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NEXT

# THE NEXT FRONTIER OF SUPPLY CHAIN: PLAN THE UNEXPECTED

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TESISQUARE  
**NEXT**

# The New Frontier of Supply Chain React to the Unexpected

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THE NEXT FRONTIER OF SUPPLY CHAIN:  
**PLAN THE UNEXPECTED**

# UNEXPECTED

- Geopolitical turmoil
- Market slowdown
- Sustainability
- Artificial Intelligence

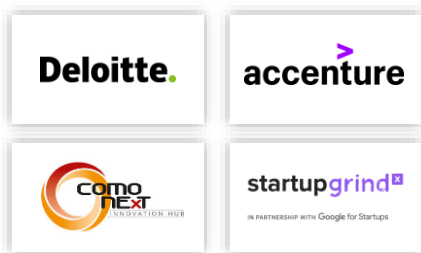
# TESISQUARE ROADMAP

## WHO IS INSPIRING IT?

### CUSTOMER'S NEEDS

- Customers Advisory Board ☒
- Advisory activities ☒
- Delivery & Client Manager ☒

### BUSINESS & INNOVATION NETWORK



At **TESISQUARE®**, we want to remain at the forefront of technology and new trends, and we achieve this through daily interaction with the multiple entities that listen to the market and intercept its needs.

### ANALYSTS & COUNSELLORS NETWORK

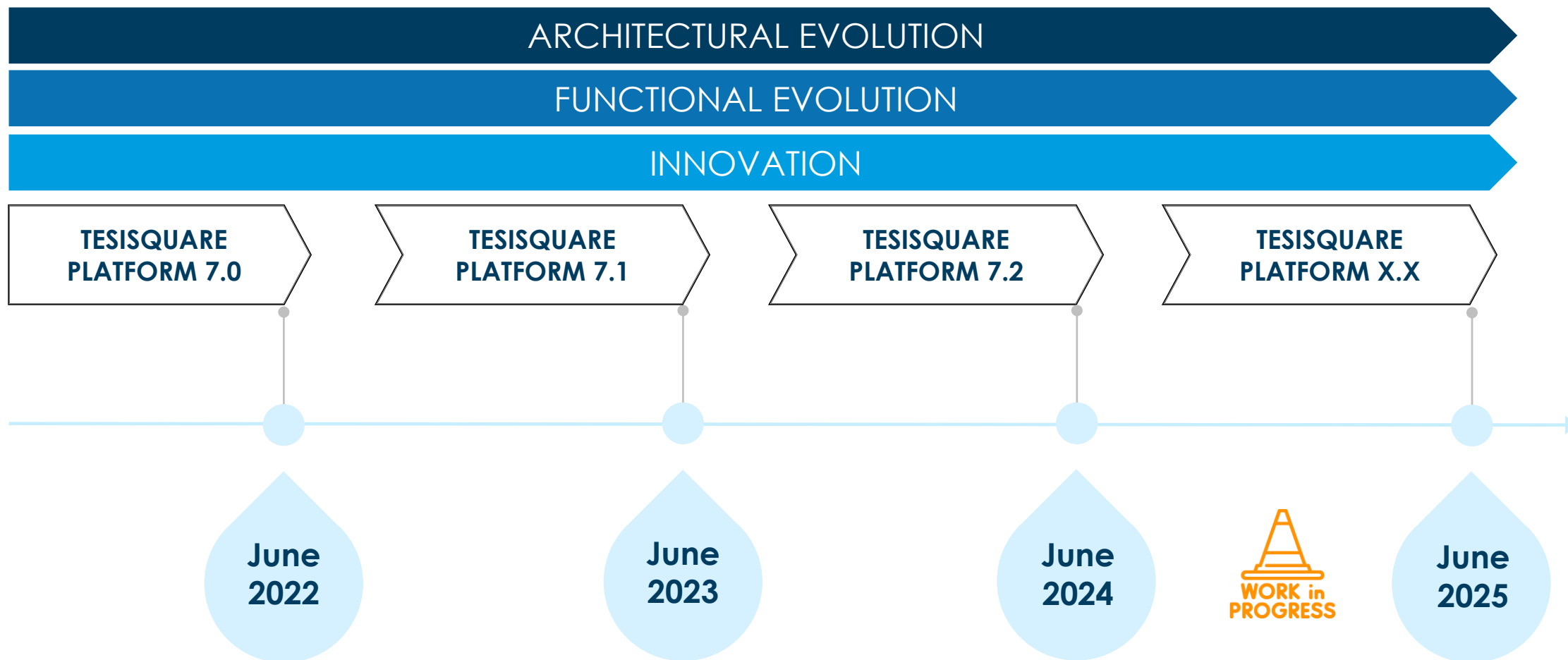


### COMPETITION BENCHMARK

- ☒ Bids answers
- ☒ Competitive analysis
- ☒ On-field sales and marketing



# TESISQUARE Platform ROADMAP



# ARCHITECTURAL EVOLUTION PILLARS THROUGH RELEASES

## TECHNICAL ROADMAP

[Architecture, Technology, User eXperience, ..]



