

CarLo

R E P O R T



A customer magazine for logisticians

WINTER EDITION 2021 | 22

inDEED TMSystem CarLo® offers the perfect mix | inCREDIBLE CarLo® inAIR&SEA with depth



Soloplan GmbH—a company with many facets:
Take a look behind our scenes!





Wolfgang and Fabian Heidl

Dear customers, partners and readers of CarLo REPORT

Even in times of a pandemic, standing still is not part of Soloplan's vocabulary. Apart from continually integrating our visions and best practices of the worldwide users into the CarLo® software family, we also want to expand globally as an **international software company**. Our spirit of innovation is one of our keys to success with regard to **sound growth** and **sustainable development**. Among other things, this is facilitated by **financial independence** with a solid equity ratio and no external capital.

With regard to our products, we are glad to announce a special highlight—the comprehensive **redevelopment** of our air and sea freight module, **CarLo® inAIR&SEA**, is in the final stages of development. Soloplan was also able to develop in a future-oriented way in terms of company growth. Our **new branch office** in **Wroclaw** (Poland) has already been completed and another one in Namibia is currently in planning, in order to be able to open up existing and new markets even better. Additionally, in September, we celebrated the opening of our **4-star business hotel Soloplan City Resort** at our headquarters in Kempten.

We have also been busy making plans for 2022 and, apart from the successful GO DIGITAL webinars and the **Academy appointments**, we have also created a completely new, future-oriented **webinar series**, which came into existence based on the wishes of our customers.

You can learn more about these and other topics in our current magazine. **Have fun reading!**

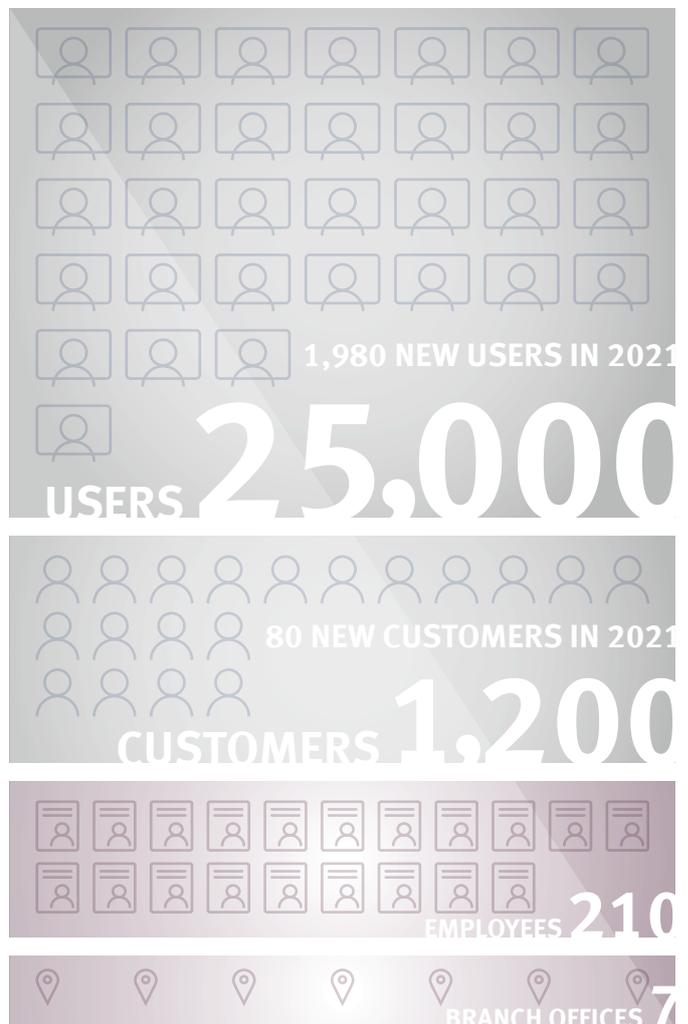
Greetings from Kempten

Wolfgang and Fabian Heidl
CEO and CEO International of Soloplan GmbH

How our unbeatable logistics solution is created

As a **medium-sized family company**, Soloplan stands by your side as your **partner across generations**. We strategically and operationally decide on the direction of our development and are, therefore, accountable only to you and our own high quality standards. Over **25 years of industry know-how** combined with a spirit of innovation guarantee a logistics software that not only fulfils, but exceeds your requirements.

