

17th Intermodal Africa : 2017
Cape Town
19 – 20 April

TRANSNET



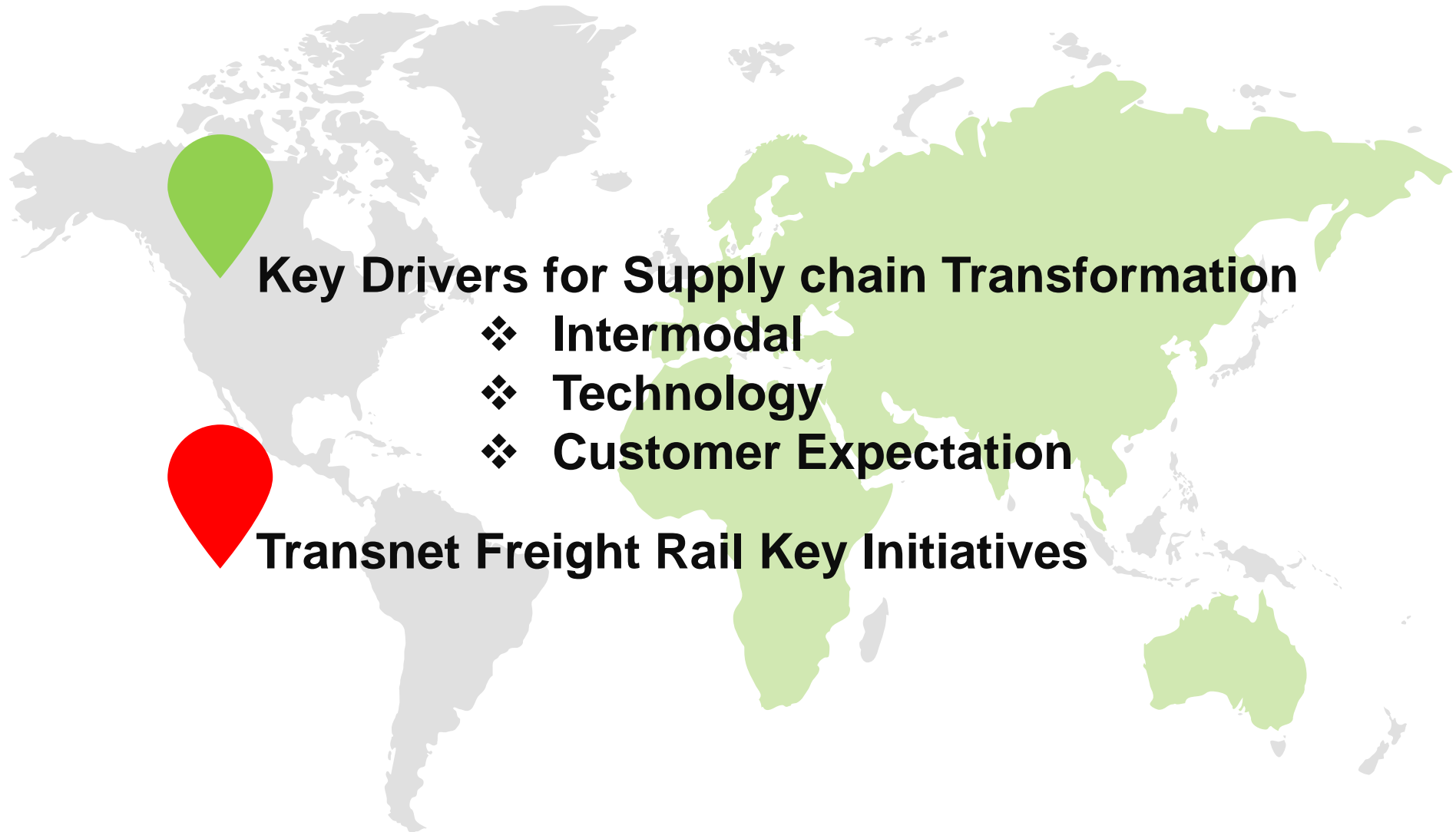
delivering freight reliably



www.transnet.net

