



## EQIOM DIGITIZES ITS LOGISTICS PROCESSES TO MAKE ITS RAIL TRANSPORT MORE RELIABLE

With 115 concrete batching plants and 33 aggregates sites, Eqiom is a major player in the building material industry. The company integrates sustainable **development into the heart of its operations**, particularly in its logistics, where **rail** plays a major role. Reducing its environmental impact and increasing its profitability means making the best use of transport resources.

To improve this logistical performance, Eqiom called on Everysens and its TVMS Rail solution (**Transport & Visibility Management System**). Everysens combines its expertise in AI and IoT to offer the first collaborative, predictive and real-time TMS on the rail market. This TVMS Rail is the solution to optimize and manage your rail transport from end to end.

As part of its digital transport innovation approach, Eqiom asked Everysens to implement this solution and thus **digitize 5 key logistics processes** that we present here.

### KEY FIGURES

1000 trains per year  
A fleet of 300 wagons  
Up to 18 trains per week

- 1 Where is my wagon?  
Is it available?
- 2 How do I track my deliveries?
- 3 How do I size my fleet to my needs?
- 4 How can I optimise my planning process?
- 5 How can I automate my invoicing process?



# 1

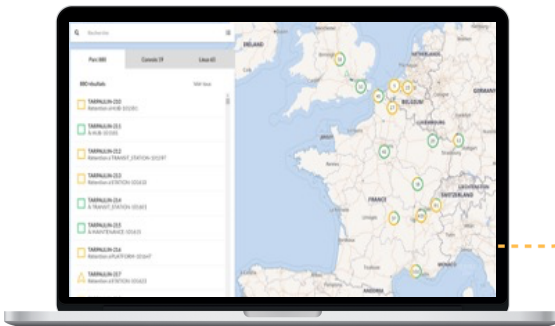
## Where is my wagon? Is it available?

Eqiom's operational teams could not **locate their logistical equipments** without physical verification in the field or telephone requests to the various service providers. This lack of visibility would create inefficiencies in the maintenance process and potential "idle wagon" phenomena.

Thanks to the installation of autonomous GPS tags, Eqiom can now visualise each wagon on the Eversens platform. This **native IoT integration** allows a high granularity and reliability of information.

A **real-time inventory** allows logistics and operations teams to filter logistics resources: how many wagons of this type are available in this area at the moment? Are they full or empty? Are they being loaded? What quality of product was loaded during the previous loading? These types of questions are answered immediately.

This **increased visibility** of the wagons increases their use (no more lost wagons or wagons stuck in maintenance!), improves the productivity of logistics teams by facilitating their access to information, and ensures that the right wagon is always used for the right product, which is a guarantee of **quality and safety** for Eqiom.



### Key takeaways

#### Pains

- Time-consuming tasks
- Non-proactive fleet management
- Not all wagons are equal

#### Solution

- Install a standalone GPS tag on each wagon
- View each wagon on the TMS
- Know the current status of each wagon and create alerts to track usage

#### Impacts

- Increase the use of wagons
- Improve productivity
- Use the right wagon for the right product



# 2

## How do I track my deliveries?

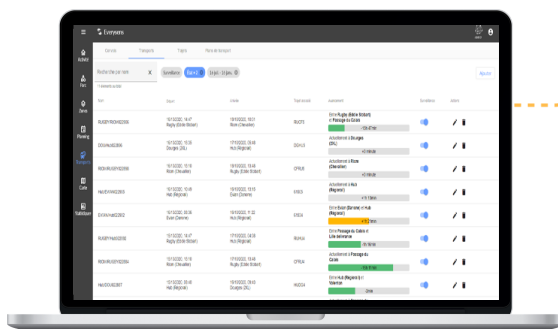
The silos of cement depots are supplied by train. **Delays in upstream rail flows** can therefore cause stock-outs, spillover to road, and additional costs associated with waiting for operational teams at the unloading site.