End Users

USABILITY

«do it **quickly** and **easily**»

AUTONOMY

«do it **by myself**»

ACCESSIBILITY

«do it **everywhere**, on **every device** and **browser**»

CUSTOMIZABILITY

«do it **by my way**»

COLLABORATIVENESS

«do it **togheter**»

PROACTIVITY

«do it **when needed**»

PERFORMANCE

«do it **fast**»

AUTOMATION

«system **works for me**»

CONFIGURABILITY

«system **suits my needs**»

SECURITY

«system is **secure** and **compliant**»

INTEGRATION

«system **communicates** with the world»

SCALABILITY

«system **supports** and **adapts** to business volume peaks»



Business  
Deps.



IT  
Dep.

SOFTWARE VENDOR  
APPROACH

# FUNCTIONAL EVOLUTION PILLARS THROUGH RELEASES



# GLOBAL DIGITAL SUPPLY CHAIN

## NEEDS

- Visibility
- Flexibility
- Predictivity
- Resiliency
- Agility
- Customer Centricity



## SOLUTION

- E2E Visibility

### E2E Visibility

- Collaboration
- Horizontal cross-process
- Multi-tier

# GLOBAL DIGITAL SUPPLY CHAIN

## NEEDS

- Visibility
- Flexibility
- Predictivity
- Resiliency
- Agility
- Customer Centricity



## SOLUTION

- E2E Visibility
- Supplier Collaboration

## Supplier Collaboration (SRM)

- Supplier / Item Discovery & Qualification
- Forecast & Delivery Schedule
- Collaborative inventory
- ASN

# GLOBAL DIGITAL SUPPLY CHAIN

## NEEDS

- Visibility
- Flexibility
- Predictivity
- Resiliency
- Agility
- Customer Centricity



## SOLUTION

- E2E Visibility
- Supplier Collaboration
- Transport RTV & Optimization

## Transport RTV & Optimization (TMS & CT)

- Multi modal RTV
- Route & Load Optimization
- Command Center

# GLOBAL DIGITAL SUPPLY CHAIN

## NEEDS

- Visibility
- Flexibility
- Predictivity
- Resiliency
- Agility
- Customer Centricity



## SOLUTION

- E2E Visibility
- Supplier Collaboration
- Transport RTV & Optimization
- Consumer Engagement

## Consumer Engagement (SALES)

- Omni-channel Store Management
- Digital Product Passport

# GLOBAL DIGITAL SUPPLY CHAIN

## NEEDS

- Visibility
- Flexibility
- Predictivity
- Resiliency
- Agility
- Customer Centricity



## SOLUTION

- E2E Visibility
- Supplier Collaboration
- Transport RTV & Optimization
- Consumer Engagement
- Product Traceability

## Product Traceability (MAKE)

- IOT
- Traceability

# GLOBAL DIGITAL SUPPLY CHAIN

## NEEDS

- Visibility
- Flexibility
- Predictivity
- Resiliency
- Agility
- Customer Centricity



## SOLUTION

- E2E Visibility
- Supplier Collaboration
- Transport RTV & Optimization
- Consumer Engagement
- Product Traceability
- Digitalization and Standardization

## Digitalization and Standardization (EXTENDED INTEGRATION)

- International e-Invoicing & Tax Reporting
- Digital Delivery: e-CMR, e-FTI, e-Customs

# ETHICAL AND SUSTAINABLE SUPPLY CHAIN

## NEEDS

- ESG Corporate Objectives
- Regulatory Compliance
- Traceability and Transparency
- Investors and Consumers' Expectations



## SOLUTION

- Sustainable Product Journey

# SUSTAINABLE PRODUCT JOURNEY

SRM

SUPPLIER DISCOVERY & QUALIFICATION (1-N)

PRODUCT QUALIFICATION/ TECH SPECS

BUY EXECUTION  
PURCHASE ORDER MGMT /ASN

MAKE EXECUTION  
WORK ORDER MGMT/  
PRODUCTION FOLLOW-UP

AUDIT, FOLLOW-UP/  
NON-COMPLIANCE

INTEGRATION with Existing  
systems/EXT DB/ IOT

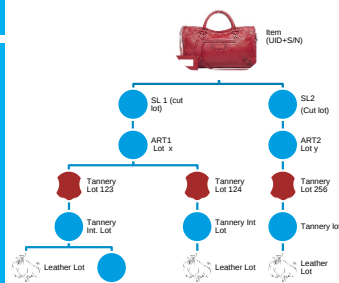
## COLLECT

DATA, DOCUMENTS, CERTIFICATES  
IN A COLLABORATIVE & DIGITAL WAY  
(TRACEABILITY & ESG/PEF)

