



National Bulk Tanker Association 6 June 2002

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Outline

- What's happening in Supply Chain Marketplace
- Milklink overview
- Milklink outcomes
- Icon Global's view on Supply Chain
- Conclusion



Do these statements apply to you?

- Lack of timely info flows b/n supplier and customer
- The customer seems to know about problems before me
- Seasonality of demand
- Lack of detail on optimal routes and vehicle scheduling
- Sub-optimal utilisation of equipment
- Tight specifications of products
- Variances b/n volumes customer and supplier expect
- Vehicle checks not performed before departure
- Vehicle times on site, in transit and reasons for delays
- Risks are not properly managed
- Sign off on accountabilities at hand-over points
- Government compliance (Mass Management)
- Duplication in keying information

So who are Icon Global and Milklink?

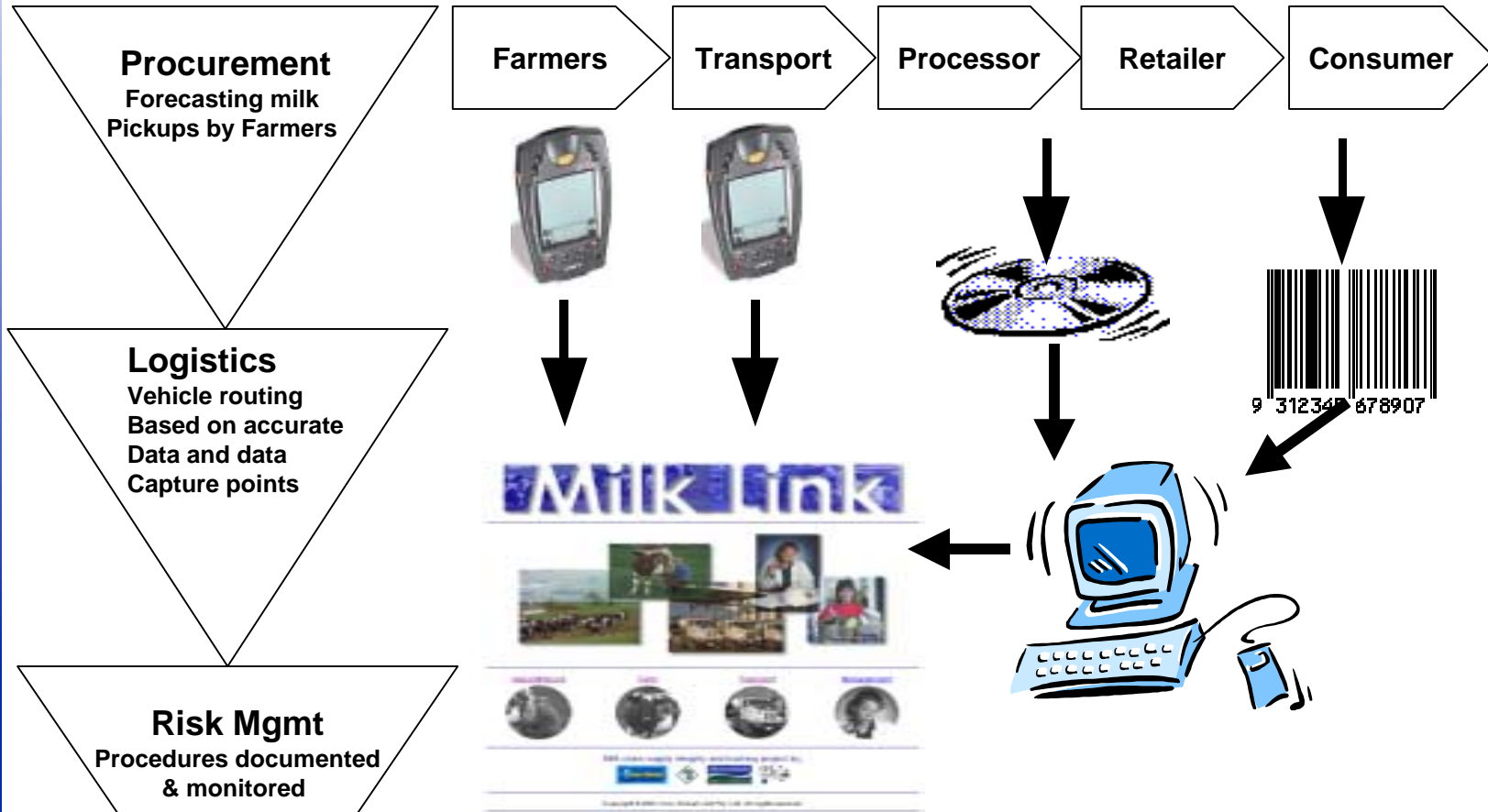
- Icon Global is a specialist Supply Chain Tracking and Quality Management solutions provider
- Number of Mobile Projects supported by ITS and Vic State & Regional Development
- Supply Chain Management systems:
 - Milklink
 - BEX
 - EB Transport
 - FCL Transport
 - Moyston
- Suited to the tracking of Dangerous Goods
 - Early warning on exceptions
 - Tracking for Transport Provider and State Road Authorities
 - Transparency
 - Efficiency

