



Digitization and Visibility: The Future of Supply Chain Operations

A Small Parcel Distribution Case Study

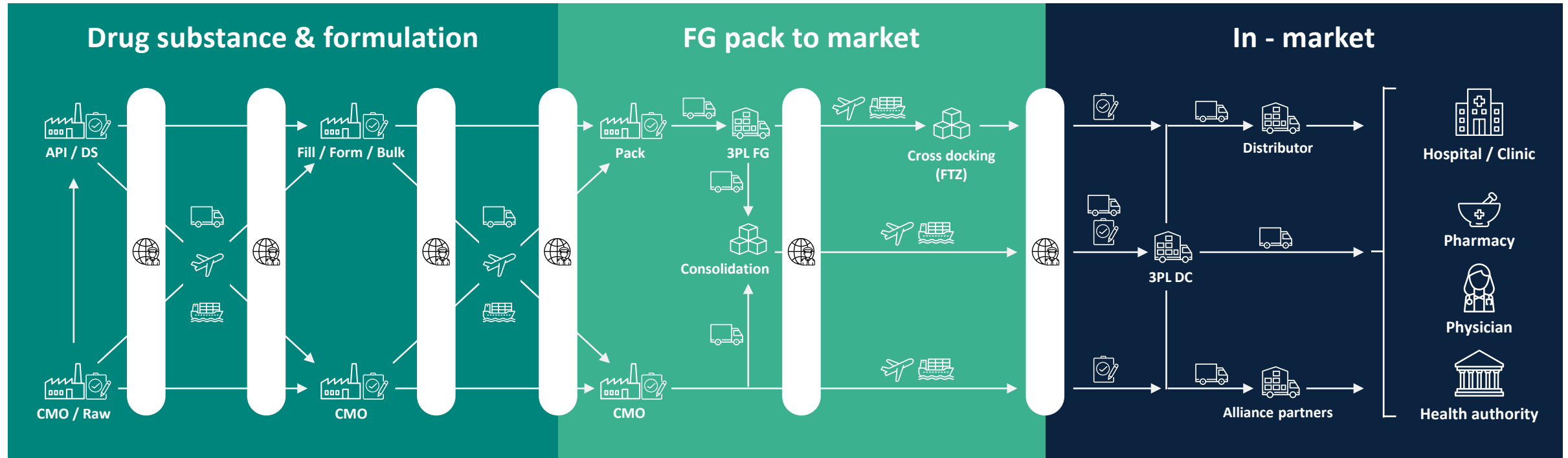
Tim Elliott - Merck

Rich Kilmer - CargoSense

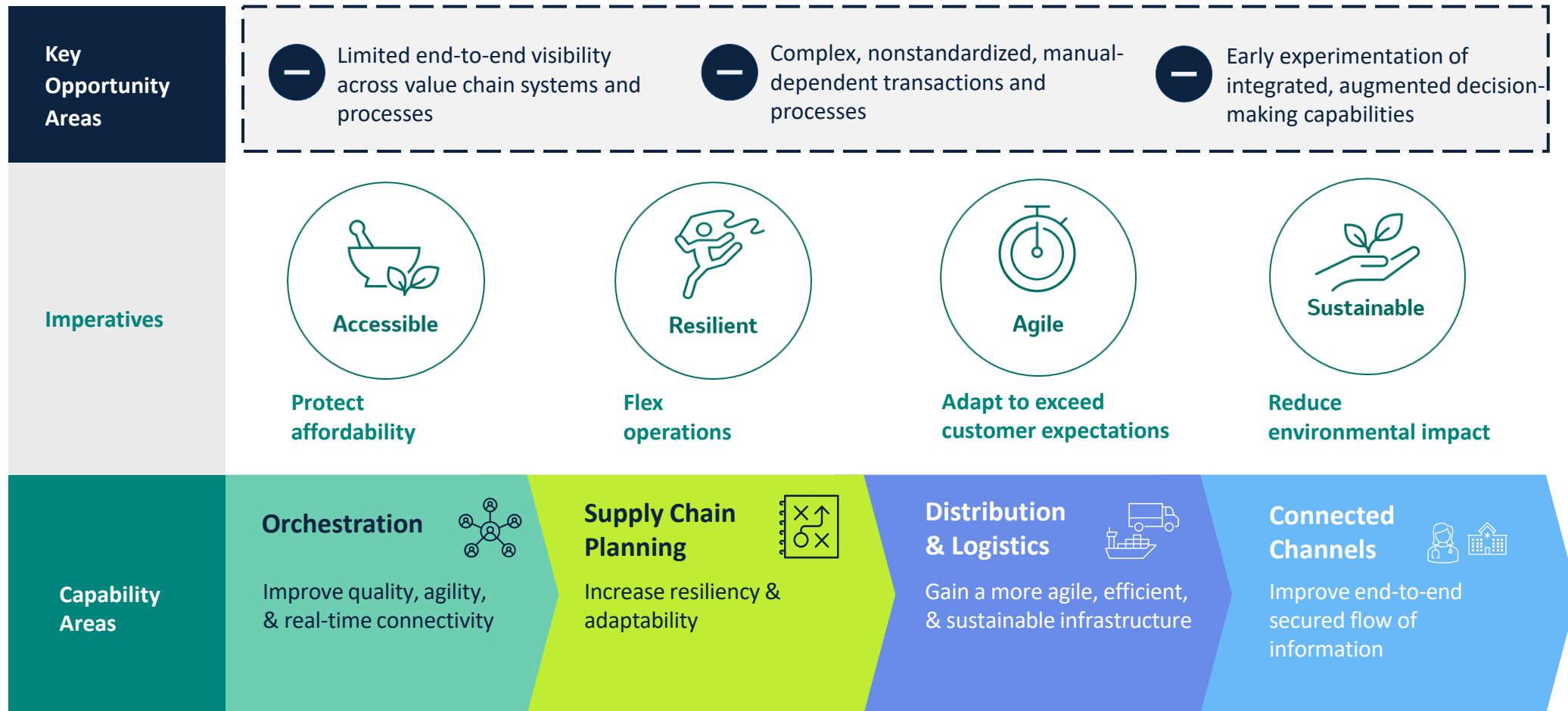
March 2024



Pharmaceutical End-to-End value chains are complex



To combat this, Merck is employing an accelerated digital supply chain strategy



Our goal is to never lose a dose... this requires alignment across the value chain

Visibility and predictability of performance between nodes that enables Merck to control the supply chain and ensure compliance at the best cost



Lack of visibility and control resulting in waste and discards!



Designing the right solution for now and the future!



Aligning the strategy and sponsorship at all levels!



Data connectivity (~10 sources)



End-to-end track & trace (location)



Real-time shipping conditions sensor (temp, tamper)