ESG CONTROL TOWER

MAKE

TMS



Backward/  
Forward  
inquiry

ESG/PEF  
engine



Co2e Transport calculation and  
monitoring

## AGGREGATE, CALCULATE & MONITOR

PRODUCT HISTORY & GENEALOGY  
(TRACEABILITY & ESG DATA)  
*Item, Batch n°, Serial n°*

SALES

## CONSUMER ENGAGEMENT



## COMMUNICATE

STORYTELLING TO CONSUMERS  
AND AUTHORITIES

# Environmental Sustainability Is Now a Majority Growth Opportunity



## 69%

of CEOs agree **environmental sustainability is an opportunity** they are exploiting as part of their business growth strategy.

n = 202 supply chain respondents

Q: Please tell us which of the two opposing viewpoints most closely represents your view.

Source: 2024 Gartner CEO and Senior Business Executive Survey

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# INTELLIGENT SUPPLY CHAIN

## NEEDS

- Anticipate
- Fast decision-making
- Automate



## SOLUTION

- Pragmatic and Multi-technology Innovation



# Pragmatic and Multi-technology Innovation

TECHNOLOGY  
MATURITY LEVEL

MARKET  
ADOPTION LEVEL

MARKET  
EXPECTATIONS



INNOVATION LEVEL

GIS

IOT

BLOCKCHAIN

RPA

ML

NLP/U  
LLM

IN PLATFORM

- GEOFENCING
- MICRO-GEOFENCING

- ANTICOUNTERFEIT
- RFID MATERIAL TRACKING
- REAL-TIME LOCATION SYSTEM

- CUSTOM CHECK AUTOMATION
- VMI CONFIGURATION

- DYNAMIC SLOT BOOKING

- CHAT ASSISTANT
- CONTROL TOWER VOICE INQUIRY

POC

- DIGITAL PRODUCT PASSPORT

- UPSTREAM TRACEABILITY IN AURA

- DOCUMENT RECOGNITION & DATA EXTRACTION
- SUPPLIER INTELLIGENCE

BETA LEVEL

- FIDELITY CARD IN ETHEREUM

- PREDICTIVE LOGISTICS OTIF
- PREDICTIVE FREIGHT VOLUME
- PRESCRIPTIVE BEST ITINERARY

- VOICE BROWSING

# NEW ON THE CURRENT RELEASE

## TESISQUARE PLATFORM 7.2

### TESI SRM



#### SOURCING

- Contract Qualification refactoring
- Quality Notification

#### EXECUTION

- Automatic Transport Creation from ASN
- Fashion Vertical
- Invoice Management
- Inbound Management refactoring



#### SOURCING

- Sustainability & Risk Management
- Audit & Non-Compliance

#### PROCUREMENT

- Long Term Declaration

### TESI CONTROL TOWER



#### CONTROL TOWER

- Sustainability & Risk Analysis
- Green & Cold Chain Analysis

### TESI TMS



#### TMS

- Unit of Measure Management

#### PLANNING

- Retail Vertical

#### COLLABORATION

- Agenda Configuration
- Pre-booking of Containers/Trucks

#### EXECUTION

- Carrier Hub

#### COSTING

- Accrual Management
- Fuel Surcharge Calculation



#### PLANNING

- Optimal Carrier Simulator

#### EXECUTION

- Green & Sustainability

### TESI MAKE



#### MAKE

- Product Genealogy
- CITES

### TESI SALES



#### SALES OPERATIONS

- Invoice Management

#### STORE MANAGEMENT

- New Front Office
- New Back Office

### TESI EXTENDED INTEGRATION



#### EXTENDED INTEGRATION

- Upstream Dataflow Digitalization
- European e-Invoicing & Tax Reporting
- B2C Marketplace Interconnection
- Data Enrichment Portal
- Digital Preservation refactoring
- Cross-check on SDI for e-Invoicing

### INNOVATION



#### PRAGMATIC INNOVATION

- AI Chat Tool with Automatic Translator
- AI-based Virtual Assistant
- Machine Learning

### ARCHITECTURAL



- ✓ Software Vendor
  - Automation
  - Layout
  - Integration Layer
- ✓ Security
- ✓ User Experience
- ✓ Performances

# UNEXPECTED



A full-page background image of a mountain landscape at sunset or sunrise. A vibrant rainbow arches across a blue sky filled with soft, white and pinkish clouds. The foreground shows dark, silhouetted mountain ridges and a forested valley.

# REACT TO THE UNEXPECTED



# THANK YOU

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