Together, our **strong team** of computer geniuses, creative thinkers and software experts creates IT solutions for the entire world of logistics. The **210 employees** in the **7 branch offices** in **Germany, France, Poland, South Africa** and the **UK** work together closely across countries. Without this strong sense of solidarity, supporting approximately **1,200 customers** with over **25,000 users** would not be possible.

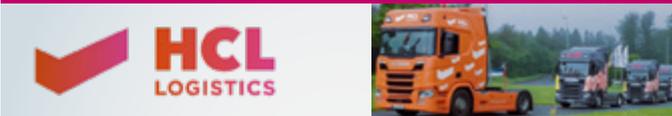




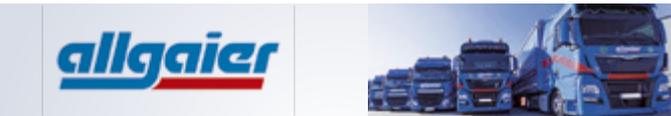
inDEED WE TRUST SOLOPLAN

TMSystem CarLo®

Internationally convincing: The perfect mix of efficiency and effectivity.



The goal of HCL Logistics was to do things somewhat differently than the market—with CarLo®, they were able to achieve this goal without problems!
By now, all of their logistics and transport-chain processes are centrally integrated in their TMS CarLo®—from pre-planning to calculation. Additionally, with CarLo® inAIR&SEA, they are able to fully cover all transports—from LCL/FCL and air and sea freight to overland transports.



"With CarLo®, we have found an ideal solution for our special requirements for a forwarding software. We are impressed by how powerful the software is and, furthermore, appreciate the excellent support by the SoloPlan team, who bring a great level of problem-solving competence to the table."
Allgaier GmbH



The company Unterer was looking for a top-notch TMS solution—now, they use CarLo® for all of their planning, master data and order management!
With over 150,000 tours per year, more than 260 tractors and 500 semi-trailers, Unterer needed a stable and comprehensive system. CarLo® convinces in everyday work—especially due to its customisability, the statistics and an improved way of working together across departments.



Logistik in XXL takes a big step towards a digital working place with CarLo®!
In the areas in use, such as calculation, fleet management and planning, CarLo® scores points specifically with regard to the transparency and improved overview within the teams. The employees of Logistik in XXL are especially enthusiastic about the individual adjustments of the software and the structured work processes.



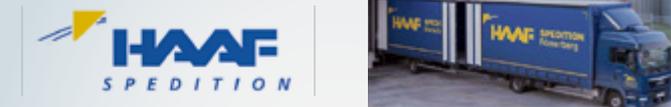
Absolute Logistics chooses SoloPlan—as the second major transport and logistics company from Namibia!
The company Absolute Logistics is a medium-sized company with 40 large trucks and a fleet of about 130 smaller vehicles for individual deliveries. SoloPlan is looking forward to the go-live at the headquarters in Windhoek and at the branch offices in Johannesburg and Cape Town in 2022.



Green light for the first project phase –complete implementation planned until autumn of 2022!
In the future, ESA logistika will handle more than 70,000 transports of ambient, oversized or high-value goods under TAPA/ADR conditions in 3 countries with the software solutions CarLo®, CarLo® inTOUCH, CarLo® inHUB and CarLo® inAIR&SEA.



"The CarLo® road module offers more features than any other system we saw during our selection process. So far, we have implemented CarLo® in four of our branch offices. The handling of tariffs and planning tools has worked perfectly from the very beginning."
Scan Global Logistics



CarLo®—a system for a responsive implementation of all processes!
As a specialist for transports and contract logistics, the HAAF company group travels Europe with over 300 employees and 160 vehicle units of their own. As an integrated comprehensive solution, CarLo® allows for the synchronised work of employees across departments in the areas of logistics, sales, financial accounting and controlling.

CarLo® in use worldwide—you can find more references from all sectors and countries online at:

www.soloPlan.com/references


Sea-freight management with depth

Our CarLo® inAIR&SEA module—redeveloped entirely.

