

HUMANIZED TECHNOLOGY FOR THE AIR CARGO INDUSTRY



CLIVE / International Supply Chain Conference / October 30, 2015

A real life example of humanized technology



What a noise....

System Hilfe SAP

Navigation icons: Home, Back, Forward, Stop, Refresh, Print, Copy, Paste, Undo, Redo, Find, Help, etc.

Bestellung anlegen Service Center Produktion

Bestellart Org. Kopf Neue Pos. Dispo Stamm Mat+F-Preis F-Preis Lö. F-Preis Storno F-Preise Präsentw.

Bestellkopf IL - Produktionsdienstleistung mit LV

VArt 080 nk 46 Monika Leist.dat T 27.11.2007 bis 27.11.2007 Redakt SendDat

Kred 327 Studio GmbH Leipzig Währ EUR Kontrakt 650001 Beitrag fliegenfänger Dauer

Kost 59 FL Bearbeitung KTR für LVER C.07322.10.1 [Zulieferung zu TS/TT/Mi...](#)

Überschrift kat Kopf YM_BST_00 Anhang YM_11600 Notiz Word Kopf Kont nCUM

Bestellpositionen

Pos.: 001 X Mng 1,000 Eh S8 Mat 90005 b.Lief WG BEARB Konto 438 [Nonlinearer Onlineschnittplatz mit P...](#) Mat/Ps/Not

KText Nonlinearer Onlineschnittplatz Prs 496,55 pro 1 S8 MW Y Rabatt kostenlos

Kostl 594 FL Bearbeitung KTR LV C.07322.10.1 [Zulieferung zu TS/TT/...](#)

Produktionsort Datum T 27.11.2007 bis 27.11.2007 Beginn 10:00:00 Ende 17:00:00

Treffpunkt Abfahrt Kontr 650001 010

Pos.: Mng Eh Mat b.Lief WG Konto Mat/Ps/Not

KText Prs pro MW Rabatt kostenlos

Kostl KTR LV

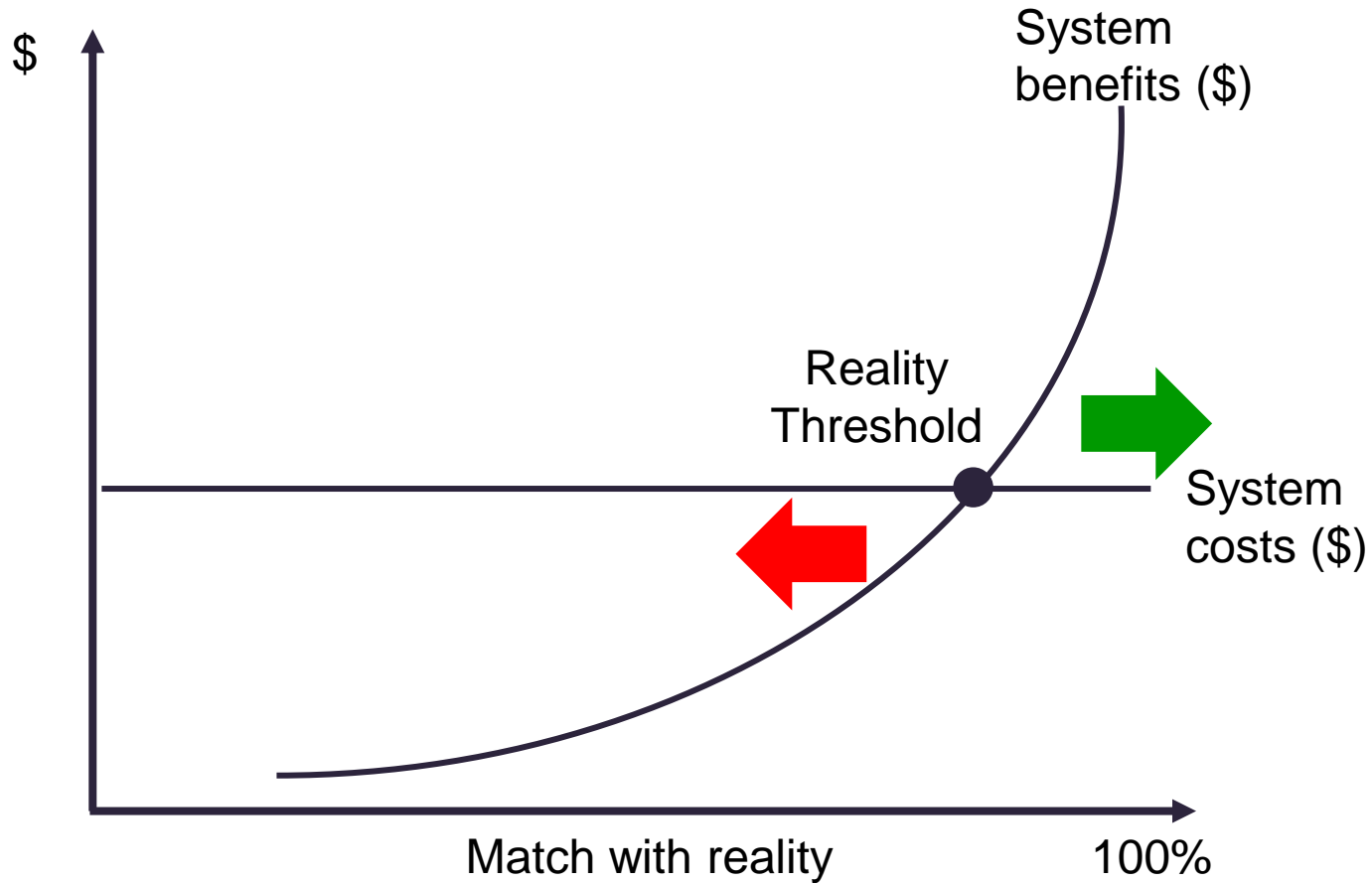
Produktionsort Datum bis Beginn Ende

Treffpunkt Abfahrt Kontr

Microsoft Excel was never built to manage a process



Conventional systems often struggle to pass the Reality Threshold



CLIVE brings humanized technology to the air cargo domain

**Allocation
management**

**Hurdle rate
management**

**Operations
management**



Live at launch client
Q2 2014



Design study
Q4 2015



Proof of Concept
Q4 2016

Managing allocations from start to finish (Performance module)



Assess New Requests



Manage Sectors



Search Commitments

DHL Aviation on CLIVE's humanized technology

“It is a dream to work with”

“We reduced admin stuff by 90%”



“Double digit increase in allocation performance”

“It is really cost effective”

This is how we see the road ahead



The top 5 lessons I took from founding CLIVE

1. Play offense and defense
2. Design more, build less
3. Stay fit
4. Don't look down
5. Read this book twice

