

Supply Chain Enterprise Platform

Powered by Blockchain



REAL VARIABLE
Powered by Blockchain

**DISRUPTING BUSINESS PROCESSES,
ONE BLOCK AT A TIME...**

Delivering Digital Transformative Solutions

Real Variable – RealTraceability Overview

- ✓ About Real Variable
- ✓ Overview of Blockchain Technology
- ✓ Real Variable – Blockchain Case Studies
- ✓ RealTrace – Track & Trace
- ✓ RealWare – Enterprise Supply Chain Platform



Real Variable – An Enterprise Blockchain Co.

ABOUT US

- Established in 2017 in India & USA with focus on SCM & Warranty products

PROBLEM STATEMENT

- Multiparty Collaboration between Manufacturers & Tier 1,2...n Suppliers and Customers

BLOCKCHAIN ACHIEVEMENTS

- 1 Million + Parts tracked / Quarter
- Built Hybrid networks

REALWARE PLATFORM USP

- ~4500 concurrent TPS
- 1/3rd Time & Cost to Customize

CREDENTIALS



Global Europe Auto OEM

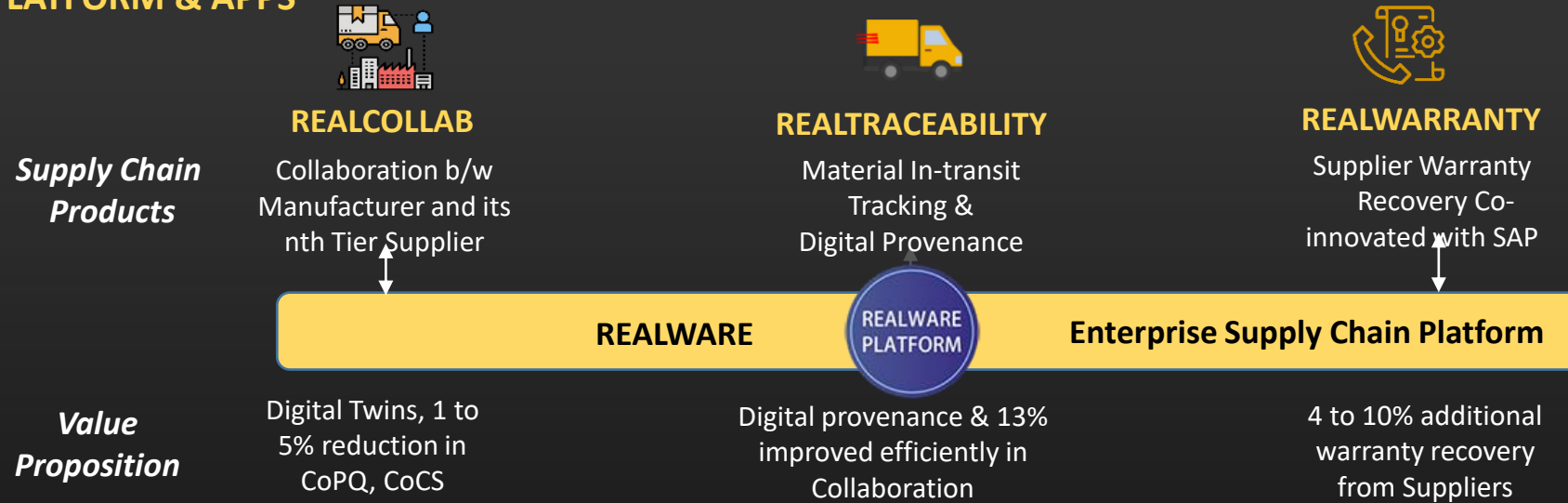


Global Logistics Service Provider



Global Asian Auto OEM

PLATFORM & APPS



SECTORS



STRATEGIC PARTNERS & BLOCKCHAIN PLATFORM COMPATABILITY



What is Blockchain?

- "It is digital ledger of transactions that is duplicated and distributed across the entire network of computer systems. Each block in the chain contains a number of transactions, and every time a new transaction occurs on blockchain, a record of that transaction is added to every participant's ledger."

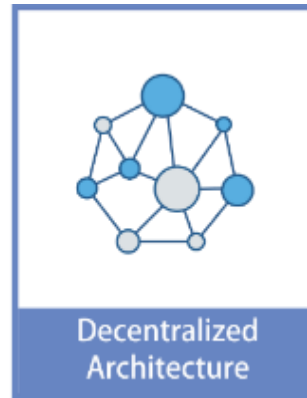
What is DLT?