Intermodalism & Technology : Transforming Supply Chains

Ms. Phumzile Sithole
Acting General Manager : Commercial
Transnet Freight Rail

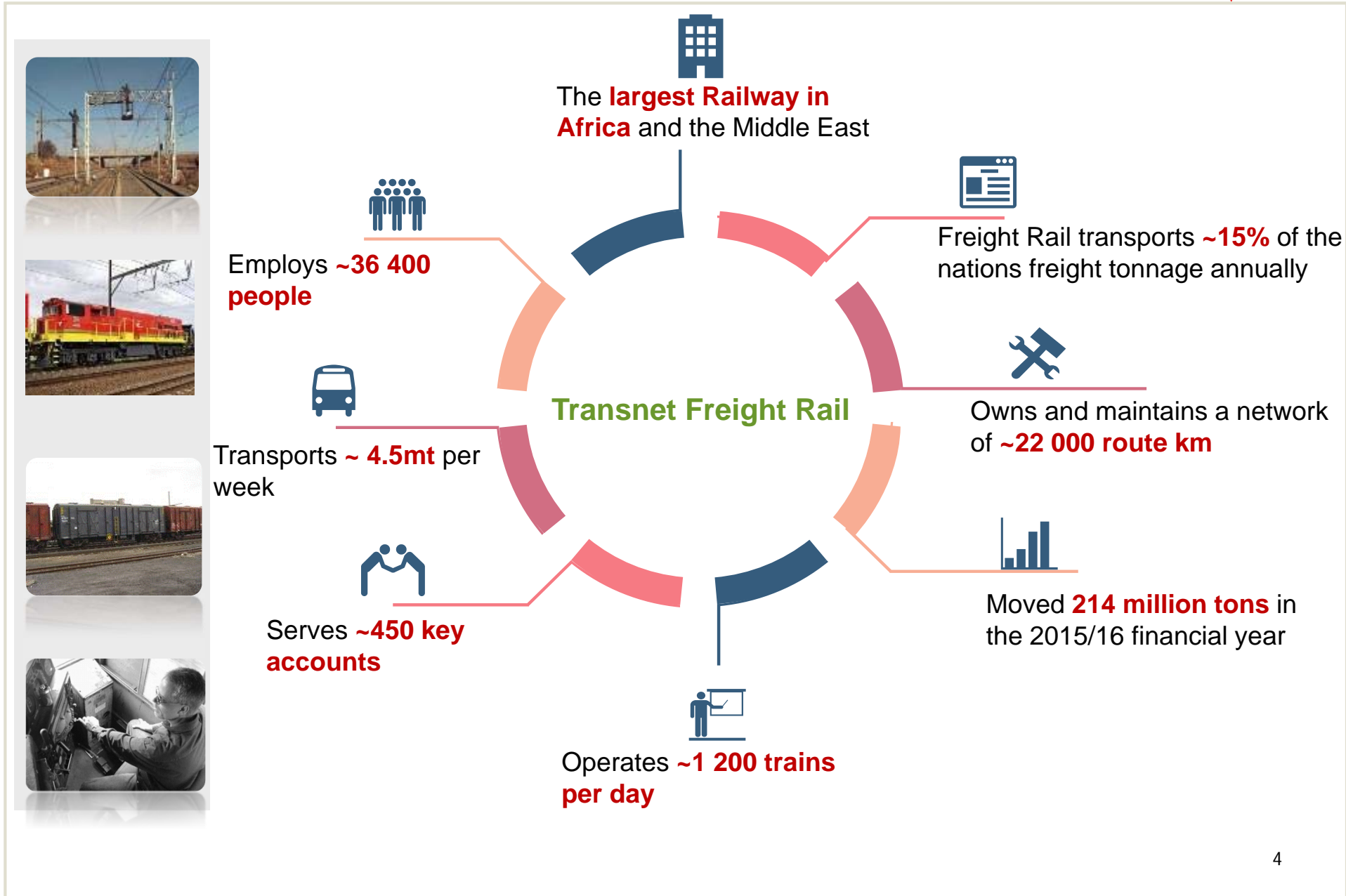


