

## HEIDELBERG MATERIALS DIGITISES ITS RAILWAY PROCESSES THANKS TO EVERYSENS' RAIL TVMS

As a major actor in the French cement industry, Heidelberg Materials puts the environment and energy management at the core of its strategy. As part of a continuous improvement approach, the digitalisation of their transport processes is an integral part of their environmental policy. Heidelberg Materials's objective is to proactively manage their fleet, obtain reliable ETAs, and increase the overall productivity of their rail activity.



### KEY FIGURES

5 million tonnes of cement sold  
9 manufacturing sites  
More than 380 railway wagons used in France and in Belgium

### Railway processes that remain to be digitised

Nowadays, there is a real challenge in digitising a certain amount of business processes in the railway industry, in order to gain efficiency and drive the operational relationship with the various service providers in the supply chain.

In the case of Heidelberg Materials, as with many industrial companies, some processes are already digitised through the use of business software, but only a few of them partially meet all needs. Both the management complexity (due to the many actors involved in the rail sector) and the railway processes remain a source of lost time and unproductivity.

How has Heidelberg Materials been able to meet its transport challenges, through a mode of transport that requires a lot of complex processes such as railway?

Acting towards transport digitisation, the cement manufacturer Heidelberg Materials wants to proactively monitor its transport from A to Z, by automating time-consuming tasks, and to increase the overall productivity of its railway activity.

Until then, Heidelberg Materials had been using a multitude of tools for the same procedure, and was unable to communicate with all of its carriers via a single platform.

The company then called on Everydens to work on the interoperability of its data, but also on the centralisation of information.

## What were Heidelberg Materials's challenges?

### Use of archaic railway tools

Prior to the EverySens solution's deployment, Heidelberg Materials's transport process management was complex: their tool only allowed them to communicate with some of their carriers, whereas the operational teams dealt with numerous railway companies.

Indeed, the cement manufacturer had only one tool to automatically connect to a single railway company (Fret SNCF) and had to send a document via e-mail for another one.

Although functional, their tool could not digitise the entire transport reservation, nor to monitor its execution or compliance once it had been made.

Moreover, several tools were needed to perform only one procedure at a time: in other words, performing simple operations was unproductive and time-consuming.



### A desire to improve processes

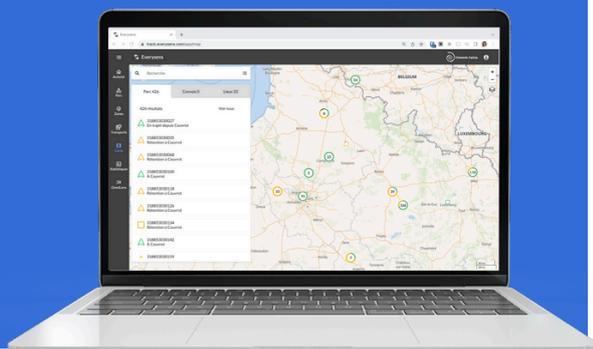
Above all, Heidelberg Materials was searching for an optimal improvement of its processes, but also for a thorough control of its transport plan.

The cement manufacturer wished to have direct access to reliable and relevant indicators, in order to be able to steer its logistics investments according to its real needs. Heidelberg Materials relies heavily on its collaboration with EverySens, which is the only solution on the market that is truly adapted to its needs. Therefore, the challenge of this project lies in the centralisation of transport information via a single, ergonomic and functionally rich interface.

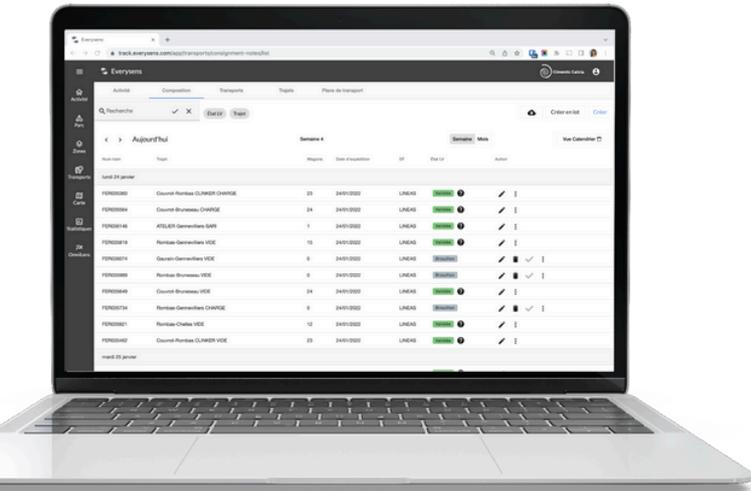
## How did EverySens meet Heidelberg Materials's challenges?

