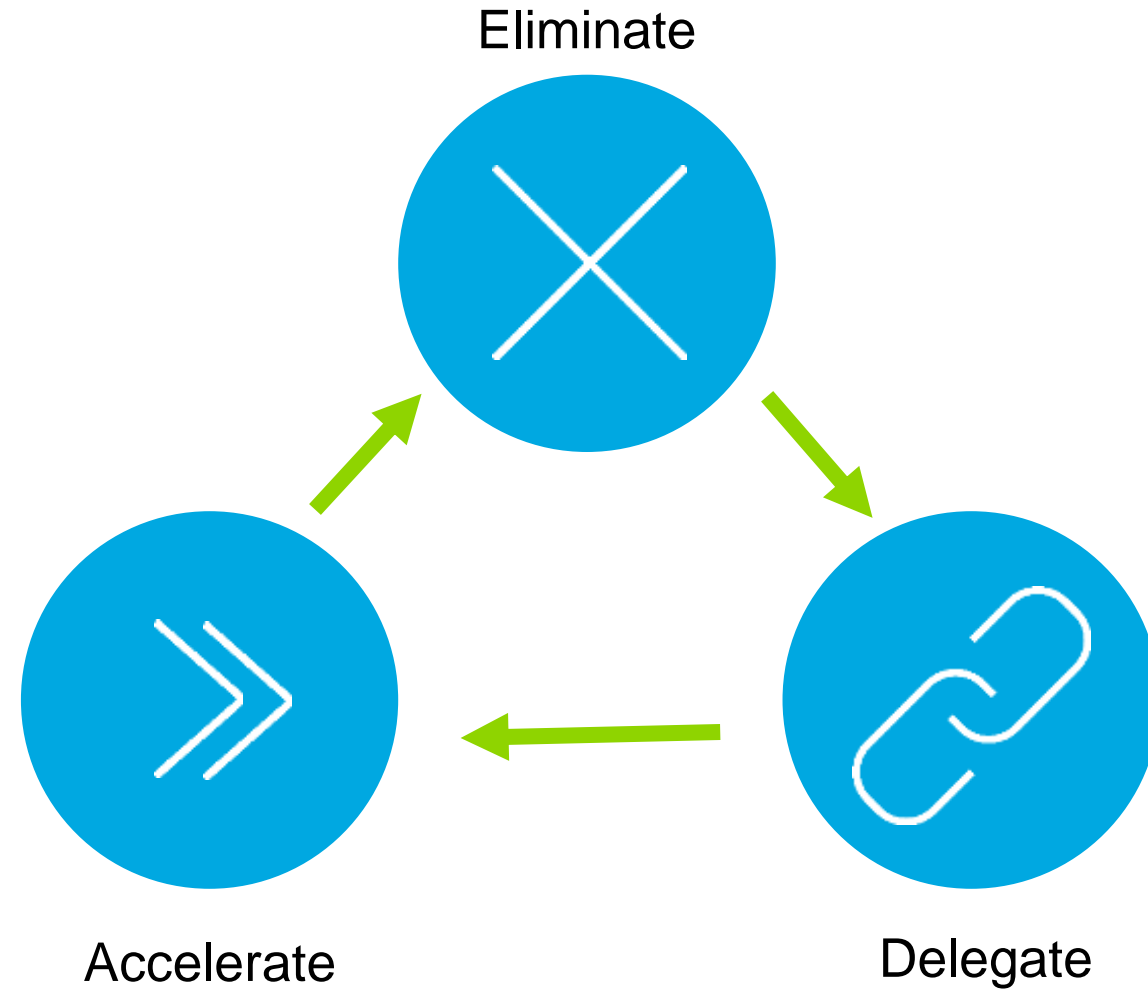
Source: RIAA

Disruption via Digital Transformation

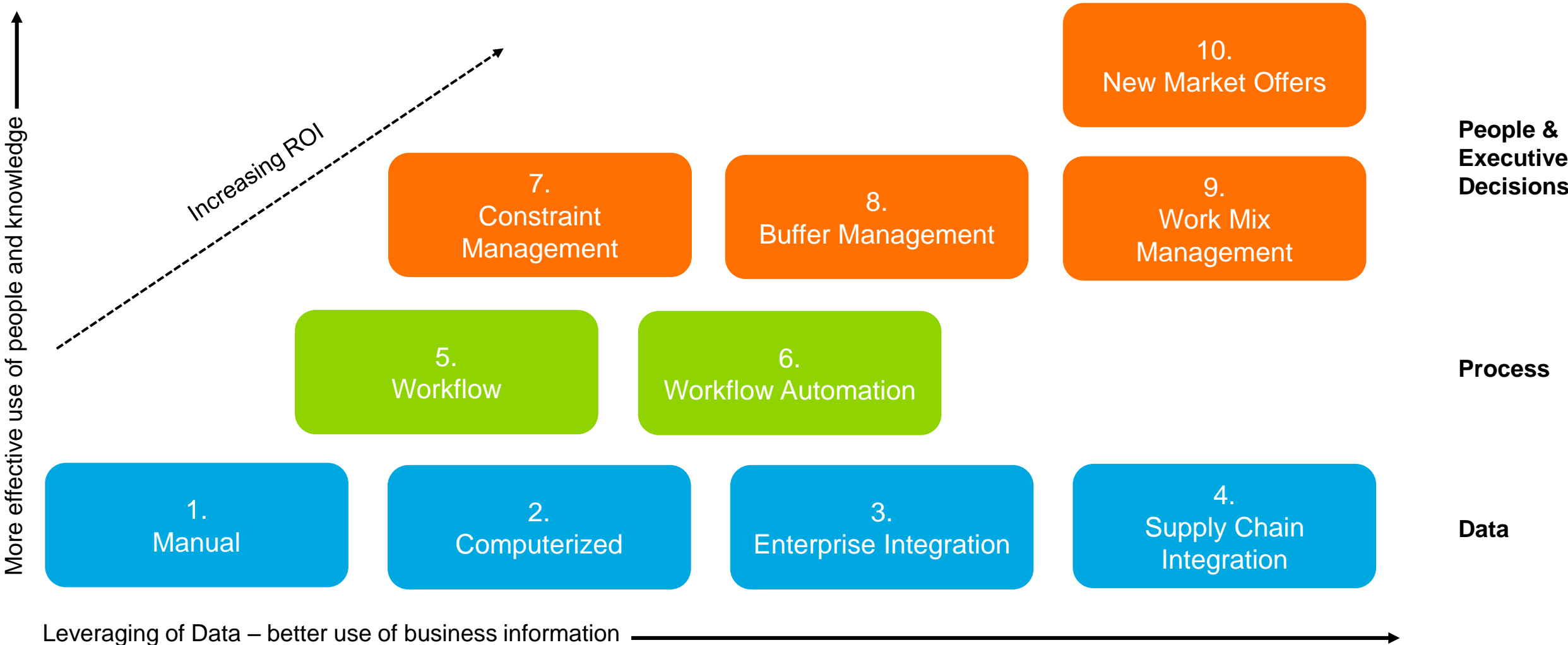
Early **digitization** typically just does the **old** bad **model** faster.

Digital transformation creates a new **user experience** and **business model**.

Digital Transformation in Action



Productivity Framework



What stage are you at?

Digitization?

Digital Transformation?

Disruption?

