

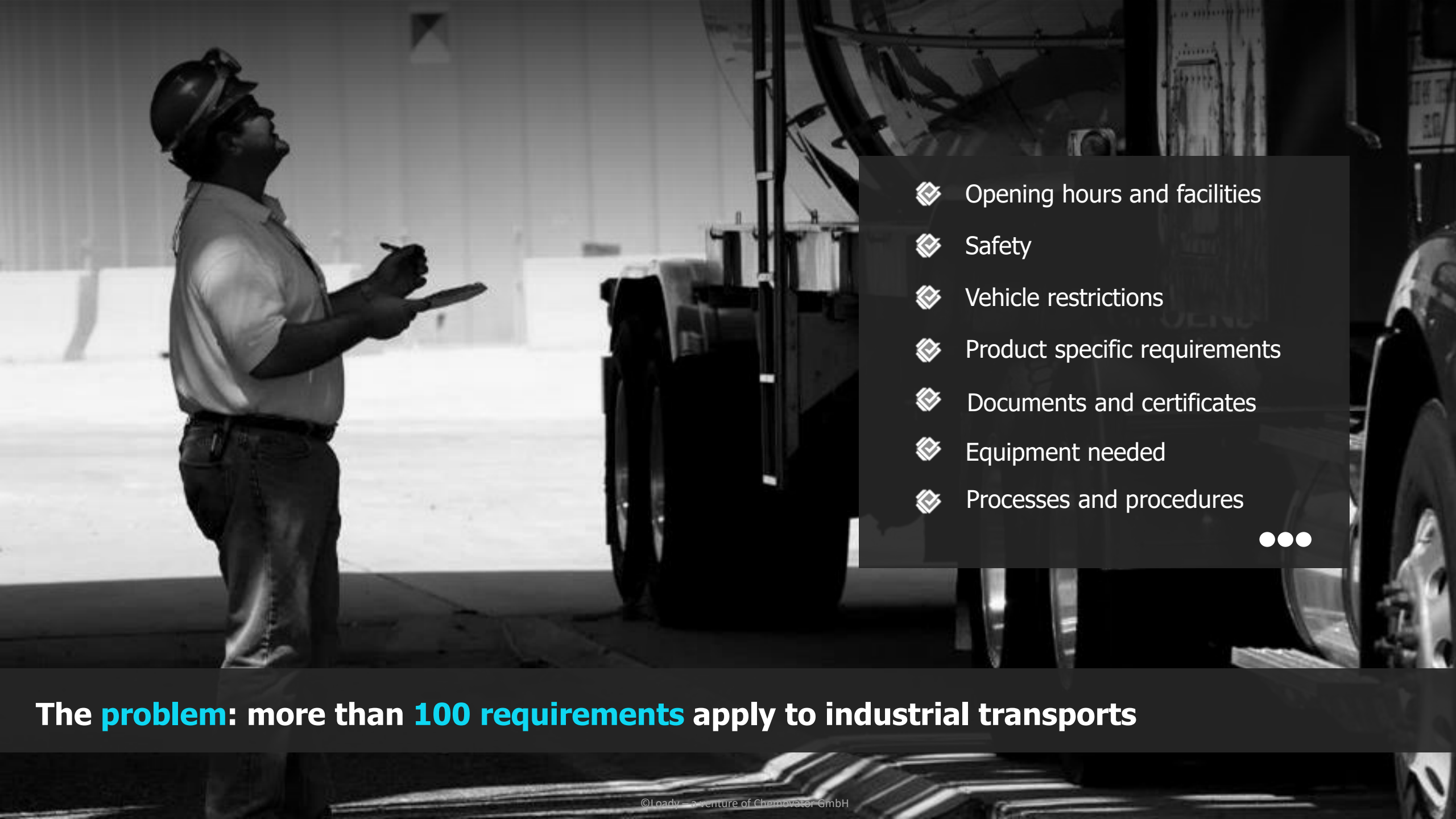


Standardized partner platform for logistics requirements



Truck drivers can **never be sure** if they can **(un-)load as planned**





- ❖ Opening hours and facilities
- ❖ Safety
- ❖ Vehicle restrictions
- ❖ Product specific requirements
- ❖ Documents and certificates
- ❖ Equipment needed
- ❖ Processes and procedures