Key Drivers for Supply chain Transformation

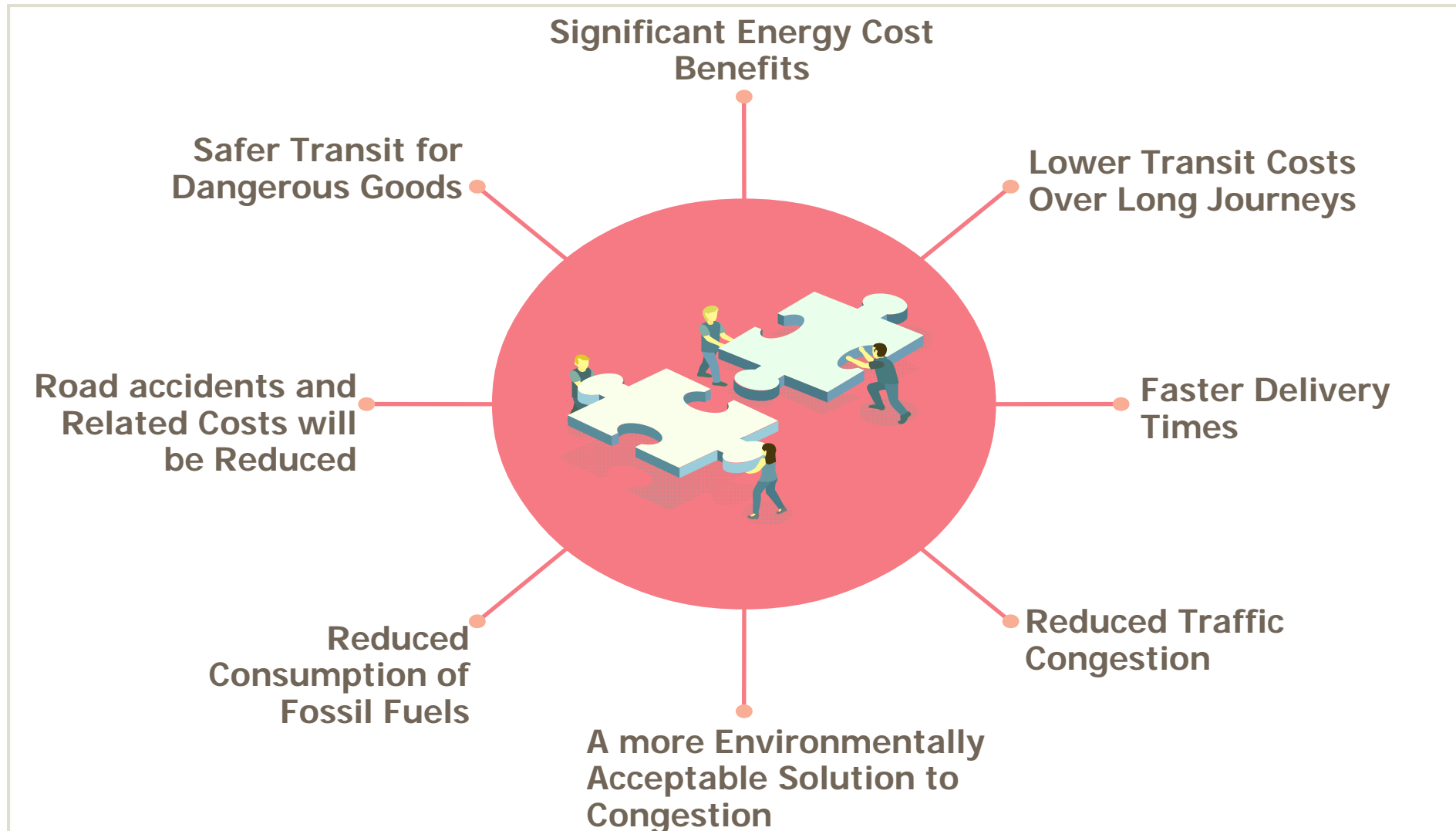
- ❖ Intermodal
- ❖ Technology
- ❖ Customer Expectation