Proactive alerts & notifications before shipment hits the point of failure



Real-time intervention

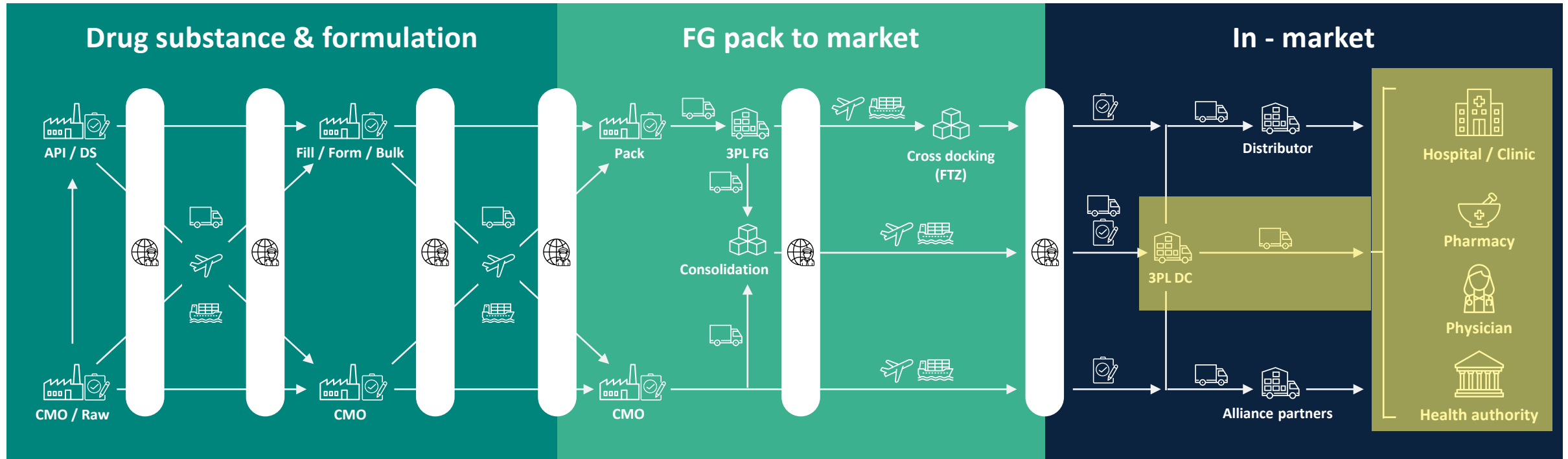


Sustainability tracking & modeling



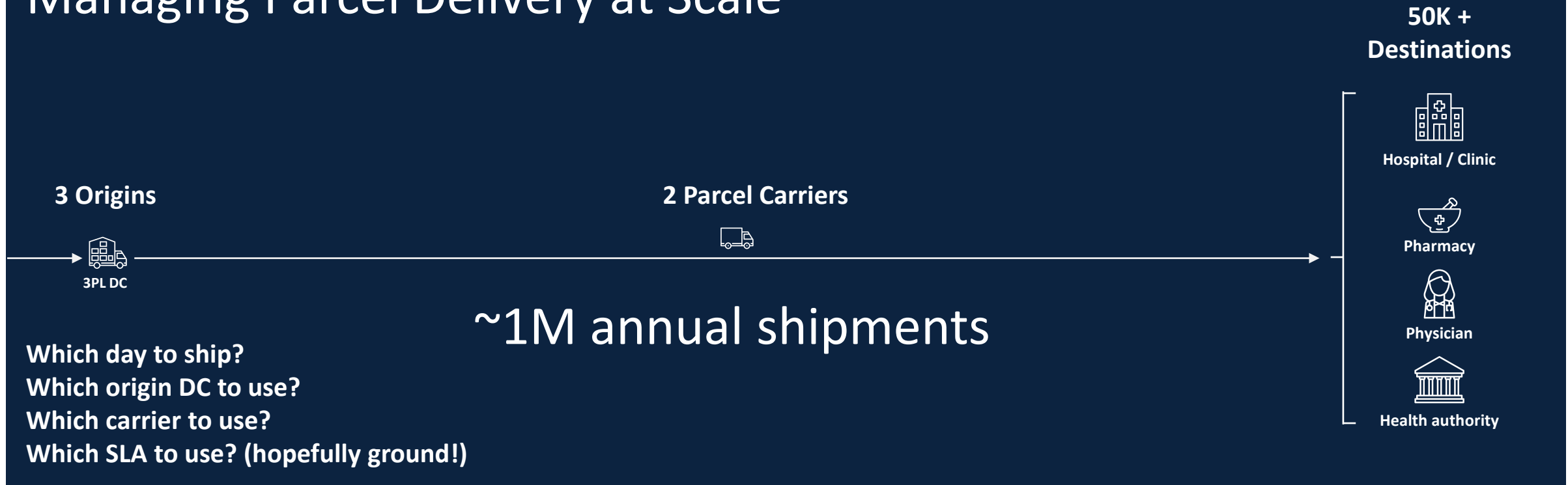
Logistics digital twin (ML & AI)