These teams do not know the actual progress of the train towards its destination. In the event of an incident on the journey, they were therefore not warned in time and would have **waited in vain**.

By creating all transport orders (consignment notes) directly from the Eversens TVMS, Eqiom can now compare theoretical and actual arrival times and has an estimated time of arrival (**ETA**). This allows logistics coordinators to **inform internally and externally about the flow of goods**.

Eqiom also has a "station hall" view for each site on the TVMS. By selecting this view, the site only sees the arrivals and departures that concerns it, and can follow their progress in real time. This synthetic view avoids wasting time looking for information for the sites. The **reliability of the data** also allows them to make informed decisions about the organisation of their teams.

This reliable, collaborative monitoring of deliveries, linked to transport orders, leads to a number of **statistics**: number of planned, late or on-time shipments, average number of wagons per train, etc. These statistics allow Eqiom to challenge the performance of their partner railway undertakings.



### Key takeaways

**Pains**

- No information on the progress of the train
- In the event of an incident, the operational teams would have waited in vain.



### Solution

- Create all transport orders from the Eversens solution
- Obtain the ETA for each transport
- Deploy a real-time filtered arrivals and departures view ("station hall") for each site

### Impacts

- Inform each partner of potential delays
- Challenge the performance of the railway companies
- Analyse the rotations

# 3

## How do I size my fleet to my needs?

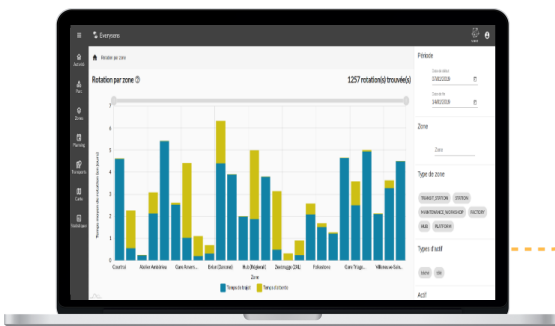
The costs of rail transport are intrinsically linked to fleet management. Eqiom suspects that its **fleet is oversized**. But for the strategic team, reducing the size of the fleet also means **risking stock-outs**. Without reliable data, making decisions to reduce or increase the fleet is extremely difficult.

To size the fleet as closely as possible to actual needs without risking stock-outs, Everysens TVMS Rail provides Eqiom with an **inventory threshold by wagon type**. Notifications are sent to authorised persons when the threshold is approaching the

minimum or maximum defined for each location. Eqiom also benefits from maintenance and utilisation rate alerts, so that each wagon is used to its full potential.

For Eqiom, it's about **carrying more tons with fewer wagons**.

*"We plan to size our entire wagon fleet, so that we can optimise our various rail flows, in particular through utilisation rate analysis and backhauling."* Jérôme Becamel, Supply Chain Manager at Eqiom.



### Key takeaways

#### Pain

Eqiom suspects that the fleet is oversized but does not have reliable data to justify action.

#### Solution

- Inventory thresholds by wagon type
- Maintenance alerts
- Utilisation rate alerts

#### Impacts

- Do the same with less (fleet reduction)
- Do more with the same (transport more tonnage)



# 4

## How can I optimise my planning process?

Transport planning and execution are usually disconnected. This gap between planned and executed prevented **reliable performance analysis** for Eqiom.

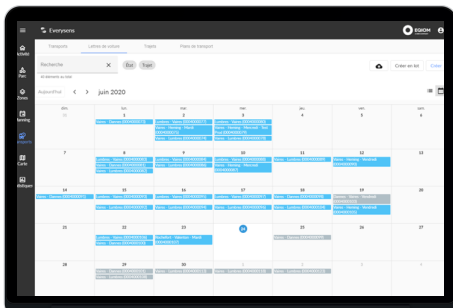
With Everysens TVMS, Eqiom's logistics coordinators have a collaborative tool to plan their **transport orders** with the factories and send the transport documents to the railway undertakings afterwards.