Transnet Freight Rail Key Initiatives

Introducing Transnet Freight Rail



Why Intermodal Transportation is Important in South Africa



South Africa does have one major inadequacy compared to both developing and developed countries which is the lack of *Intermodal Integration* and *Transshipment Facilities*.

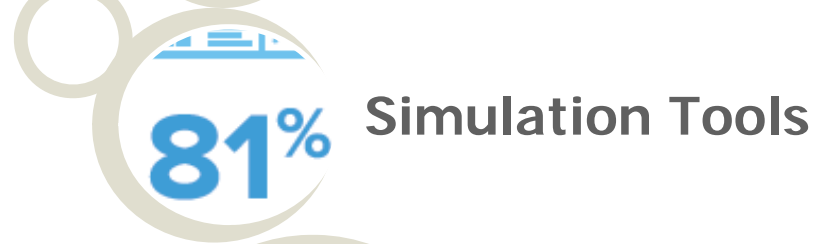
Top Technology Enablers that are Transforming Supply Chains



Digital supply chains have the capability for **extensive information availability** and **superior collaboration** that result in **improved reliability, agility and effectiveness**



Supply Chain
Visibility
Platforms/ Tools



A cross-industry study with 337 executives in over 20 countries reveals expectations on digital transformation



Customers will expect more than just real time

Customers will expect personalised experience

From solutions selling to insight selling

Customers will interact on their terms

Explosion of Digital; Empowered Customers and Acceleration of Innovation are having Profound Impact on **Customer Expectation**



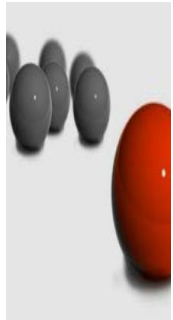
...creating more of a buying ecosystem than individual



Global Business landscapes continue to evolve and change over time, so do its Challenges.



New competitors are entering the market



Product life cycles are getting shorter



Customers expectations now extend beyond cost and service

Companies seek new ways to manage the change and use Supply Chains as a source of Competitive Advantage in the Complex and fast changing business environment

Transnet Freight Rail Key Initiatives

Every industry has its own supply chain dynamics. Transnet Freight Rail is looking to reduce manual "touches", improve cross-organization collaboration, and improve speed to market.

Bimodal Technologies to Advance Intermodalism



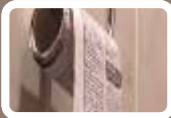
Flexibility - Ability to adapt to changing environment and demand