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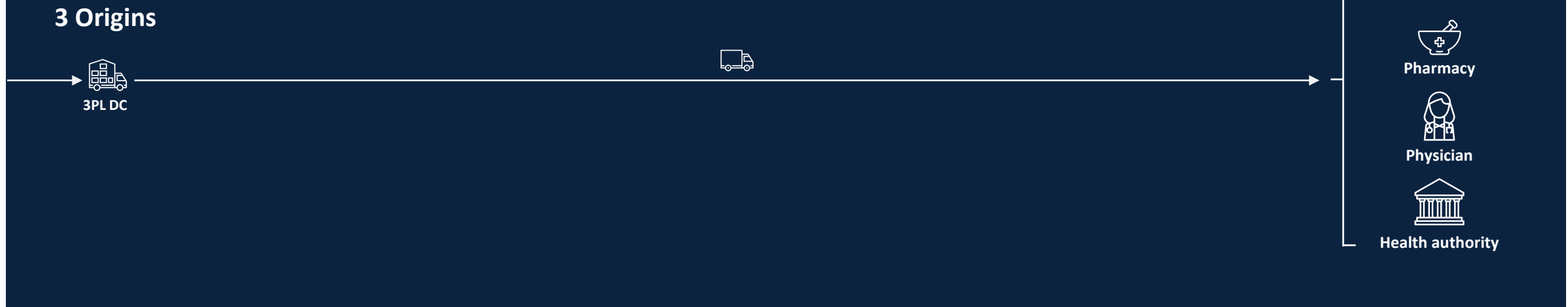
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Managing Parcel Delivery at Scale



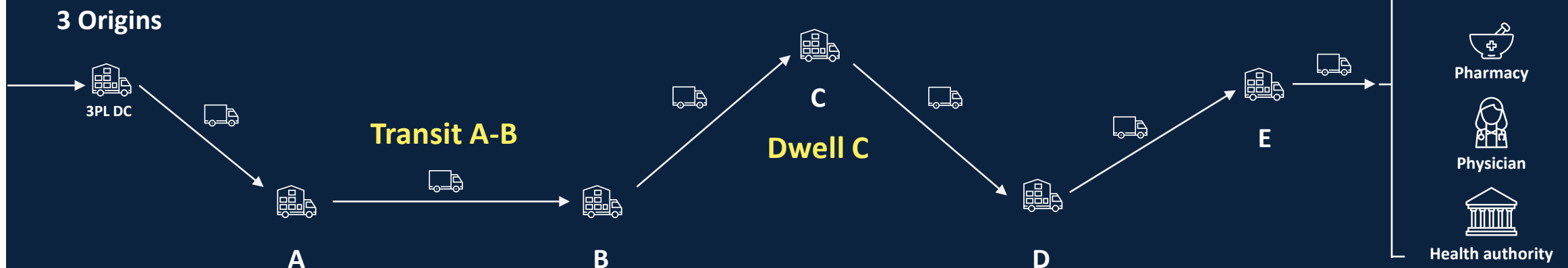
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Model Origin to Destination Pair?
Insufficient Data to Model!