The **problem**: more than **100 requirements** apply to industrial transports

**Druckansicht für K999 Seite 00001 von 00001**

Archivieren Ausgeben und Archivieren

**Planning document**

Sold to: 349142  
 Ship to: 349142

Outbound delivery  
 Delivery no.: 349142  
 Delivery plant SO no.: 10000000  
 Loading date: 12.01.2022  
 Planned goods issue: 4500718547  
 Customer order number: 12.01.2022  
 Delivery date: 12.01.2022  
 Customer preference: 12.01.2022  
 1st conf.deliv.date: 17.01.2022

Goods receipt time	Monday	Tuesday	Wednesday	Thursday	Friday
08:30:00 - 12:30:00	08:30:00 - 12:30:00	08:30:00 - 12:30:00	08:30:00 - 12:30:00	08:30:00 - 12:30:00	08:30:00 - 12:30:00
13:30:00 - 17:00:00	13:30:00 - 17:00:00	13:30:00 - 17:00:00	13:30:00 - 17:00:00	13:30:00 - 17:00:00	13:30:00 - 16:30:00

ShipmentDetails  
 Preloaded container: AC 5997  
 Location: CPT  
 Shipping condition: T0  
 SD-Route: 10102A  
 Shipping point: 1732  
 Special process ID: 1202  
 Product area: EMD  
 Spare: 01

Partner  
 SP Carrier: 3000527617 AUTOTRASPORTI

001 External shipping remarks  
 Attention !!!  
 Safety requirement for the loading of tank containers:  
 the rear edge of the tank container bottom sill must end flush with the rear edge of the back of the chassis container with both-sided cast-iron grating and handrail.  
 G14 Discharge/loading instr.  
 use for each material a separate pallet 80 x 120 cm.  
 Unloading only from the rear-end.  
 Substrate unloading not possible (package goods)  
 Total quantity  
 No packaging Nr. Pal  
 pal. Weight

**ZAP Delivery Own 3196142316 Display: Header Details**

Ship-To Party: 217448 LABORATORIOS MAVERICK, S.L.U. / POL. IND. VAL DE PINS, 9

Processing Picking Loading Shipment Foreign Trade/Customs Financial Processing Ad

Txt ty. Lang. G07 Inspection number G08 Add. customer order G09 Licence number

delivery slot need "cargas.gruposol.es/cargas"-selection - "DESCARGA MMPP CISTERNA"  
 Call: 4 96 3359 silverburlo@

**TPS default data display**

Copy profile

Profile name: LFR\_YE14\_HH06  
 Profile description: PCN 1100 Transporen DE99 DEAZ 40x 020

Execution Additional data Packing Control Customer data Partner Texts Administration

Txt ty. Lang. identification log means of transp. specific accompanying papers Change Message subcontractor loaded packing instructions temperature instructions internal information Pop-up processing location general indication - INTER general indication - EXTER deliver with side-loader FCO reference data Texts Checkin / Checkout ADR 1.1.3.6 Change Notification

Die Stelzeit ist fix von xx:xx Uhr und kann nicht verschoben werden da die Ladestelle am xx:xx. total ausgebucht ist und jede Verzögerung bringt alle weiteren Transporte ins Standgeäu.  
 Danke  
 Reaktorware!  
 avisierte Anmeldezeit am Nordtor ist fix um xx:xx Uhr  
 Das Produkt darf nur in 1 Kammer verladen werden.  
 Mischstrecke/Reaktorware.  
 Ladedauer + Freigabe vom Labor dauert ca. 3 - 3,5 Std.  
 Es darf nicht mit einer Vorproduktbescheinigung geladen werden.  
 Die Einheit muss über ein gültige ECD-Dokument inkl. P51&P30/E35 verfügen was nach Ausstellung nicht älter wie 3 Tage alt sen darf, eine visuelle Sichtkontrolle durch die Reinigungsfirma durchgeführt und bescheinigt wird ebenfalls zur Verladung nicht akzeptiert.  
 Danke

**SPEDITEURAUFRAG**

Bei Rückfragen und Abrechnung angeben  
**Nr.: 2011573895**  
**Seite: 3 von 6**

G14 Versand/Entla delivery slot need", selection - "DESCA Call: + 34977721; Please arrive 15 mi security shoes are I

Truck with compre

KOMBI Bulk - Plant on-board-compres; Guillemin DN 80 cc

N25/BZ: Informar Número d

G14 Versand/Entla delivery slot need", selection - "DESCA Call: + 34977721; Pf llegar 15 minuto calzado de seguri: camión con compr

KOMBI Bulk - Plant on-board-compres; Guillemin DN 80 cc

Texapon N70 & Te Informar Número d

G12 Spediteurvora delivery slot need", CISTERNA" - Call:

G12 Spediteurvora delivery slot need", CISTERNA" - Call:

Materialnummer 50205394

**SPEDITEURAUFRAG**

Bei Rückfragen und Abrechnung angeben  
**Nr.: 2011573895**  
**Seite: 1 von 6**

**Änderungsnachricht:** Combitour: 3196142315 (Tex. K 30 UP - first load - 10.00 h) + 3196142316 (Plantacare 818 - 2nd load - 12 h)

1 chamber only per product!  
 Please keep 1 empty chamber between the two products!