- "A decentralized database managed by multiple participants is known as Distributed Ledger Technology (DLT). Blockchain is a type of DLT in which transactions are recorded"

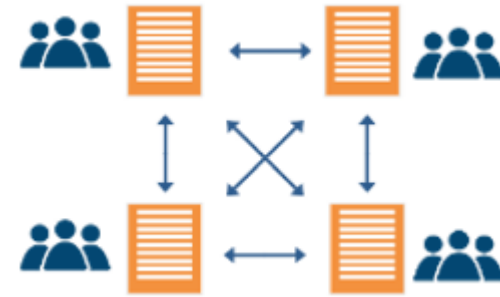
What is Smart Contract?

- "A smart contract is a self-executing contract with the terms of the agreement between buyer and seller being directly written into lines of code"

Features / Properties of Blockchain Technology



Types of Blockchain Network



4 types of Blockchain networks exists today:

- Public Blockchains
- Private Blockchains
- Consortium Blockchains
- Hybrid Blockchains

Smart Contracts Working

1



- A Contract is created between two anonymous parties and stored on public ledger

2



- The contract self-executes as per written codes based on some triggering events which are preset

3



- Stakeholders can analyze all the activities.

Real Variable – Blockchain Case Studies



Global German Auto OEM



Global Logistics Service Provider (LSP)



Global Japanese Auto OEM

Problem Statement	OEM's APAC Dealers / Customers do not have order ETA updates due to multi level aggregation of orders and bulk shipments.	LSP incurs working capital of several million dollars towards OEM / Dealers advance customs and duties payments for cargo clearance.	The average TAT For 1500+ dealers of OEM for stock replenishment is about 2-3 weeks.
Solution Provided	Order / Shipments / Part Track & Trace with Real time ETA update to Dealers / Customers	Global Shipments Tracking / Surface, Ocean, Air Cargo/Customs Payments	Dealer Stock Visibility & Dealer to Dealer Stock Replenishment
Solution Description	This solution is primarily for traceability of the spare part shipment from the OEM's regional distribution center to dealer network spread across 21 countries and used by over 200+ Dealers in APAC region. Solution is live since 12 months.	This solution includes Ordering, Invoicing, Reconciliation, Payment settlements and Reversals especially for transactions involving cross border shipments between Dealer, OEM, LSP & Bank. Some of the functionality is also made available on the mobile application.	This solution provide transparency to Dealer Network on Stock availability, Stock allocation, estimated time of departure, arrival notification including track and trace. This is solution is going to be used by 1250+ Dealers across USA, 250+ Dealers in Canada.
Value Proposition	Dealer / Customer satisfaction with real time tracking of order placed and cuts down manual coronation process between multiple organizations.	LSP's supply chain movements tracked on real time giving customer goods ETA. For LSP it cuts down working capital paid and payment process time from T+7 to T+2 days for custom duties paid in advance for clearance of goods	Just in time inventory levels at dealer & warehouses across US, Canada and Japan. Dealer stock replenishment time is cut down from T+3 week to T+1 week. Better visibility of dealers & warehouse stocks, aggregates shipment orders.

RealTraceability – Industry Pain Points

1. Considerable time spent by Manufacturer, Logistics providers / customers in identifying the part location and estimated delivery date.

2. Lack of real time visibility of movement of a package due to cross border shipments, custom clearance, multi modal logistics providers from source to destination



3. Special precautions required for transit of certain types of parts and the information needs to be captured in an immutable way.

4. Disparate Systems with no information exchange between participants in an eco-system.

RealTraceability – Solution

Blockchain powered RealWarranty Solution

- 1) The RealTraceability is an In-transit logistics and Digital provenance solution which not only provides real time movement of the part / material in the supply chain but also captures origin of the material and its associated parameters in an immutable way through the supply chain.
- 2) Solution seamlessly complements the existing ERP / SAP systems w.r.t Purchase, Sales, Receiving, Shipping transactions.
- 3) All supply chain stakeholders will be connected to a single blockchain platform in which each party can store and share the information (Orders, Shipments, Trade Documents) securely and in immutable way.