The consignment notes, which are the documents that determine the departure of trains on a daily basis, are digitized. The digital consignment note makes the **collaboration between Eqiom and its carriers more fluid**, by centralising the communication around this document in a single

platform, regardless of the carrier, and of the logistics coordinator in charge.

The creation of this document directly in Everysens TVMS **saves time** for logistics coordinators: the mapping of the information into the format required by the carrier is carried out automatically by the platform. Digitization of the consignment note also enables **automatic monitoring of the transports in real time**.

All shipments are thus recorded in a **single repository** that brings together theoretical and actual data. This allows Eqiom to monitor the fulfilment of its partners' commitments.



### Key takeaways

#### Pain

The logistics team does not have a shared tool to plan their transport orders with the factories and send the transport documents to the RUs afterwards.

#### Solution

- Transport planning
- Digital consignment note
- Integration with railway undertakings

#### Impacts

- Single repository
- Better collaboration
- Automation of transport creation to trigger follow-up with ETA
- Follow up on the fulfilment of partners' commitments



# 5

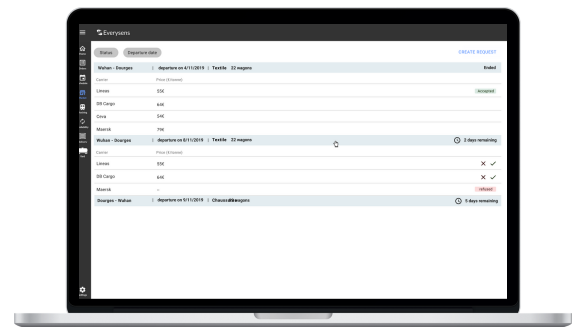
## How can I automate my invoicing process?

To send a simple invoice, **3 manual tasks were required:** checking the tonnage, checking the correct arrival of the train with the factory operations team, and updating SAP with the correct information.

The completed tonnage information is present in the digital consignment note. The tracking of trains via GPS by Everysens allows to check the correct

arrival of the transport. Via an **integration between SAP and Everysens**, invoices can be automatically triggered and filled out upon receipt of the goods.

This automated invoicing process becomes more reliable and fluid, which **speeds up the cash-to-order process.**



### Key takeaways

#### Pain

Triggering invoicing via SAP is manual and time-consuming.

#### Solution

- Using GPS information
- Using information from the Digital Consignment note
- Integration with SAP
- Trigger an automatically filled invoice

#### Impacts

- Reliable and smooth invoicing process
- Accelerated order-to-cash

# The first TMS to natively integrate visibility into the heart of logistics processes

Blind logistics management is no longer a fatality: field data is becoming available in real time and connection with suppliers is gaining ground through APIs. However, to help operational teams cope with transport contingencies, **visibility still needs to be built into processes.**

Many incidents could be avoided as early as the planning phase, if the right information was available. Visibility data thus has the potential to **automate logistics** processes and make reporting more reliable.