Filling level: min 80% and max 95%  
 Plantacare 818 UP density: 1.1 RHO  
 Texapon K 30 UP density: 1 RHO

ECD documents must be not older than 3 working days including P51 & P30 / E35 after the date of issue.

Spedition GmbH  
 Matscher Str. 19

76148 Durnauheim  
 Deutschland

Fax-Nr.: 07245913165

Bitte buchen Sie gemäß derzeit gültiger Frachtvereinbarungen

Geplanter Check-In 03.08.2022  
 Transportmitteltyp Tankcontainer  
 Versandart LKW

Transportroute DE> FR> ES-40t- Str

**Allgemeine Hinweise - EXTERN**  
 Combitour: 3196142315 (Tex. K 30 UP - first load - 10.00 h) + 3196142316 (Plantacare 818 - 2nd load - 12 h)

1 chamber only per product!  
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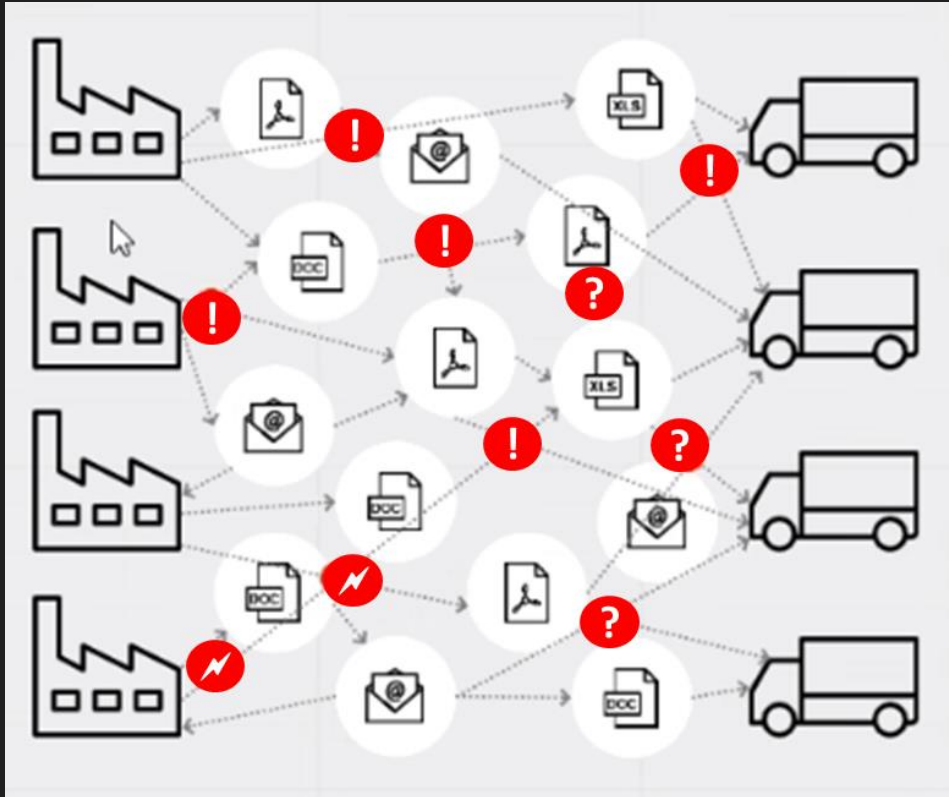
ECD documents must be not older than 3 working days including P51 & P30 / E35 after the date of issue.

