

# Concerto for Logistics

Disrupt the industry and drive your business forward with Concerto — powerfully simple business modelling and simulations.

Concerto provides logistics companies with unparalleled business scenario modelling and simulation.

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|         |  |

#### Model

Visualise

Make the complex simple. Get a complete 360° view of your business to drive faster, more informed decisions.

Dive, analyse and get dirty with your data.

Use cause and effect modelling to explore

scenarios and their possibilities.



#### Simulate

Experiment with Excel-friendly simulation and scenario modelling that enables parallel projections and rapid re-forecasting.



#### Optimise

Empower your team to drive profit, performance and growth and confidently make decisions for the future.



## See the future. Act on it today.



#### **Cause and Effect Modelling**

Answer the big questions—what's now and what's next? Our unique cause and effect modelling allows you to visualise the future, not just the past.



#### **Parallel Projections**

Concerto's high-performance calculation engine powers dynamic and layered business scenarios.



#### **Google Cloud**

Powered by Google's world-class infrastructure and enterprise security, with no need for servers or software installation.

## Enterprise modelling



### Dynamic scenarios and simulation .....

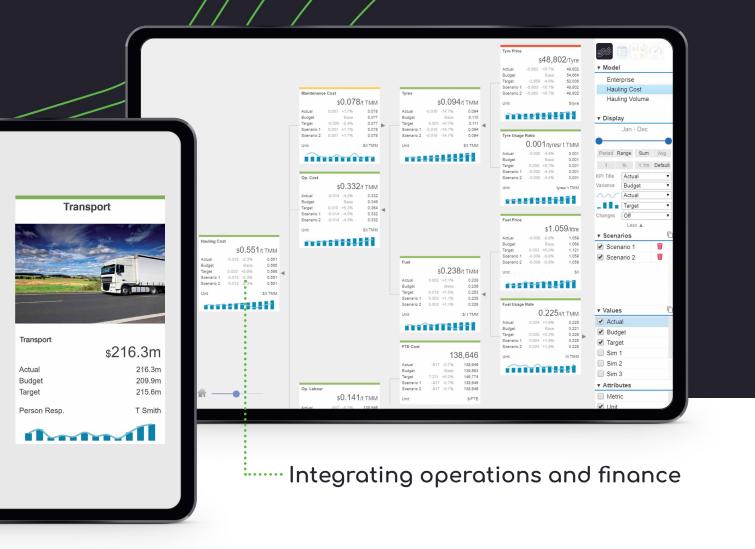
| FTE Cost     |      |                |        |  |  |  |  |
|--------------|------|----------------|--------|--|--|--|--|
|              |      | \$9            | k /FTE |  |  |  |  |
| •Actual      | +571 | +6.6%          | 9k     |  |  |  |  |
| Budget       |      | Base           | 9k     |  |  |  |  |
| Target       | +51  | +0.6%          | 9k     |  |  |  |  |
| Scenario 1   | +571 | +6.6%          | 9k     |  |  |  |  |
| Person Resp. |      | Chery Fiorenza |        |  |  |  |  |
|              |      |                |        |  |  |  |  |
|              |      |                |        |  |  |  |  |

| <ul> <li>Values</li> </ul>    | + 0        |
|-------------------------------|------------|
| Actual                        | *          |
| Budget                        |            |
| Target                        |            |
|                               | *          |
| <ul> <li>Scenarios</li> </ul> | + 0        |
| Scenario 1                    | <b>A</b> . |
| Scenario 2                    |            |
| Scenario 3                    |            |
|                               |            |

## Intuitive tools .....

| Time       |          | T   |
|------------|----------|-----|
| v Displa   | iy       |     |
| ALUES      |          |     |
| Result     | Sum      | V   |
| Scale      | Default  | ▼   |
| FILE       |          |     |
| Header     | Actual   | V   |
| Context    | Variance | V   |
| Variance   | Budget   | T   |
| SPARK      |          |     |
| $\sim\sim$ | Actual   | V   |
| - 68 -     | Actual   | V   |
| ADVANCED   | )        |     |
| Changes    | On       | V   |
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|   | Scenarios +  | D |
|---|--------------|---|
| / | Scenario 1   |   |
|   | Scenario 2   |   |
|   | Scenario 3   |   |
|   |              | • |
| ļ | Attributes   |   |
| D | Metric       |   |
|   | Unit         |   |
| • | Person Resp. |   |
|   | Data Owner   |   |
|   | Source       |   |
|   | Controllable | ▼ |
| 1 | Actions      |   |
|   |              |   |
|   | $\sim$       |   |
| c | ONCERTO      |   |
|   | JONGERIO -   |   |
|   |              |   |
|   |              |   |





