



Bringing visibility to the supply chain

Arviem provides transparency and uncovers inefficiencies in the global supply chain, powered by Vodafone IoT.

The future is exciting.

Ready?



Revealing inefficiencies in the global supply chain

According to Arviem 30% of all perishable goods never reach the end destination. One in five cargo insurance claims is due to moisture and \$60 billion of cargo is stolen worldwide each year. These are figures to strike fear into anyone thinking of shipping a container from one end of the world to the other.

It's enough to make exporters think twice.

The challenge

Visibility and transparency in the supply chain

Arviem is a Swiss solutions provider, set up specifically to uncover inefficiencies in the global supply chain. "Our customers are at either end of the chain," says Founder and CEO, Stefan Reidy. "Those looking to ship their goods, and those waiting to receive."

The Arviem approach is to sell monitoring as a service. Customers pay for the monitoring they need, only when they need it. For example, a coffee producer can track the shipment of its container from Puntarenas, Costa Rica, to San Francisco, monitoring humidity and temperature fluctuations as well as checking the container door isn't tampered with. When the shipment arrives, the monitoring contract ends. There is no hardware purchase and no investment from the producer.

"You wouldn't buy a car every time you went on holiday, you'd hire one appropriate to the trip," says Reidy. "We're the Hertz of global cargo tracking and monitoring."

Immediate activation, worldwide

For Arviem to succeed it needed a global communications platform, a solution capable of tracking worldwide with consistent pricing. "We need to have roaming charges under control, but most of all we need a reliable means of connecting to different networks, immediately, anywhere in the world," explains Roman Mäder, CTO at Arviem.

“We’re at the start of the journey, there will be much more to come. With the managed connectivity service from Vodafone IoT and its strength in cloud and data I only see the working relationship getting closer.”

**Stefan Reidy,
Founder & CEO,
Arviem**

"For our devices, they could connect to the communication platform in Rotterdam on one day before showing up again approaching the port in New Zealand. We have to be sure our devices are able to communicate anywhere in the world at any time. Additionally, the SIM cards we use for communication have to be manageable from a user friendly platform. With Vodafone, there are no surprises."

Reidy was also looking beyond connectivity. For Arviem, the strategic imperative is to make sense of the data: "We'll be sat on a huge amount of trade data. We'd like to become the best of global trade insight. We'll hold valuable data on carbon emissions, average cargo handling times, routes with shock risks... and we'd like a partner with the power in the back-end to make sense of this data."

The solution

Confident connectivity

Arviem relies on the Vodafone Managed IoT Connectivity service to ensure consistent, reliable connectivity worldwide. It allows Arviem to manage monitoring devices as and when they are activated, anywhere in the world, off a single platform.

"Only Vodafone can do this," says Reidy.

The Vodafone service means roaming issues are smoothed out, there are no price shocks when an Arviem device picks up a new connection, whether it is in Singapore or San Francisco.

"We can be confident when pricing our service; we know there will be no unexpected charges from Vodafone," says Reidy. Arviem expects to roll-out 50,000 Vodafone IoT SIMs over the next four years.

The future

Real-time monitoring, with Big Data play

The Vodafone Managed IoT Connectivity Platform allows Arviem to grow with confidence, with the solidity to attract blue chip global customers. The solution allows customers at either end of the supply chain, often involving up to 40 different parties, to track the movement and monitor the environment of its goods with confidence.



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Roman Mäder, CTO, Arviem

“In the past, you’d have no way of knowing about unplanned events affecting your cargo while it was in transit. If an unexpected transshipment was happening causing delays in your shipment plan, you had no possibilities to get ready for the delay,” says Marco Sargenti, COO at Arviem.

“This no longer happens. We ensure you know exactly where your goods are by reporting on events that occur during the transportation process enabling you to take proactive steps to mitigate events and quantify their impact.”

With Arviem’s real-time cargo tracking and monitoring service, clients can benefit from uncovering inefficiencies in their supply chains decreasing their supply chain, logistics, security and insurance costs while improving planning, forecasting and risk analysis processes.

The net benefit of clients varies across industries, on average starting at €150 per shipment. Real-time status hands customers the information they need to make informed decisions.

“We have eliminated waste, reduced demurrage costs substantially and achieved timely product availability and product freshness,” says Aman Kermally at Nestlé.

With the platform in place and the means to scale as required, Reidy says the next step is to develop Arviem’s Big Data offer: “We already hold great data on carrier and port performance; we’re developing data around carbon emissions and currently working on our supply chain financing service. We’re at the start of the journey, there will be much more to come. With the managed connectivity service from Vodafone IoT and its strength in cloud and data I only see the working relationship getting closer.”

The bottom line

- Plans to deploy 50,000 Vodafone SIMs within four years
- Creates a global solution with the means to scale quickly
- Establishes an infrastructure capable of collecting valuable insight into global trade patterns

About Arviem

- Service provider for real-time cargo monitoring
- Founded in 2008, in Switzerland
- Clients include Nestlé, Husky, Schindler, and Douglas
- www.arviem.com

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