**Today: no common structure, no common source, no common truth**



**500.000**  
**REJECTIONS\***

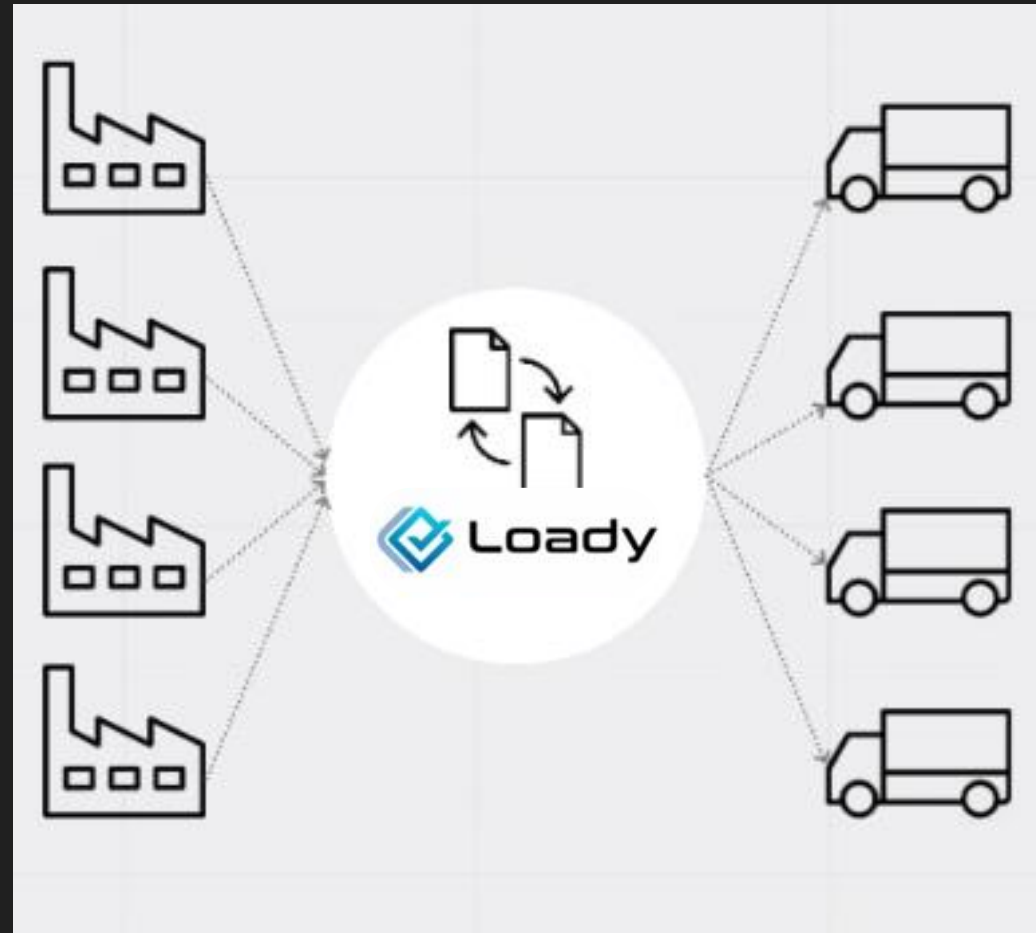
\*only chemical transports in Europe per year



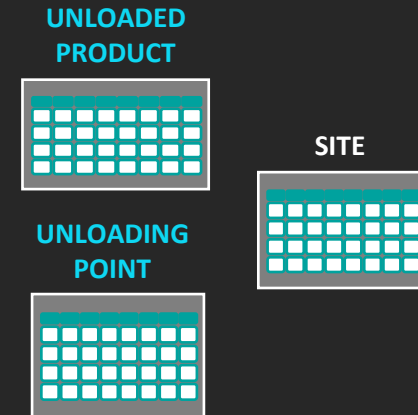
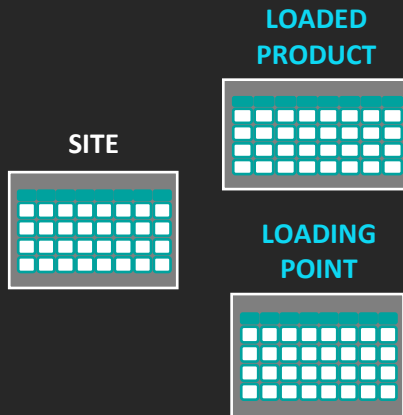
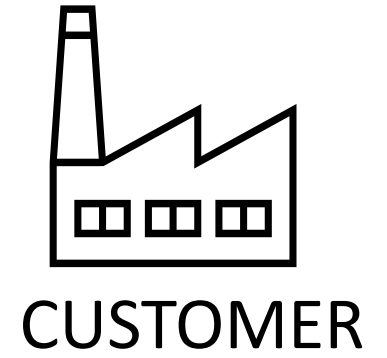
- DELAYS
- LOAST LOADING SLOTS
- BROKEN SUPPLY CHAINS
- TOO MUCH COSTS
- TROUBLESHOOTING & FRUSTRATION