A professional software company such as Soloplan cannot stand still –that is why, from mid-2021, we started with the complete redevelopment of our air and sea-freight module as a new highlight. Apart from customer feedback, the spirit of innovation and the expertise of our employees have also influenced the fully revamped CarLo® inAIR&SEA module. (Delivery with version 2.79 on 28/02/2022)

CarLo® inAIR&SEA is one of the few systems worldwide that can integrate road transports of a forwarder as well as air and sea freight into a single system. Take an exclusive look behind the scenes now and find out which highlights are currently being developed. In the first step, the sea freight area will be implemented; then the air freight area is set to be renewed.

The entire data structure –completely reinvented

All relevant business objects for sea transports will be newly introduced or restructured in order to live up to the special requirements of this means of transport.

In general, the process starts with a **booking** that is created before all necessary data for the entry of the shipment is available. Based on the booking, you can simply create an offer and later apply the data to a **house shipment** or a **master shipment**. The house shipment is implemented with all common functions, including the **house bill of lading**. You can also **consolidate** house shipments; then, they are transferred to a master shipment together.

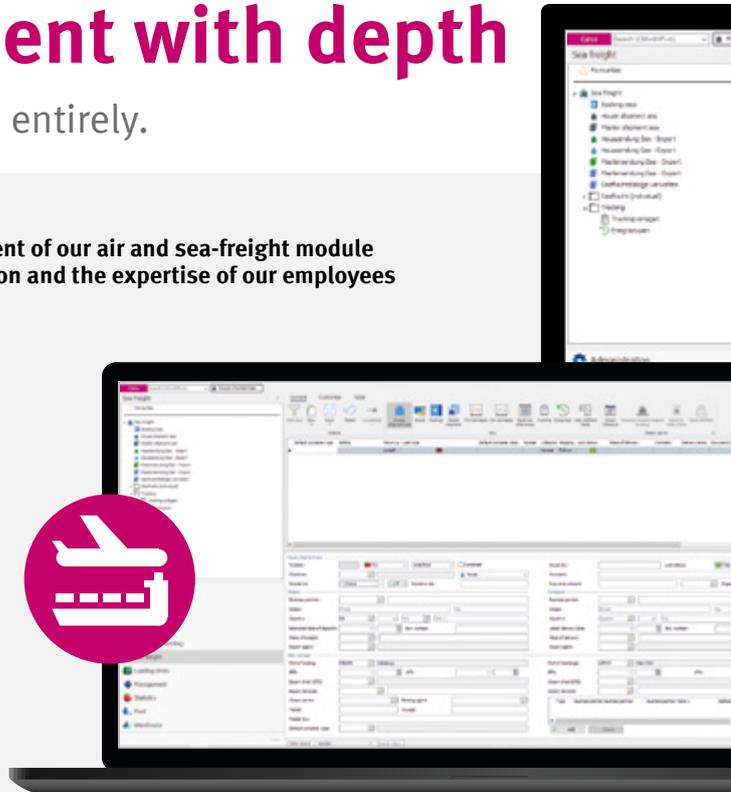
Track & Trace –for your sea-freight management

In the area of consignment tracking, there will be an extended functionality specifically for sea freight. **In this context, milestones are defined for the transport process that need to be completed step by step and within a certain period of time.**

Subsequently, based on the completion of these milestones, a workflow can be triggered or a user can be notified. By means of a connected telematics solution, INTRA interface or different source, the milestones are automatically checked and marked as completed. Thus, the dispatcher can check the status of any sea freight shipment at any time.

A possible example for a milestone in goods transports via sea freight is the following: **The container has arrived at the port of delivery. In this example, based on the telematics connection, this milestone is marked as completed and logged via geofencing when the goods arrive.**

However, if the goods arrive late at the port of delivery, i.e. the milestone is not completed in the predefined period, a note is included in the log as well. **For this unfulfilled or late milestone, you can now configure, for example, that the dispatcher is notified and asked to respond.**



Combined in CarLo® inAIR&SEA –all documents, interfaces and processes relevant for sea freight