IG's Tracking System

- Transparency and access to quantity and quality information
- Gate system to forecast and manage products
- Efficiency through exception reporting



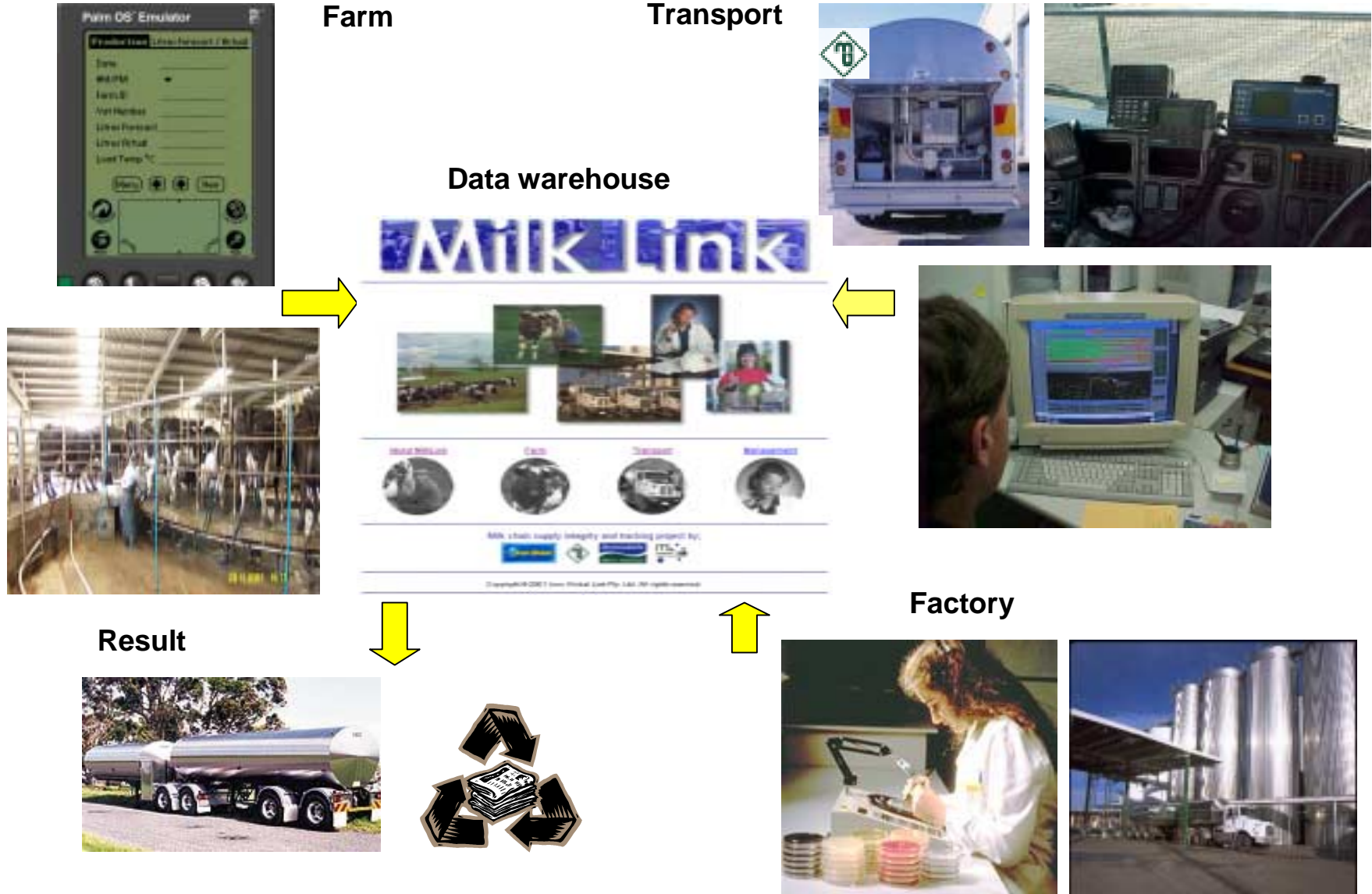
Milklink



Participants

- IGL, ITS, MG and Vic State and regional development

MilkLink Project



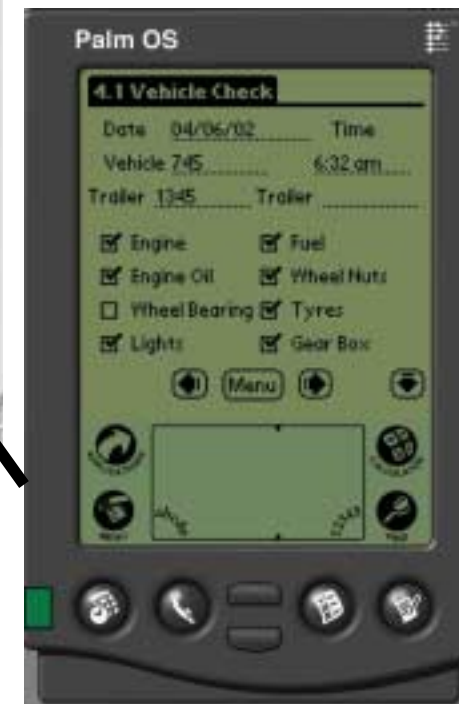