**Challenge in Logistics: reliable information where & when it is needed**

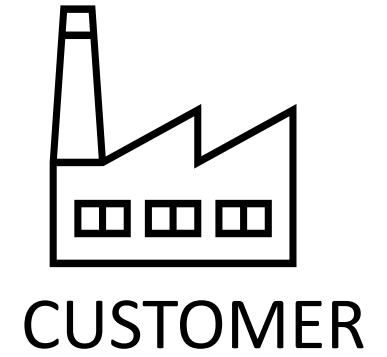




**Solution Loady: simple and easy to implement**







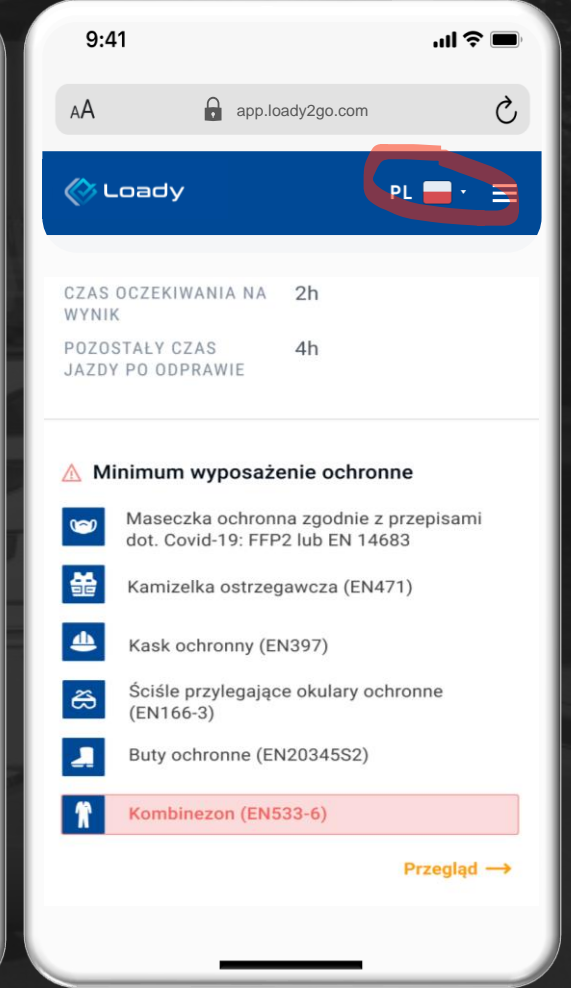
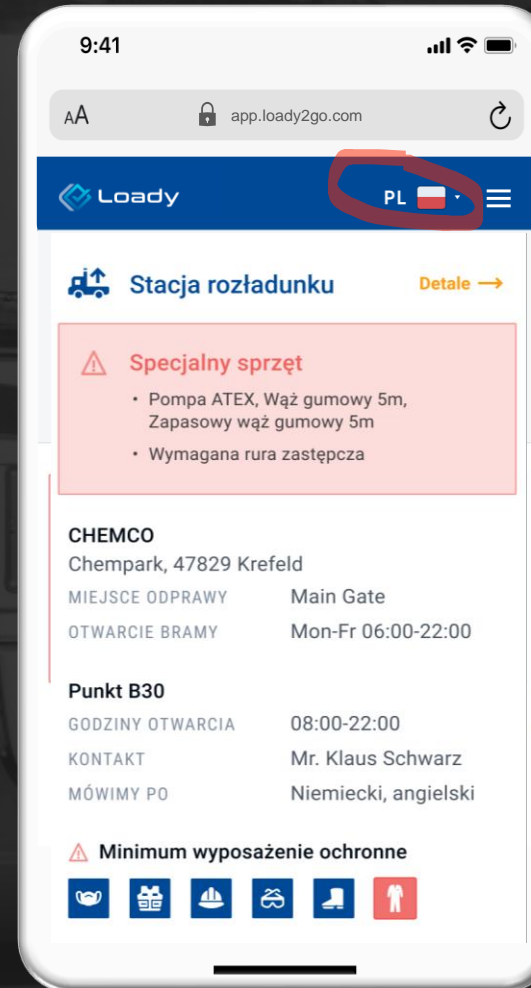
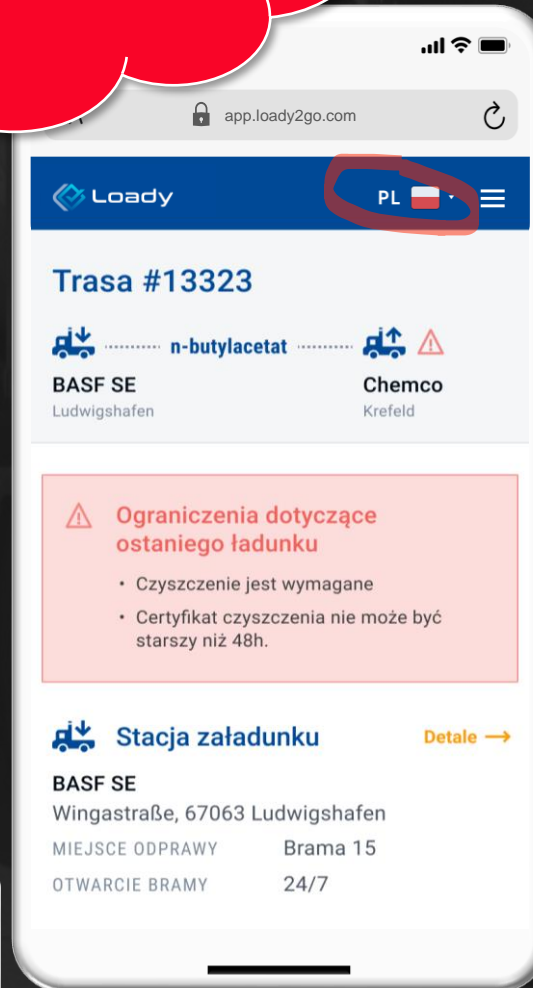
<p>"How are I supposed to procure transportation services? Even after weeks of tender preparation, there is always information missing! I have to open RFQs again and to renegotiate contracts."</p> <p><b>Freight Procurement</b></p>	<p>"How can I keep my customers happy with all those unloading issues at their sites? I want to add more value to our relationship instead of managing transport-related complaints!"</p> <p><b>Customer Service</b></p>	<p>"I manage so many interfaces and am always in troubleshooting mode. Additional short time changes and low carrier performance are driving me crazy!"</p> <p><b>Transport Management</b></p>
<p>"At my gate I need to reduce waiting times and manual controls!"</p> <p><b>Truck Reception</b></p>	<p>"Nothing works. But I am not responsible for the schedule, and that trucks always arrive too late or too soon, or that equipment or documents are missing or wrong."</p> <p><b>Site Logistics</b></p>	<p>"Truck is rejected! Please check when you can send a new one! Again we've lost loading slots today and have not been able to reuse 85% of them!"</p> <p><b>Loading Point Manager</b></p>
<p>"How can we plan our production if transportation services are not reliable? We may need to shut down our production if our tanks are full or if the purchased material is stopped at the gate."</p> <p><b>Production Manager</b></p>	<p>"We need to optimize our logistics. All available loading slots need to be occupied."</p> <p><b>Supply Chain Manager</b></p>	