Safe - Ease and Less handling = Reduced risks



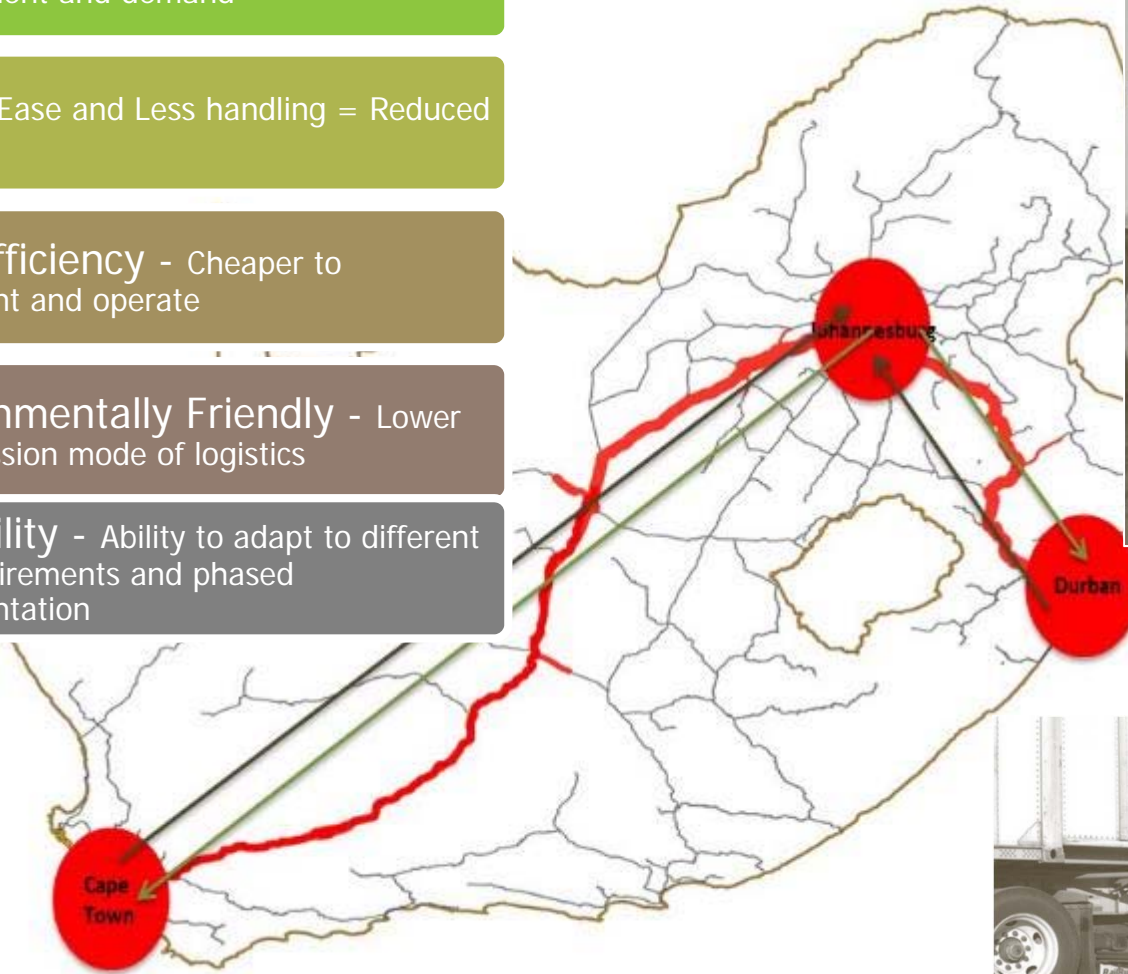
Cost Efficiency - Cheaper to implement and operate



Environmentally Friendly - Lower Co2 emission mode of logistics



Scalability - Ability to adapt to different size requirements and phased implementation