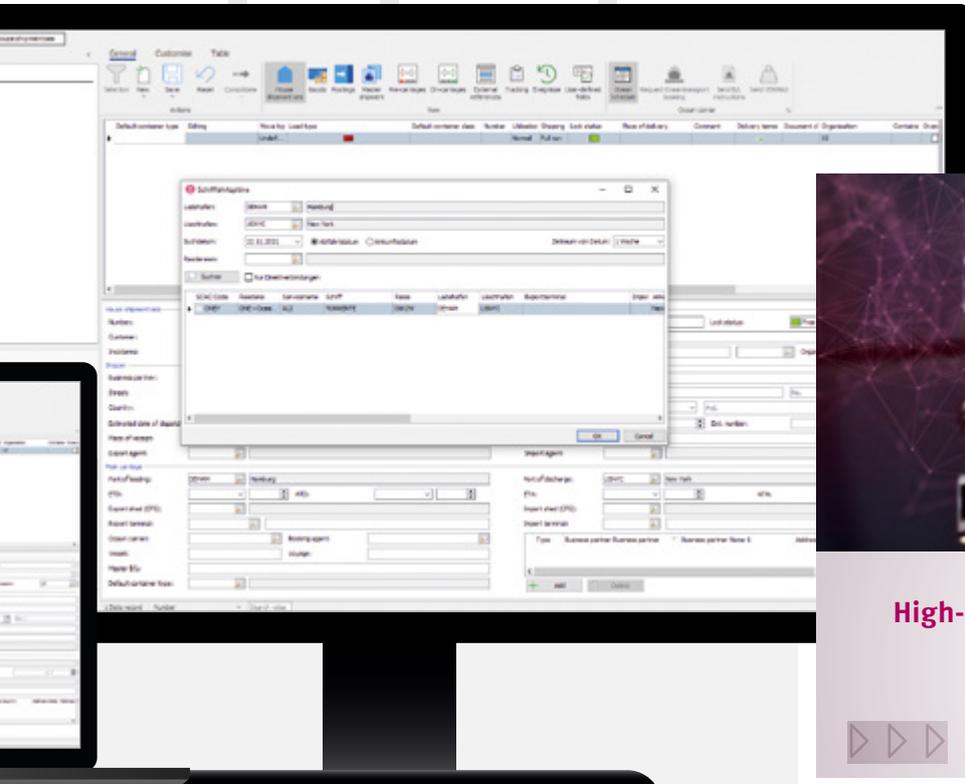
Currently, switching between the different programme areas to enter the required data is still time-consuming. In the future, a new approach will save users this effort, since **they no longer need to switch between windows in order to edit data for the main carriage.** Equally, the document view of the shipments has been revised.

"Not only the integration of new functions, but also an improved user experience is one of our highest goals. Due to the optimised entry masks, we were able to cut the data-entry time nearly in half.", graduate computer scientist Christian Heidl, Chief Development Officer at Soloplan, explains proudly.



In the standard version of the CarLo® AIR&SEA module, all fields for the **bill of lading** are included and predefined; additionally, it contains templates for printing the B/L. Due to the official **partnership with INTRA**, Soloplan can offer the following INTRA functions: Vessel timetables, booking requests and communication with shipping lines, transfer of the B/L instructions and the VGM (verified gross mass) of the load.