<p>"Tenders are driving me crazy! Comparing one-by-one and finally renegotiating contracts brings no added value to customers"</p> <p><b>Key Account Manager</b></p>	<p>"I need reliable information to select the right vehicle, equipment and plan the delivery."</p> <p><b>Dispatcher</b></p>
<p>"We have so many people double checking requirements. That's a huge effort. And not to mention driver shortage and recruitment efforts!"</p> <p><b>Business Manager</b></p>	<p>"Waiting times are so frustrating! Each customer and site is different - and each product and procedures, too." "Where am I allowed to park the truck?"</p> <p><b>Truck driver</b></p>

<p>"I want to ensure that our suppliers deliver their products when we need them in production. How can I forward all delivery requirements if I don't have them available?"</p> <p><b>Raw Material Buyer</b></p>	<p>"At my gate I need to reduce waiting times and manual controls!"</p> <p><b>Truck Reception</b></p>	<p>"Nothing works. But I am not responsible for the schedule, and that trucks always arrive too late or too soon, or that equipment or documents are missing or wrong."</p> <p><b>Site Logistics</b></p>
<p>"How can we plan our production if transportation services are not reliable? We may need to shut down our production if our tanks are full or if the purchased material is stopped at the gate."</p> <p><b>Production Manager</b></p>	<p>"I need to ensure that the product quality is according to our requirements and that all documentation is as demanded by the authorities."</p> <p><b>Quality Manager</b></p>	<p>"We need to optimize our logistics. All available loading slots need to be occupied."</p> <p><b>Supply Chain Manager</b></p>

**Single source of truth = benefits for ALL parties involved = win-win**

Now I see!



