

# Logistics Tech Outlook

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## Top 10 Logistics Tech Startups in Europe - 2020

**T**echnological innovation is changing the logistics game. In recent years, the logistics industry has seen massive advancements in the areas of augmented and artificial intelligence, automation, and advanced analytics, among others. These cutting-edge technologies offer new solutions to combat existing challenges like last-mile delivery, transportation optimisation, and warehouse automation. Realising the vital role of technology in improving productivity and customer satisfaction levels, a majority of organisations today are seeking logistics tech providers that can help them get a competitive edge over their contemporaries. This escalating demand for tech-based solutions for optimising and enhancing logistics operations is resulting in the mushrooming of innovative and independent startups that offer the solutions for a multitude of industry-specific needs.

The new entrants in the logistics industry are incorporating state-of-the-art business models with the combination of effective logistics services and tech-based platforms. For instance, logistics startups are providing solutions such as a robust logistics IT platform to substantially reduce the logistics cost for the clients and increase the degree of transparency and reliability in the industry. Also, by offering cutting-edge order to settlement transportation management software (TMS) for shippers,

brokers, and 3PLs, the logistics tech startups are simplifying the process of sophisticated transportation management. Several startups are providing heavy-duty freight to reduce delivery time and a large number of carbon-emitting trucks on the road. On the other hand, these startups are equipping truck companies with AI-based integrated platforms to help them in automating end-to-end trucking operations, which increases productivity and reduces cost.

Owing to the ease of accessibility delivered by the tech-based logistics solutions, shipping organisations are increasingly outsourcing logistics operations to technology providers. At this juncture, there is a wide variety of logistics tech startups entering the industry with a set of advanced and integrated offerings. To help companies navigate through the best-of-breed logistics tech solutions providers, Logistics Tech Outlook has compiled a list of the Top 10 Logistics Tech Startups in Europe. The enlisted companies are transforming the logistics operations and processes at the convergence of several disruptive technologies. Besides, the magazine also comprises insights from thought leaders in the sector on the industry trends, best practices, recent innovations, and their advice for the aspiring CIOs.

We present to you Logistics Tech Outlook's "Top 10 Logistics Tech Startups in Europe – 2020."

### Exandia

recognized by **Logistics Tech Outlook** magazine as

TOP 10  
**LOGISTICS TECH**  
STARTUPS IN EUROPE - 2020

*The annual listing of 10 Logistics Tech startups  
that are impacting the industry*

**Company:**  
Exandia

**Key Person:**  
Kostas Kalogirou,  
CEO  
Theofilos Mylonas,  
COO  
George Papazidis,  
CBDO

**Description:**  
Exandia specialises in business transformation through the digital synergy of technologies and provides software development services through custom recruited dedicated teams

**Website:**  
[exandia.com](https://exandia.com)

# Exandia

## Uplifting Businesses through Digital Transformation



Left to Right: George Papazidis, Kostas Kalogirou, Theofilos Mylonas

Photo credit: [www.stefanostsakiris.com](http://www.stefanostsakiris.com)

In the highly prolific logistics industry, time and customer experiences are the driving forces of business excellence. Organisations failing to deliver on this promise could potentially risk losing out market share to newcomers in the logistics space. Therefore, building a logistics network with digital technologies would offer a new degree of agility and efficiency to companies, enabling them to raise the competition in an effort and facilitate customers with the most efficient and transparent service delivery. But varied factors are disturbing the livelihood and longevity of logistics organisations; from changing customer preferences to implementing the right tools for supply chain management, these variables are creating intangible issues within organisations. Besides, traditional logistics companies are

also plagued by underutilisation of assets, old and inefficient manual processes, and outdated customer interfaces that hinder business efficiency. With an aim to support logistics companies, Exandia provides a varied set of services for its clients' discrete business requirements.

Exandia's software development expertise, in tandem with efficient delivery and institutionalisation of best practices, empowers logistics companies to address cloud migration or technological developments effortlessly. "We partner with logistics companies and enable them to deliver solutions based on the wide assortment of requirements, cost-effectively and efficiently," asserts Kostas Kalogirou, CEO of Exandia. The company has orchestrated projects with clients across various genres of technology, including cloud computing,



Software as a Service (SaaS), mobile enablement, application modernisation, and business intelligence. Additionally, Exandia digitally transforms the organisations it associates with by partnering with industry leaders and specialising in the development of IT services for logistics companies, thereby bridging the gap between clients and their customers.

But, what differentiates Exandia from its competitors is the continuous investment made by the company in the development of subject matter expertise, domain services, and highly talented resources. Last year, Exandia experienced exponential growth through its services in the logistics vertical across the American and European regions. Supporting these developments, the company plans on conducting custom recruitment and specifically tailoring resources in accordance with its clients' long-term growth strategy. On the flip side, the driving factors of success and ever-expanding client base of Exandia would be benefitted through its long-term partnering model, customer-focused engagement strategy, competitive pricing, and creative thinking acumen. In 2019, the company registered a 100% conversion rate for logistics pilot projects, and clients that collaborated with them realised the value of high-quality resources and deliverables at competitive prices offered by the company. "Logistics clients' partner with Exandia to enhance IT capabilities while reducing the cost of IT services for their company or subsequent customers," mentions Theofilos Mylonas, COO of Exandia.

Highlighting his firm's unique value proposition, Mylonas mentions a customer success story where the company helped a logistics client migrate production infrastructure to the cloud (Amazon Web Services). Exandia completed

the project in less than six months with zero implementation downtime and outages, since the first phase of deployment. Also, the migration process lowered the cost of infrastructure ownership while realising the benefits of agility delivered through cloud implementations. Similar, a testimonial from yet another engagement reads as follows: "We have been working with Exandia as an outsourcing partner for software development and cloud related expertise. In less than a year Exandia has become an invaluable component of our in-house team supporting our company strategic goals. The Exandia team has been delivering high quality results within expected time frames.

Worth mentioning is the team's flexibility and technical expertise around back-end."

Soon, Exandia plans to relocate its headquarters to larger office space, owing to a 300 percent increase in workforce strength and having outgrown their current workspace in Thessaloniki, Greece. At the same time, Exandia will also promote the continued growth of 'local technology services capabilities' in the city of Thessaloniki, energising the emerging tech hub of five major Universities and world-respected research centres. **LT**

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We partner with  
logistics companies  
and enable them  
to deliver solutions  
according to their  
client needs in a  
cost-effective and  
efficient manner  
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