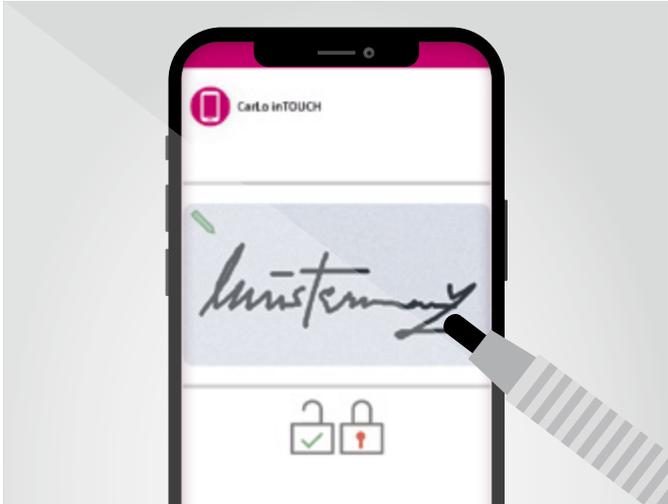
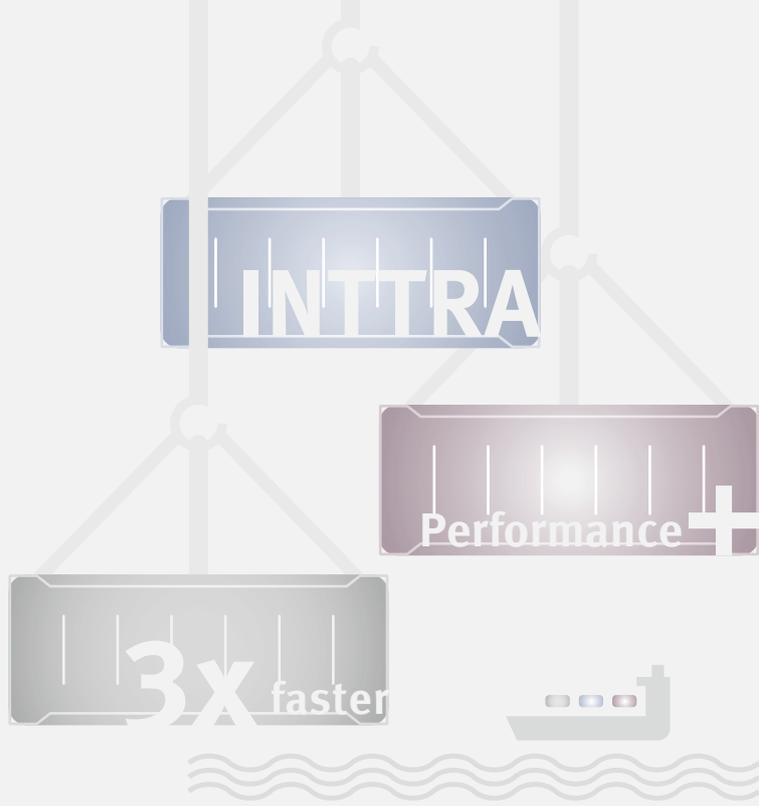
In the cost management area, the revised CarLo® inAIR&SEA module now contains a **detailed list of costs and revenues** of every sea freight transport in a central overview. The new data structures of CarLo® inAIR&SEA can directly interact with the existing CarLo® module for road transports. **Thus, the pre-carriages and on-carriages for road transports can be created automatically.**



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–we take care of everything

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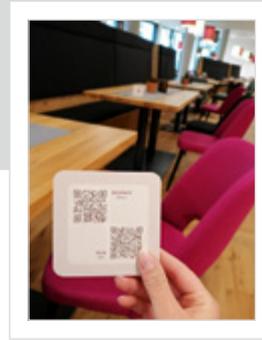


 **CarLo® inTOUCH**
–digital signatures:
one step closer to paperless
order processing

In early 2022, the **Soloplan telematics system CarLo® inTOUCH** will be extended to include a new functionality: the option of including digital signatures. Thus, for example, the driver can directly have the delivery documents digitally signed. By saving steps such as, among other things, printing and scanning, the time required and error sources are reduced. Additionally, the freight documents are directly allocated to the corresponding order in digital form and are also directly visible for the dispatcher in CarLo®.

You are interested in **CarLo® inAIR&SEA** and the other products related to our premium software **CarLo®**? We look forward to your requests by phone at:

+49 831 57407-300



Digitalisation is possible in the area of culinary experiences as well—scan the QR code in the restaurant to view the menu

Hospitality of the highest standard

After a year and a half of construction, the time had finally come: On the first weekend in September, the **grand opening of the 4-star business hotel SoloPLAN City Resort** took place at the Berliner Platz in Kempten (DE).

At the **VIP gala evening** on Friday, SoloPLAN CEO and building owner Wolfgang Heidl welcomed numerous guests from politics and the regional economy. In an interview round at the beginning of the evening, the guests learned interesting background information about the hotel project. Entertainer and TV food expert Sebastian Lege moderated the evening with humour and piqued the guests' interest with intriguing culinary expertise.

On the **open day**, we gladly welcomed **more than 500 interested visitors**, who, in regular hotel tours, had the opportunity to admire the bar, the reception, the restaurant, the different categories of rooms and the suite and take a look behind the scenes of the hotel.

