Abstract

There are about 1.3 million small/medium enterprises (SMEs) in Chinese Taipei which are world-renowned for their entrepreneurship in dynamic energy and service flexibility. In the recent global M & A wave, Chinese Taipei’s SMEs cannot do business as usual, but also do not want to be merged or acquired. As a result, SMEs have to form an alliance in order to overcome the difficulties, especially when natural disasters interrupt the supply chain, resulting in higher logistics costs. In light of this, through the alliance and the use of the highly optimized and collaborative technology to integrate all supply chain resources into an open platform, SMEs can quickly select alternatives that minimize logistics costs in the face of natural disasters. All of this relies on the "featherweight" of the cloud computing and cloud services. In the future, we highly expect that the APEC members exchange a variety of industry information, set up a supply chain risk assessment data platform for SMEs, then will achieve a win-win situation for the prosperity of the APEC regional economy.
“Co-Opti” Cloud Model Supporting Dynamic SCM

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“Co-Opti”

Parties Collaboration
Co-Opti

- **Collaboration**
  - Industry gathering
  - Information integration
  - Resource sharing
  - Risk visibility

- **Optimization**
  - Lower cost
  - Highly efficiency
  - Win-Win parties
  - Green environment

SMEs should form alliance and create a supportive platform to overcome global risk and working as a “BIG SME”. 
How to Gather and Share?

1st, Co-Opti Cloud built in variety of collaboration functions and optimization algorithms.

2nd, Big companies and their supply chain parties join and benefit those cloud services.

3rd, Invite SMEs enter Co-Opti cloud platform and benefit existed resources.

All parties not only bring their advantages but also bring useful information to share.
Toplogis BPO-Service Makes Collaboration Happen in the Cloud

BPO Level 4: Consulting Service
BPO Level 3: Mgt. Service
BPO Level 2: Operation Service
BPO Level 1: Data Service

Cloud Platform

Shipper A
Supplier A
Shipper B
Supplier B
Supplier A&B
Airfreights
Sea Freights
Truckers
Forwarders
Warehouses
Broker Declaration
Supplier A
Shipper B
Supplier A&B
www.toplogis.com
Toplogis GLORY® Platform has 10,000 Co-Opti functions, 2,000 of logistics service providers, 100,000 of worldwide Suppliers and Consignees, 300,000 shipments world-wide delivery annually.
Logistics Resource Gathering and Supply Chain Process Visibility in Cloud
SMEs struggle in BIG market

Case Background
- 1 Hub in China
- 12 DC in each province
- 240 City Agents
- 42 Suppliers
- Average 10,000 SO per month
- Average 3,500 Shipments per month
- 16 Logistics Service Providers
Delivery Solution through Co-Opti Cloud Platform

GLORY Platform

1. e-Trading Documents (INV, PAK)
2. Shipment Planning
3. Carrier Assignment
4. Freight Optimization
5. Cargo Status Reporting
6. Transportation Instruction
7. Customs Declaration
8. Customs Release

Shipper

Customer

Forwarder

Broker

Truck

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The Platform for Global Supply Chain & Logistics Collaboration
After Co-Opti Model

- Revenue growth rate 15%
- Total logistics cost down 12.5%
- Continuing Co-Opti when dynamic environment changing
- 12 DC → 8 DC
- Total cost down 12.5%
- Delivery time 2.5 days → 1.5 day
- Exception monthly 9 → 1 trouble
- Billing efficiency 10 day → 1 day
- Visibility 17% → 90%
- Perfect delivery rate 85% → 98%
- Upgrade 16 LSPs operation level
For future, SMEs need more information gathering in cloud to set up Dashboard of SCM Risk Assessment for each market.
Let's Co-Opti in the Cloud!

Thanks for your listening.