| -  | _       |                          |               |         |         |         |         |         |         |         |         |     |
|----|---------|--------------------------|---------------|---------|---------|---------|---------|---------|---------|---------|---------|-----|
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| -  |         |                          |               | 7       |         |         |         |         |         |         |         |     |
|    |         |                          |               |         |         |         |         |         |         |         |         |     |
|    |         |                          |               |         |         |         |         |         |         |         |         |     |
|    |         |                          |               |         |         |         |         |         |         |         |         |     |
|    |         |                          |               |         |         |         |         |         |         |         |         |     |
|    |         |                          |               |         |         |         |         |         |         |         |         |     |
|    |         | В                        | c             | D       | E       | F       | G       | н       |         | J       | К       | L   |
| -  | A       | 1.63                     | C             | U       | E       | F       | G       | н       | 1       | J       | К       | L   |
| 1  | Hauling | Cost                     |               |         |         |         |         |         |         |         |         |     |
| 2  | Hauling | Cost - Actual            |               |         |         |         |         |         |         |         |         |     |
| 3  | Metric  |                          | Unit          | Jan     | Feb     | Mar     | April   | May     | Jun     | Jul     | Aug     | Sep |
| 4  | MI 1302 | Maint, cost per Op, hour | \$/op hr      | 129.58  | 137.06  | 118.37  | 125.85  | 117.12  | 137.06  | 133.32  | 122.11  | 1   |
| 5  | MI_1303 | TMM per Op. hour         | TMM/op hr     | 1,525.6 | 1,509.4 | 1,493.2 | 1,704.2 | 1,639.2 | 1,639.2 | 1,785.3 | 1,655.5 | 1.  |
| 6  | MI_1306 | Tyre Price               | \$/Tyre       | 51,644  | 49,695  | 51,156  | 44,823  | 43,848  | 52,618  | 44,336  | 51,156  | 4   |
| 7  | ML_1307 | Tyre Usage Ratio         | tyres/1 TMM   | 0.960   | 0.001   | 0.900   | 0.001   | 0.001   | 0.001   | 0.001   | 0.001   |     |
| 8  | MI_1309 | Fuel Price               | \$/1          | 1.092   | 0.998   | 0.987   | 1.123   | 1.290   | 1.050   | 1.145   | 0.987   | 1   |
| 9  | MI_1311 | Burn Rate                | Ut TMM        | 143.2   | 130.1   | 119.6   | 134.0   | 124.8   | 140.6   | 130.1   | 140.6   |     |
| 10 | ML_1312 | Moving Rate              | t TMM / op hr | 1,081.9 | 1,004.6 | 993.6   | 993.6   | 1,037.8 | 1.093.0 | 1.048.8 | 1,125.1 | 1.1 |
| 11 | MI_1316 | Evaporation/Spillage     | DI TMM        | 0.910   | 0.107   | 0.108   | 0.100   | 0.097   | 0.109   | 0.096   | 0.105   |     |
| 12 | ML_1314 | FTE Cost                 | \$ / FTE      | 137,500 | 136,125 | 144.375 | 145,750 | 126.500 | 151,250 | 144.375 | 148,500 | 12  |
| 13 | MI_1315 | FTE per TO               | FTE / t TMM   | 0.001   | 0.001   | 0.001   | 0.001   | 0.105   | 0.001   | 0.001   | 0.001   |     |
| 14 |         |                          |               |         |         |         |         |         |         |         |         |     |
| 15 |         |                          |               |         |         |         |         |         |         |         |         |     |
| 16 | Hauling | Cost - Scenario 3        |               |         |         |         |         |         |         |         |         |     |
| 17 | Metric  |                          | Unit          | Jan     | Feb     | Mar     | April   | May     | Jun     | Jul     | Aug     | Sep |
| 18 | MI_1302 | Maint, cost per Op. hour | S/op hr       | 124.60  | 124.60  | 128.34  | 127.09  | 127.09  | 125.85  | 128.34  | 127.09  | 1:  |
| 19 | MI_1303 | TMM per Op. hour         | TMM/op hr     | 1,671.7 | 1.639.2 | 1,639.2 | 1.655.5 | 1,671.7 | 1,623.0 | 1,639.2 | 1,671.7 | 1.6 |
| 20 | MI_1306 | Tyre Price               | S/Tyre        | 53,105  | 54,167  | 54,698  | 54,698  | 54,698  | 54,698  | 53,105  | 54,167  | 54  |
| 21 | MI_1307 | Tyre Usage Ratio         | tyres/1 TMM   | 0.001   | 0.001   | 0.001   | 0.001   | 0.001   | 0.001   | 0.001   | 0.001   | (   |
| 22 | MI_1309 | Fuel Price               | \$/1          | 1.071   | 1.071   | 1.071   | 1.050   | 1.050   | 1.071   | 1.815   | 1.050   |     |
| 23 | MI_1311 | Burn Rate                | Lt TMM        | 135.3   |         | 131,4   | 132.7   |         | 131.4   | 131,4   | 135.3   |     |
| 24 | MI 1312 | Moving Rate              | t TMM / op hr | 1 126 1 | 1 115 0 | 1,137.1 | 1.137.1 | 1 137 1 | 1,128.1 | 1.104.0 | 1 137 1 | 1.1 |

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