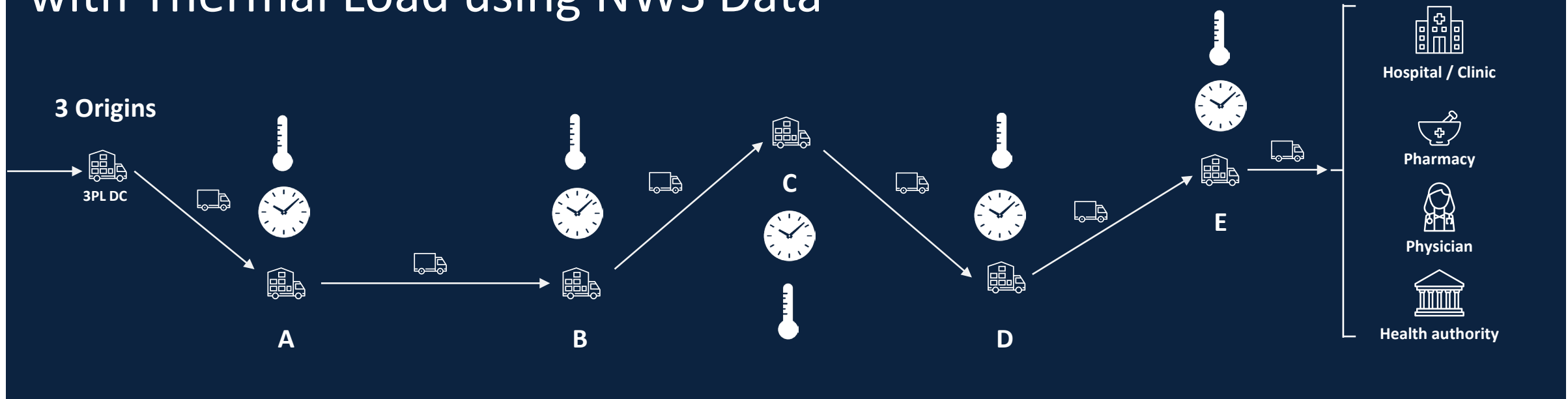
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Model the Network (ML/ANN) with Carrier Events Build Parcel Shipment Digital Twins



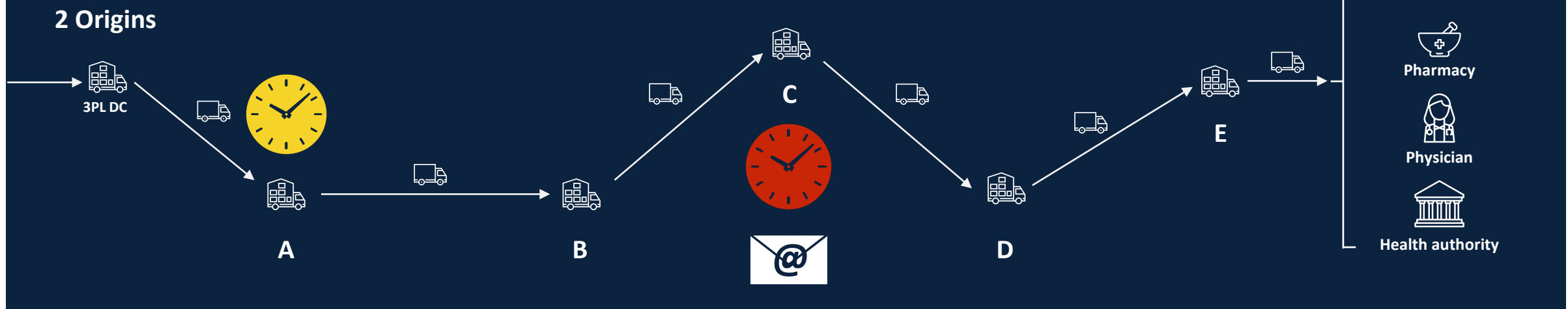
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Enhance Parcel Shipment Digital Twins with Thermal Load using NWS Data



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Oversee Limits with Digital Agents Raise and Handle Exceptions



Small Parcel Distribution Case Study

Goal: Orchestrate Small Parcel Fulfillment
Predict Lowest Risk / Cost for each Parcel

3 Origins



2 Parcel Carriers



**50K +
Destinations**



Hospital / Clinic



Pharmacy



Physician



Health authority

Which day to ship (shipping calendar)?
Which origin DC to use?
Which carrier to use?
Which SLA to use? (hopefully ground!)

Our parcel goal is to never lose a dose *while managing distribution costs*

Visibility and predictability of performance between nodes that enables Merck to control the supply chain and ensure compliance at the best cost



Full visibility and control prevents in waste and discards!



Implementing the right solution for now and the future!



Aligning the strategy and sponsorship at all levels!



Choose lowest risk/cost for each parcel



Automate oversight of every parcel shipment



Ensure thermal loads are managed



Automatically raise exceptions for dwells



Automatically contact carriers to act



Reduce sustainability impacts (no sensors!)



Parcel digital twins AND agents (ML & AI)