Seamless interchange of freight between road and rail – key national corridors

Transnet Online App for Track and Trace



1 Customer places an order

Predefined orders

- 75 wagons
- 100 wagons
- 50 wagons

Add

- Insurance
- Fast delivery
 - Express – 40 hours
 - Standard – 75 hours

Delivery mode

- Pick up
- Deliver at your premises
- Extended Storage

Total: Confirm

2 Customer receives confirmation

Your train is confirmed

Consignment >
XV134

Departure >
23/04/2016 16h00

Arrival >
24/04/2016 16h00

Call for more information

3 Customer traces an order

4 Proactive notification

Consignment XV134
Possible delay due to storms
23/04/ 2016 – 23h15

Call for more information

5 Customer calls Call Centre

I would like to inquire about my consignment XV134

- Is it consignment # XV134?
- All is in order, train will be confirmed

6 Customer receives confirmation

Your consignment has arrived on time 24/04/2016: 16h00

Would you like storage? YES NO

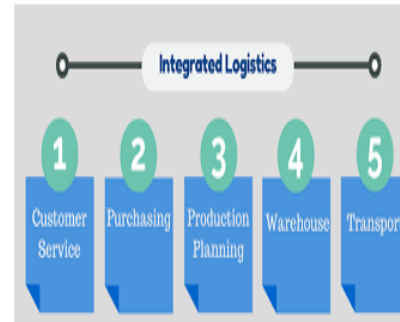
Would you like delivery? YES NO

7 Door to door delivery

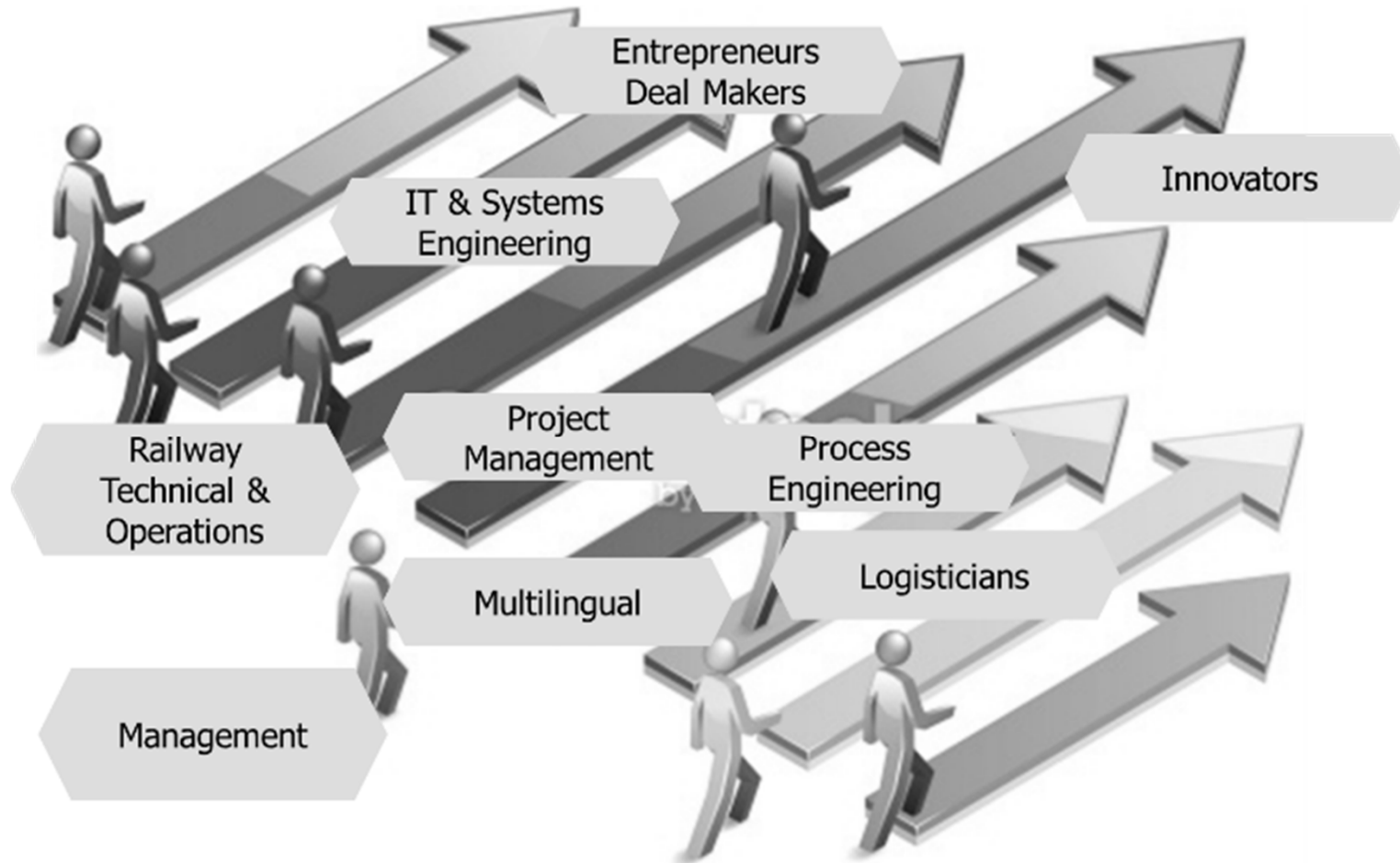


Transnet/GE partnership collaboration to offer reputable digital solutions to service providers and offer universal platforms that will connect service providers to transact with each other.

