THIRD-PARTY LOGISTICS & SUPPLY CHAIN
MARINE INSURANCE DAY - OCTOBER 2ND, 2020
PRESENTERS

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Chief Risk Officer, Overhaul
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<td>3PL supply chain risks</td>
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3PL SUPPLY CHAIN RISK IN THE U.S.

- Cargo theft
- Subcontracting
- Driver behavior
- Civil unrest
- Demand
CARGO THEFT RISK IN 2020

The rate of high-value load thefts in North America has increased significantly over recent months.

Four high-value cargo thefts, with an average value of $3.4M, have been reported stolen in the past four months.

In all of 2019, only six thefts over $1M were reported.
CARGO THEFT INDUSTRY STATISTICS

Cargo Theft By Value

- Consumer electronics
- Food & Drinks
- Metals
- Automobiles & Parts
- Pharma & Medical supplies

Cargo Theft By Category

- Food & Drink: 28%
- Consumer electronics: 11%
- Metals: 5%
- Pharma & Medical supplies: 5%
- Automobiles & Parts: 5%
CAUSE OF LOSS

Transportation
- Natural Causes: 15.51%
- All Other: 28.64%
- Vandalism: 0.52%
- Theft: 11.95%
- Breakage/Collision: 43.38%

Motor Truck Cargo
- Natural Causes: 12.30%
- All Other: 23.63%
- Vandalism: 1.64%
- Theft: 9.48%
- Breakage/Collision: 52.95%

Source: Insurance Services Office (ISO) 2013-2017
WHAT'S MISSING?

- Standard Operating Procedure Adherence
- Dynamic Corrective Risk Management
- Product Integrity
- Law Enforcement Response & Recovery
- Insurance Bundle
Overhaul is making supply chains fully visible, secure and connected in a digital world.
INTEGRATIONS HUB: SINGLE UNIFIED VIEW OF ALL DATA SOURCES

Proven data extraction methods
- API-EDI integration
- Cell network pull
- Cell triangulation
- Mobile Application

Available & Connectable Vendor Data Sources
- Fleet Telematics
- Trailer Systems
- Cargo Sensors
- Client TMS
- Operational Impact
- Threat Database
- Driver App
- Rail Tracker
- Flight Tracker
- Vessel Tracker

Screen data via user customized workflow
Detect non-compliance or Ops metrics
Issue Corrective actions/network alerts
Data Analytics on how to improve the network
User group dashboard and reprot
Cost savings efficiencies disruption avoidance

Overhaul’s Robust Engineering Process
Software auto-detects/corrects and pushes events for resolution based on severity and urgency.

Non-compliance is reduced by communicating to all stakeholders driving down risk.
RISK MANAGEMENT SOLUTIONS: PRE- & POST-INCIDENT

PRE-INCIDENT

- Automated Compliance Management
- Real-time Monitoring

POST-INCIDENT

- LE Connect
- LoadLock
- Claims Buddy
# SUCCESS STORY

## MAJOR 3PL IMPROVES VISIBILITY & SECURITY FOR FORTUNE 50 TECHNOLOGY SHIPPER

### THE CHALLENGE

The high value of the shipper’s technology freight made it particularly vulnerable to theft and pilferage. Additionally, the extensive shipping network required true real-time visibility and instant risk management capabilities with comprehensive reporting, to protect the freight while reducing time spent on creating manual reports.

### THE RESULTS

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<th>BEFORE</th>
<th>WITH OVERHAUL</th>
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<tr>
<td>THEFTS</td>
<td>0 thefts each year</td>
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<tr>
<td>RISK EVENT COMPLIANCE</td>
<td>Unknown</td>
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<tr>
<td>MANUAL TIME SPENT</td>
<td>8+ hours each day to create Load status - Location - ETA report</td>
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<td>0 -- Everything is automated and in real time</td>
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On-time performance delivery metrics improved by 20%

Expansion into 30%-40% solo driving vs. 100% team driving
THANK YOU

OVERHAUL

OVER-HAUL.COM