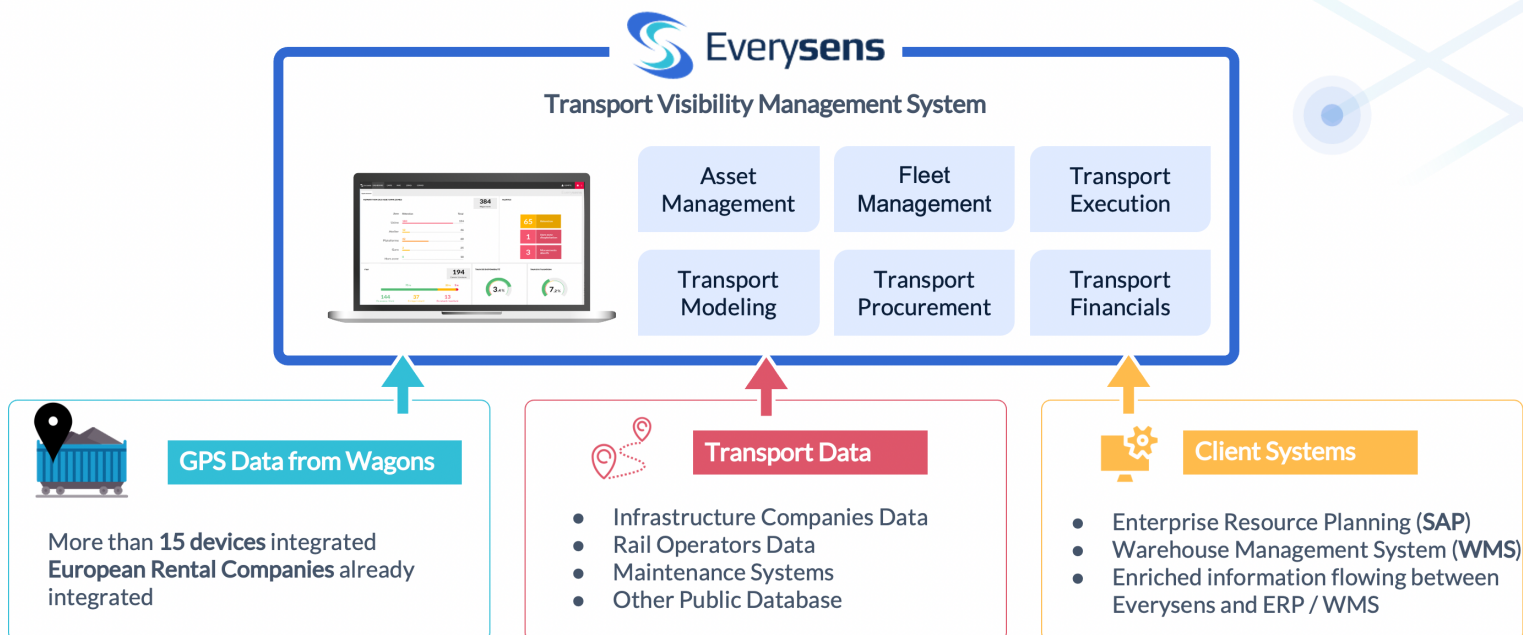
Traditional TMSs are overwhelmed by the rate at which this data is generated. They work according

to top-down planning principles, disconnected from the field. Because of their architecture, they cannot take advantage of new technologies (IoT, blockchain, AI). It would also be very expensive to redesign them to incorporate visibility.

With its unique technology enabling data-driven decision making (**Digital Twin and Artificial Intelligence**), Everysens' Transport & Visibility Management System (TVMS) makes shippers' operations more efficient and **resilient.**

Whatever the source of the data (sensors, ERP, users, Open Data), Everysens TVMS collects it and transforms it into actionable **information in your logistics processes**, from planning to execution (see diagram below).

This combination of process and visibility enables **continuous planning** coupled with execution and fleet data, better multi-stakeholder collaboration, process automation and reduced human intervention.





## What are the benefits of the project?

### Operational productivity

Operational productivity means eliminating time-consuming tasks. This not only saves time, but also enriches the work of operational staff. They will then be able to concentrate on tasks with greater added value. The implementation of operational solutions is accelerated.

### Optimisation of operations

Anything that can be measured can be improved. The first step in optimising the rail business is to take stock of the current performance of the fleet and flows. Then, in a second step, the implementation of best practices and performance indicators makes it possible to consider significant gains.

### Strategic choices

Logistics is a question of costs and deadlines, it is a question of offering a risk analysis and centralised results for strategic decision-making: quantification of the means invested, purchasing policy targeted by needs and minimisation of the risks of spillover to road transport.

### WANT TO KNOW MORE?

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