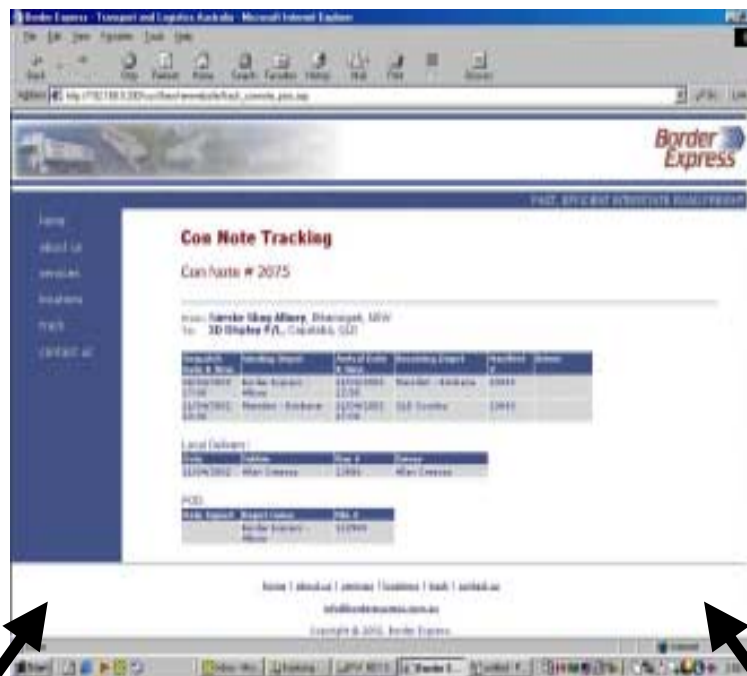
Milklink – Runsheet

- Forecast from Farmer used to schedule vehicles
- Runsheet produced with cumulative litres and exception reporting



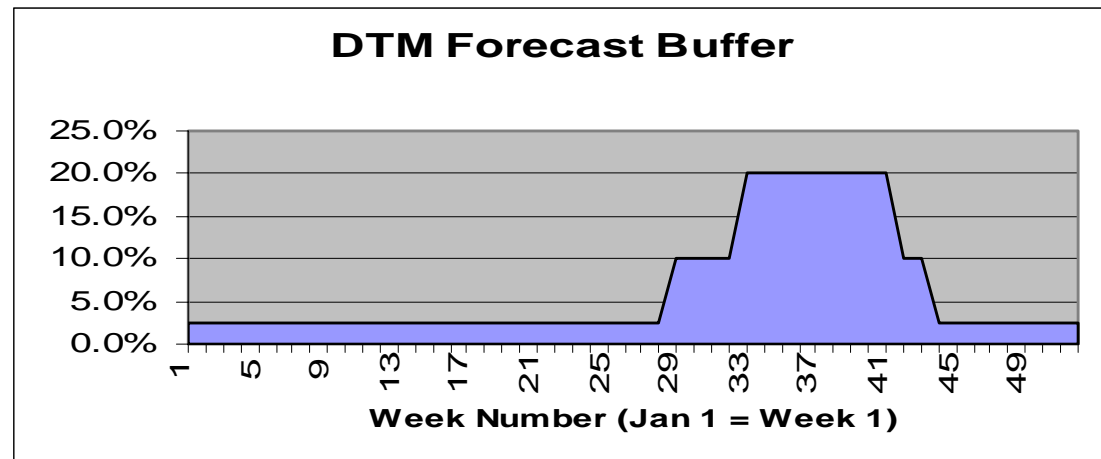
Milklink – Data Collection

- Data Capture points for critical information
- Vehicle checks for Safety audit trail
- Web Tracking of information