The screenshot displays the Loady web application interface. The main page is titled "Preloading restrictions" and features a table with the following data:

PRL Group	PRL Product	Customer	PRL Allowed	Load Count
CH13 - inorganic acid	-	-	No	3
CH2 - acrylic acids, methacrylic acids, monomeric	-	-	Yes	-
PC2 - odor-sensitive fabrics (fabrics that easily absorb foreign odors)	-	-	Yes	-
PC12 - substances sensitive to oxidation	n-Butylacetat basfse-pr12	-	No	4
PC1 - colored products	-	Superchem AG	No	-
PC1 - colored products	-	BASF Antwerpen NV	Yes	-
CH3 - aldehydes	-	-	No	2
CH2 - acrylic acids, methacrylic acids, monomeric	-	-	No	1

Two modal windows are overlaid on the main page:

- Left Modal:** "Create preloading restriction" form with fields for "PRL Group" (dropdown), "PRL Product" (dropdown), "Customer" (dropdown), "PRL Allowed" (radio buttons for Yes/No), and "Load Count" (input field).
- Right Modal:** "Create preloading restriction" form with a "PRL Group" dropdown set to "CH2 - acrylic acids, methacrylic acids, monomeric", "PRL Product" dropdown, "Customer" dropdown, "PRL Allowed" radio buttons (Yes selected), and "Load Count" section with a search bar and a list of checkboxes:
  - T50 - Air test
  - T60 - LEL measurement
  - T61 - Oxygen test
  - T90 - Vacuum test
 A dropdown menu below the checkboxes shows "T90 - Vacuum test" selected.

“Goodie” for liquid bulk transports: **Preloading restrictions** & cleaning requirements



"We expect Loady to result in a **transparent communication** with our logistics service providers, suppliers and customers. If everybody knows, what the other party needs and/or what needs to be provided, all gear wheels can mesh together and complex mechanisms can work efficiently."



"Technical progress and high diversity at filling stations for road tankers require an equally dynamic operative truck clearance. Advance information speeds up processes and prevents inconsistencies. With Loady, we get exactly the solution we need to **close the gap in today's loading point information**. **We will connect Loady directly to our application for truck** execution and provide better information on our loading and unloading points to service providers and drivers."



"We hope that Loady can create a **centralized, cross-company database** for our sector that provides accurate, always up-to-date and automated requirements."



"Consistent standards are lacking in the transportation sector when it comes to loading and unloading points. Thus, there are differences in the transmission and form of specific requirements. We would very much welcome a standardized solution on the market. This would allow us to **reduce empty kilometers and avoid problems on site** due to missing or incorrect equipment."



## Logistics experts confirm: "We need the **standardized solution** that **Loady** will provide"

"As an internationally operating transport service provider, it is our goal to be able to retrieve all requirements for transport **processing along a supply chain in a standardised way** and to integrate them into our planning processes by implementing Loady. This enables us to continuously and sustainably improve our workflows and offer our customers the best possible performance."