On the "SoloPLAN City" premises, the hotel offers luxuriously furnished rooms and serves as a retreat directly next to the SoloPLAN headquarters—and it is particularly interesting for you as a SoloPLAN customer: We have booked a **room contingent** for **participants in the SoloPLAN Academy** and can therefore offer you **special conditions!**

We are looking forward to your visit in Kempten.



TEAMWORK—a priority at SoloPLAN

Regular, team-strengthening events take place at all SoloPLAN locations—from official team events and company-internal football games to dinner together. Additionally, visiting customers together and carrying out training sessions supports the continuous development of the teams and thus also helps everyone learn from each other.

During the apprentice outing to the trampoline park, the 17 apprentices at the company headquarters in Kempten (DE) were able to experience right away what team spirit means at SoloPLAN: Collegiality!

*SoloPLAN teams
-crazy about logistics and software
and down for anything*



At a glance

Your pins of interest.



Space for many ideas

New offices rooms of the SoloPlan branch office in **Pretoria (ZA) completed**—and thus, we have even more room to help our global customers! Because, the continued internationalisation of SoloPlan GmbH is only one of many long-term goals that we pursue as a software company.

Customer visit in South Africa

Solly Letsoalo, CEO of **CargoCarriers**, drinks to the successful partnership of the two companies with the SoloPlan CEOs. From Cape Town to the Congo: The transport provider has been working with the TMS CarLo® since 2020, and, with more than 530 employees and many subsidiaries, **is one of the biggest logistics companies in the south of Africa.**



"I was surprised by such a warm welcome in Kempten—I feel very comfortable in the team. The product is brilliant and it is exciting to get to know the possibilities of CarLo®. I am already looking forward to supporting our customers in using CarLo® during their everyday work."
Krzysztof, Team SoloPlan Polska

Welcome to Wrocław

In addition to our existing, successful branch office in Katowice (PL), a **second branch office** has been fully established in **Wrocław (PL)**. The branch-office manager for Wrocław (PL), Krzysztof, is already in Kempten (DE) for training and is looking forward to his future tasks.



SoloPlan goes UK

Our first fair since the start of the pandemic led us straight to the location of our new branch office in the United Kingdom—to the **Multimodal 2021 in Birmingham (UK)**. We were very excited to finally be able to meet with our customers and partners in person again. We would like to thank everyone for a successful fair kick-off with exciting contacts, successful conversations and, of course, a lot of fun!





inCONTACT WEBINARS | SEMINARS

Ready for the new year

In 2022, we make you fit for your daily planning routine.

Free webinar series within the scope of the Soloplan digitalisation initiative

You would like concentrated information about all topics regarding the TMS CarLo®? You would like to learn a lot in a short time and be able to ask questions of your own?

Our webinars deal with different topics regarding digitalisation in transport management. Comfortably take part **online** and, in **about 60 minutes**, receive insight into tips and tricks for the use of CarLo® as well as answers to your personal questions.

GO DIGITAL

In this webinar series, both the general functionalities of our logistics software and the new developments of the respective add-ons are discussed in detail.

OPTIMISING CarLo®

Based on our many years of experience and the evaluation of customer feedback, we developed this webinar series specifically for key users, administrators and major customers: In addition to helpful, recurring configuration details, typical problems and incorrect configurations are discussed. Additionally, webinar contents such as the use of filters, interfaces, automatisms or layout editors are in planning.

Quickly secure your webinar seat now online at:

www.soloplan.com/webinars.



Extended standard and expert seminars at our in-house Soloplan Academy

The seminars offered in our Academy give both advanced and inexperienced users the chance to understand our software even better and use it in a more targeted way. In our training rooms, you can learn the basics of our software in small groups and get insider knowledge from our experts, which qualifies you as a CarLo® expert.

In 2022, for the first time, seminars will also take place at our branch offices in **Birmingham (UK)** and **Pretoria (ZA)**—and, as before, at our locations in Kempten (DE) and Dresden (DE).

Get to know our extensive seminar offer, ask for an Academy flyer or inform yourself online at:

www.soloplan.com/academy.

We are looking forward to meeting you!

For more information about our TMS CarLo®, our seminars or our Web products, contact us at:

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