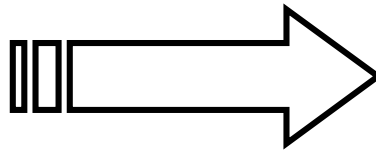


Milklink Outcomes

- Accuracy of milk pick-up information improved from variance of 3.6% to 2.3% during the trial (Jan 02/Mar 02)
 - Raw improvement of 1.3%
 - Improvement on present forecasting accuracy of 35%
- Buffer inserted into vehicle forecast utilisation per day
 - Mid-October - Early July - 2.5%
 - Mid-July - Early Oct - 10% - 20%
- Project completed while nominal buffer placed against vehicle utilisation. Operation in more volatile times of the year with farmer maintaining same level of accuracy would demonstrate raw improvements up to 17%.



Milklink Demonstration

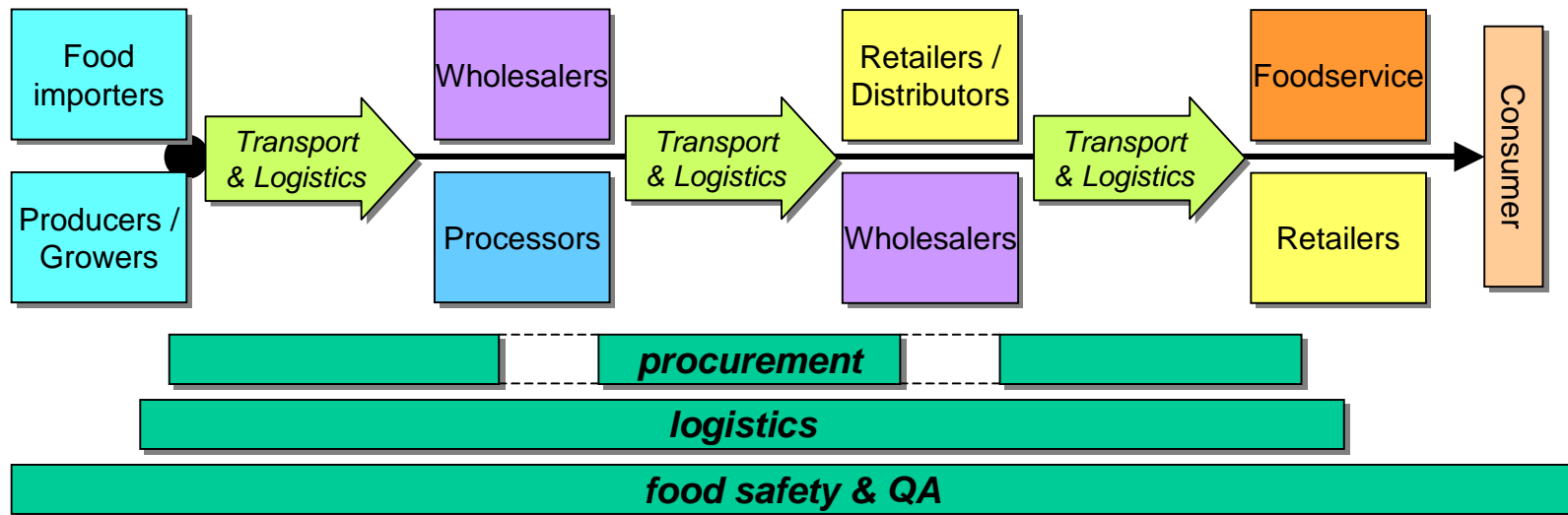


DEMO

<http://www.milklink.net/>

Integration with Supply Chain

- Milklink is a concept that can be applied to any Supply Chain for any links
- Anywhere that data can be captured in the field and needs to be transparent for quality, regulatory and quantity purposes the IG concept applies



Conclusion

- This is what is happening in the Industry
- Technology is here
 - Current Projects
 - EB Transport
 - Border Express Transport
 - Moyston Fisheries / Multimedia Victoria
 - Northern Herd
- Businesses are understanding what technology adds value
- Technology intermediaries are appearing
- Government supporting the technology initiatives



"Specialised Software Development"
Systems That Work
"Tailored Solutions"

Discussion