RealTraceability – Business Benefits

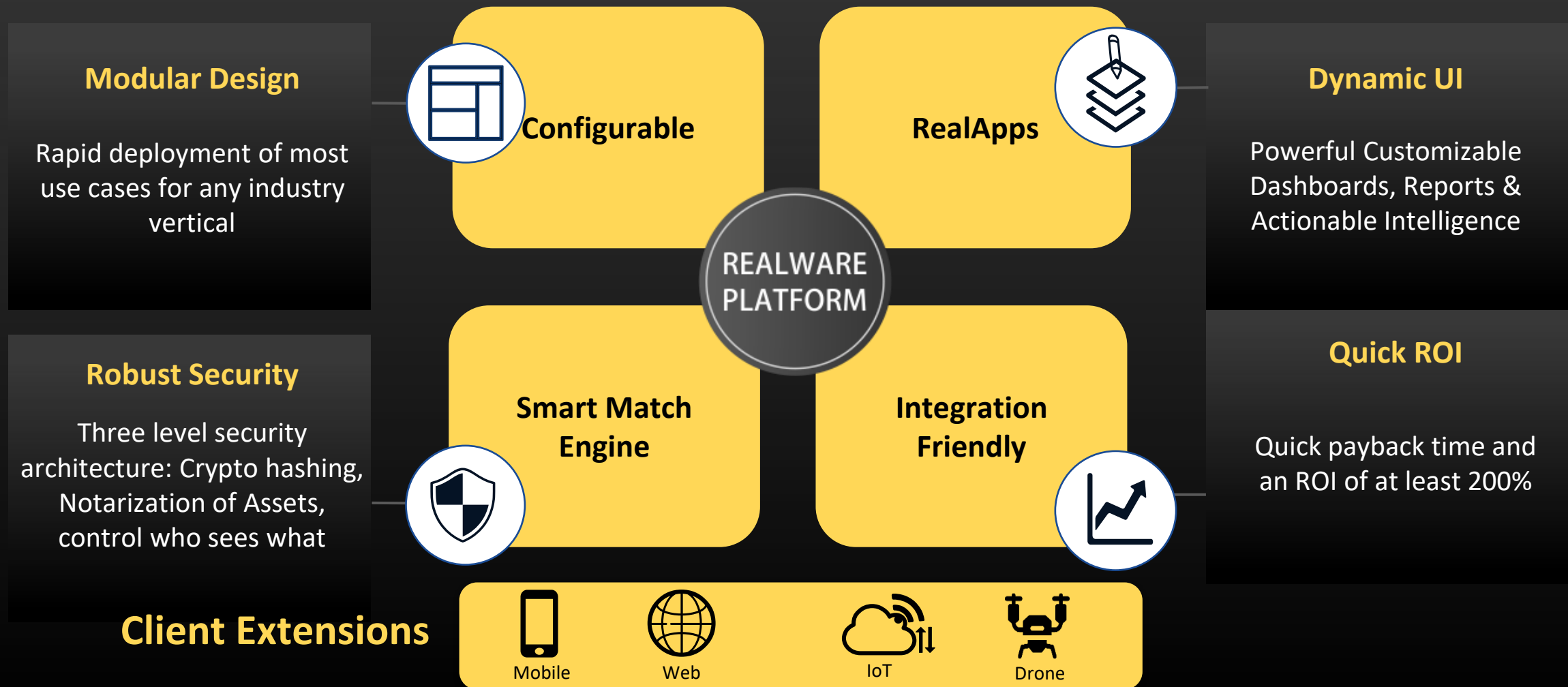
Business Benefits / Value Proposition

- 1) As per SCM Review, the total net benefit increases by 13% with the use of smart contract technology through the blockchain platform.
2. Monitor performance of logistics providers with evidence including on-time deliveries, on-time pickups and more.
3. Maintains History of High-Value Assets to ensure it complies with safety standards from factory floor to delivery.



4. Improves Quality Assurance as every authorized member involved in a transaction can access critical data to validate its milestones.
5. Improves Payments and Pricing Processes as payment processing and settlement is secure manner through Blockchain framework.
5. Digital Provenance ensures that every shipped good includes a digital “passport” that include essential data such as part origin and it journey in the life cycle of the part.

RealWare accelerates business transformation of an organization by simplifying deployment of enterprise applications; enables a seamless collaboration between suppliers, customers, partners, employees & existing processes delivering qualitative outcomes.



Value Proposition: Quick ROI, ~4500 concurrent transactions / second and 1/3rd Time & Cost to Customize



Thank you



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