

BeOne – to meet the challenges of logistics and transport 4.0

Always be one step ahead

The BeOne suite is a comprehensive IT solution provided by the information and communications technology enterprise Nova Systems. The firm was one of the first in Europe to introduce cloud computing, and now it has taken up the market's latest challenge – Industry 4.0. The initial impact of this new development can be effectively managed by Nova's new software modules.

Innovation is the key to success for Nova Systems. Its BeOne solution offers software services and a management system that are supplied in cloud modality. The information and communications technology enterprise recently became one of the first in Europe to introduce the cloud, and has now taken up the market's latest challenge – Industry 4.0. The latter is bringing great change to the world of international shipping, transport, customs and logistics.

CEO Valerio Avesani is convinced that Nova Systems is ahead of the times. "This revolution is moving in many directions. It aims to gather and use data through cloud computing, open data and the internet of things," he elaborates. Once the data has been gathered, it has to be evaluated by analytics systems. Departments need to obtain all of the information in real time. A fundamental mainstay of the transport and logistics industry of the future will be the flexibility of a proposed solution," Avesani states. "To achieve this, BeOne has to be continuously updated to meet the latest needs of the market," according to the manager.

A transport management system

The BeOne transport management system module (TMS) allows companies to carry out their business in the forwarding

industry, in the air, sea and overland sectors (domestic, LTL, FTL, import, export). Through TMS they can manage and control all of the phases of the shipment and its costs – in real time.

"Clients are at the heart of all business activity."

"With airfreight shipments, in particular, you cannot only manage the normal air import/export paperwork, but the most significant function that we recently developed and added enables the automatic acquisition of airline freight rates directly in the client database. This eliminates all manual updating once and for all. We're currently committed to developing integrations with the airlines, in order to be able to carry out bookings directly through BeOne," Avesani elaborates.

Customer relationship management

Thanks to BeOne's customer relationship management module (CRM), clients are at the heart of all business activity, making the search for information instantaneous. The CRM system manages, in an organised way, all contacts with customers as well as potential clients, archives

the information and makes it available to obtain spot offers, based on requirements, through BeOne's suite, Avesani explains. "This is especially crucial for companies planning a strategy whose objective is to engender loyalty amongst clients, as well as acquire new market shares. "CRM improves client management operations, and enhances productivity too. It also provides technological tools that are useful for management seeking to retain clients and improve relations with the most important ones," Avesani continued.

Over and above this, BeOne's CRM has also been supplemented with electronic document filing and business intelligence functions, which enables the dashboards and tools to be managed to create targeted reports. BeOne analytics make it possible to develop personalised marketing offers. On top of this it is also possible to obtain various documents, such as spot offers, visit reports, client marketing cards, routing orders, sales leads, marketing recommendations, as well as reminders for all of these.

Management monitoring

Managing financial commitments can be carried out directly in the managerial software, which is possible now thanks



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Leading is a commitment



Photo: Nova Systems



Nova Systems CEO Valerio Avesani.

to BeOne's cash-flow module. "The module determines the interim and future variations in a company's liquidity, within a precise period of analysis," explains Avesani. "Up until today, operators had to monitor financial income and outgoings using Excel sheets. With the new integrated functions in the BeOne module, it's now possible to monitor income and outgoings and better plan corporate management, preventing problems that may be connected to a lack of liquidity," Avesani adds. The cash-flow module is also supplemented with accounting, management control and customs functions, and the procedures are automatically updated by the software.

One of the functions integrated into Nova Systems' software is a sphere that makes it possible to monitor, in the management programme, those dashboards

exclusively linked to the control of management and accounting.

Warehouse management system

Amongst the main features of BeOne's warehouse management system module (WMS) are versatility and integration. By managing all transactions, including goods reception, re-ordering, collection and shipping, users can manage their logistics flows, increase productivity and simultaneously reduce costs, thanks to the optimisation of the routes and movements of goods.

"Software makes it possible to develop personalised marketing offers."

BeOne's WMS uses automatic identification and data capture systems (AIDC) as mobile terminals, with modules for

reading barcodes, WLAN and RFID identifiers, in order to effectively monitor product flows and positions. Modules can be configured by the user and adapted to the needs of those using the warehouses, based on the specific type of goods involved.

Certain settings are specific to the user, including goods reception and the sending of EDI flows, order management and the operating modes for handling the loading, unloading and transfer of goods. "BeOne may indeed be a perfect answer to the needs of logistics operators handling several different types of commodities at the same time," Avesani concludes. "Together with clients, managers can analyse operational needs and implement a solution through the numerous configuration parameters, depending on the commodity sectors handled by the warehouse concerned." *Jutta Iten*

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