TRANSNET



- The supply chain is an integrated system
- Truckers, Shippers and Warehouses are all connected to a universal platform and are able to transact with one another seamlessly
- There is visibility to what the other party is about to do/doing for better planning
- Stakeholders are able to gather intelligence through their supply chains
- Operational flexibility to respond to deviations
- Slots / Planned Schedule
- Arrivals and Departures capability

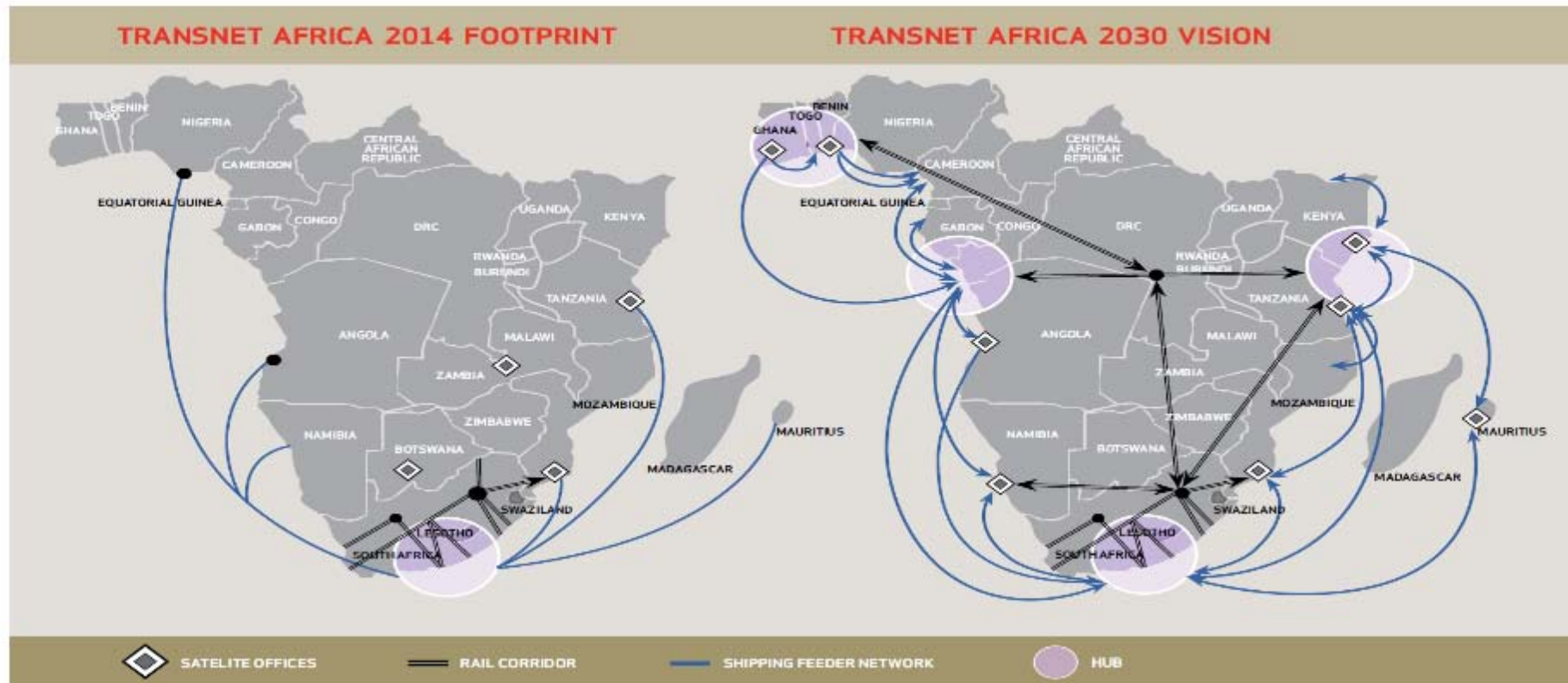


Industry responsibility to develop skills for the future – growth and national competitiveness

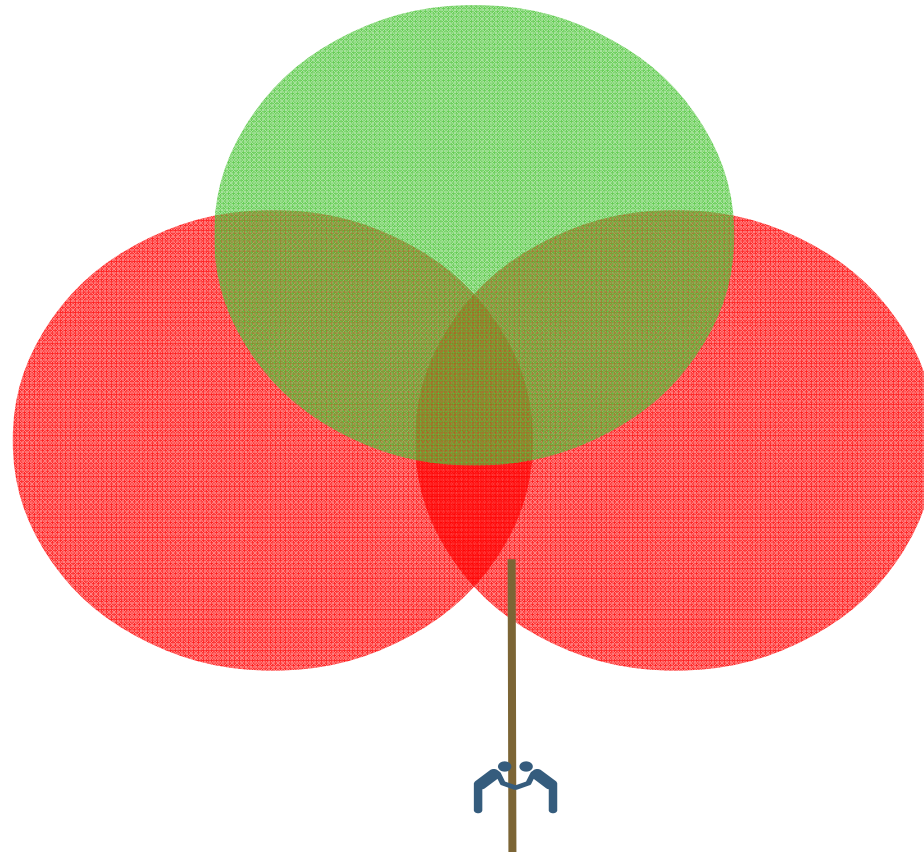
Transnet Africa strategy - Aligned to and Supports the many Initiatives that seek to Improve Regional Integration



Vision: *Transnet is clearly recognised as the leading logistics service provider in sub-Saharan Africa.*



1. Creating a transshipment hub – Promote a complementary port system to further promote intra Africa trade
2. Export sales – Promote Transnet Engineering as the preferred OEM for Africa
3. Geographic expansion – Pursue options to invest in port, rail and pipeline operating concessions through joint ventures
4. Over border volumes – Grow intra Africa rail volumes through connectivity by creating joint operating centres and inter-rail agreements within the region



In a time of Disruption and Change – we need to collaborate across the industry to develop high-performing supply chains that will make our nation competitive

Thank You