### Increasing railway performance

The TVMS enables Heidelberg Materials to proactively monitor its shipments from A to Z, by automating time-consuming tasks. The logistics teams have a single tool at their disposal for transmitting transport orders to their various rail companies, and for tracking wagons in real time. In the end, EverySens' ergonomic, easy-to-use platform has boosted the overall productivity of Heidelberg Materials' rail business.



## Automation of railway processes: the consignment note, or waybill



The **consignment note** - a contractual document that is mandatory before any goods are dispatched - formalises the transport order between a shipper and its railway companies. This document, often handwritten or in Excel format, is still time-consuming and a source of **unproductivity** for operators who have to manage different rail companies every day.

With EverySens, the **consignment note is created and shared with all the transport stakeholders involved, whatever the railway company.** All authorised actors can automatically monitor the status of the consignment note from their dashboard.

**Automating the consignment note process saves teams a considerable amount of time, and optimises their working time by avoiding the need to enter information twice (internally and with the rail company).**

## Gaining visibility on railway operations for an optimised planning

Heidelberg Materials was convinced by the innovative nature of EverySens' TVMS, which, as well as being interoperable, is a **centralising platform and provides global visibility of its rail operations.** And it does this independently of its railway company.

**Via the platform, trains are instantly booked, activated and geolocated.** Utilisation rates, wagon mileage and fleet turnover can be analysed, enabling fleet sizing to be adapted.

Finally, EverySens also provides the cement manufacturer with accurate **real-time ETA** of its deliveries and integrates real-time data from the sensors of its wagon hire companies. This end-to-end visibility enables Heidelberg Materials to exploit the data via analyses and **a series of KPIs to identify performance levers.**

Thanks to EverySens, the operational rail teams at Heidelberg Materials are improving their collaboration, gaining in autonomy, and benefiting from **global visibility over the execution of their rail transport operations.** They are now in a position to **manage their operations proactively,** thanks to simplified planning.



## Everysens: the only TVMS tool to meet your railway challenges

With its railway expertise, Everysens offers the first collaborative, predictive and real-time TVMS (Transport, Visibility & Management System) dedicated to rail on the market.

Everysens is digitising a whole range of transport processes, simplifying exchanges and providing decision support using artificial intelligence.

From the planning to the execution of the transport, this steering software ensures you a proactive tracking on your flows, a control of your transport expenses and especially an enhanced collaboration, by offering a quality and powerful service -- always taking into account rail constraints as close to the ground as possible.

Designed for shippers and freight forwarders in the rail world, Everysens' TVMS acts towards improving data quality reliability for railway undertakers. Thanks to improved operational and administrative efficiency provided by the TVMS, our solution benefits all the actors in rail freight transport.

### Key Benefits



Operational Excellence



Reduction of transport costs



Proactive steering of transports



*Working with Everysens has been a real discovery. Their solution in the field of rail geolocation is complete and is a major asset for monitoring our operations.*

*The interface is easy to use and has really been designed to simplify users' daily lives, enabling them to get to grips with it quickly after just a few hours' use.*

*Keeping track of our trains and detecting any delays are now tasks that are simplified for me by using the Everysens interface*



**Aurélie Xantippe**, Logistics Flow Coordinator, Rail Division at Heidelberg Materials





*Talk to one of our experts to start digitising your rail freight operations.*



**Pélagie Mepin-Koebel**  
Country Director  
Germany



**Sébastien Gorlier**  
Senior Account  
Executive DACH



**Charlie Bennett**  
Sales Account  
Executive Europe

[www.everysens.com](http://www.everysens.com)