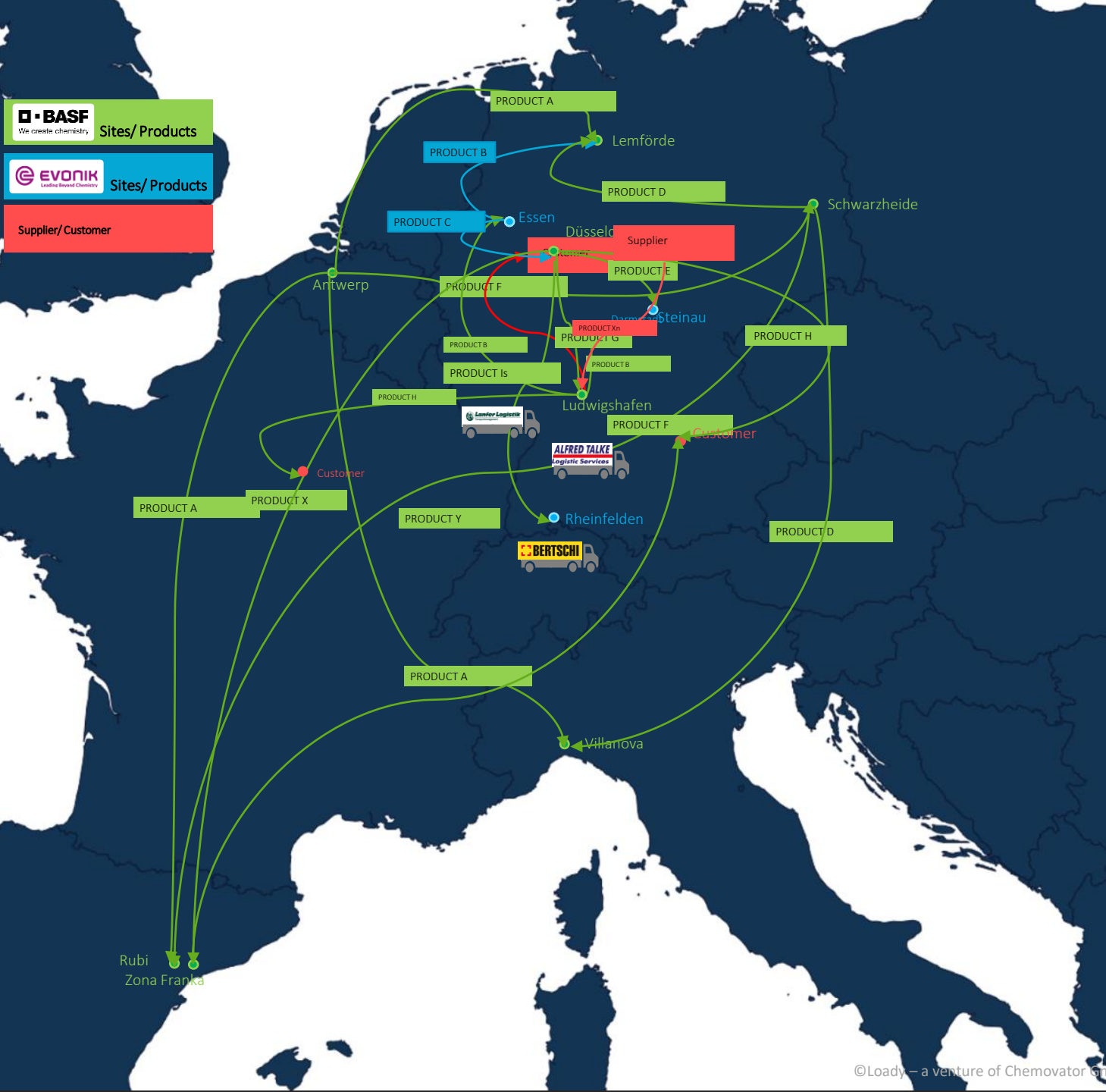


"Availability of **accurate data along the whole value chain** is crucial to ensure a smooth delivery process, especially in current dynamic times! We see the need to improve in particular in the area of loading and unloading requirements - and Loady is exactly addressing this topic. Loady will help us to overcome those inefficiencies along the whole value chain including all respective loading terminals, carriers and of course our valued customers."



"Transport-logistic currently has to fight many challenges. Therefore, it is **even more important to have fully data transparency**. Logistic needs for digital and integrated information exchanges are consequently developed by Loady. Information regarding loading/unloading-infrastructure in combination with particular product requirements are provided on a daily basis and in several languages by Loady."





# Pilot scope

Started in June 2022

4

BASF

1

Evonik

20+

Products

12+

European sites

3

Carriers

65

Users

**BASF**  
We create chemistry  
Sites/ Products

**EVONIK**  
Leading Special Chemicals  
Sites/ Products

Supplier/ Customer

Pilot scope  
2022



Official

**GO LIVE**

**27<sup>th</sup> October 2022**

1

Evonik

12+

European sites

3






Carriers



Rubi  
Zona Franca



# Fair and scalable pricing

	 <b>FREE STARTER</b>	 <b>BUSINESS</b>	 <b>ENTERPRISE</b>
	<b>Free</b> 50 unloading points 1 loading point 2 products	<b>Basic fee</b> + products + (un)loading points <i>Starting at 9.990 €/year</i>	<b>Basic fee</b> + API ++ products ++ (un)loading points <i>Starting at 19.990 €/year</i>
	<b>Free</b> Loady2Go - driver view	<b>Basic fee</b> + assigned transport lanes <i>Starting at 3.990 €/year</i>	<b>Basic fee</b> + API ++ assigned transport lanes <i>Starting at 9.990 €/year</i>

You can **already sign up for free** at **loady.com** and get started!

# “We want to make life in logistics easier”

**Stefanie Kraus**  
**CEO/CSO**

20+ years international startups, new business development, sales and general management

**Elzbieta Wiankowska**  
**CPO**

20+ years transport process management, supply chain excellence and team leadership

**Dennis Jantos**  
**CTO**

10+ years software and cloud architecture, software development and technical ownership

Launching **financing round** for spin-off in 2023. Contact us if you want to **invest in Loady!**