Our Global Reach

125+
countries ⁽¹⁾

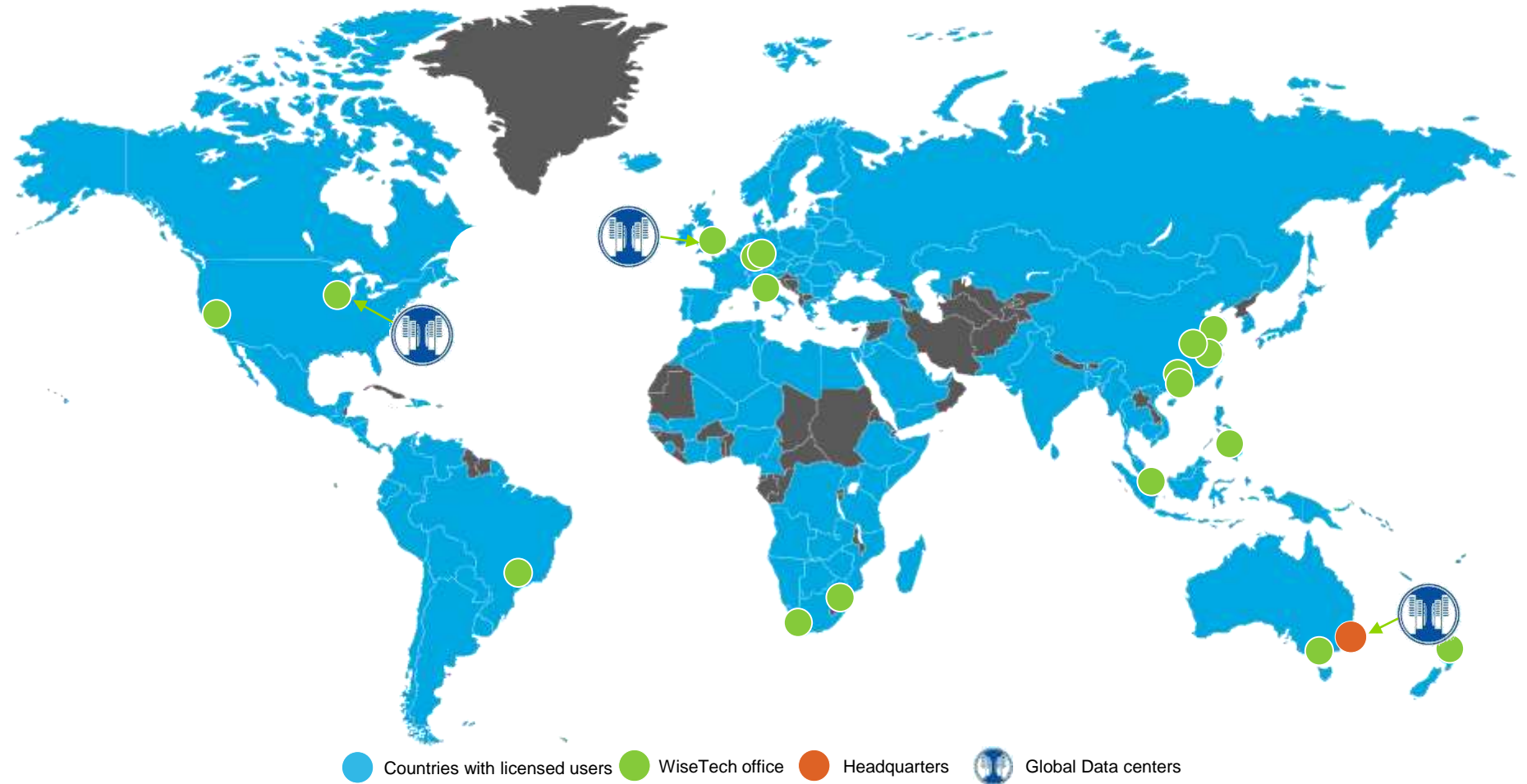
7,000+
customers ⁽²⁾

3+ million
development hours
over 15 years

44+ billion
data transactions annually

>730
employees

1
integrated CargoWise One
global system



(1) Countries in which WiseTech Global software is licensed for use

(2) Customers refer to purchasers of our software. Includes customers on the CargoWise One application suite and legacy platforms of acquired businesses; legacy customers may be counted with reference to installed sites

Thank you



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