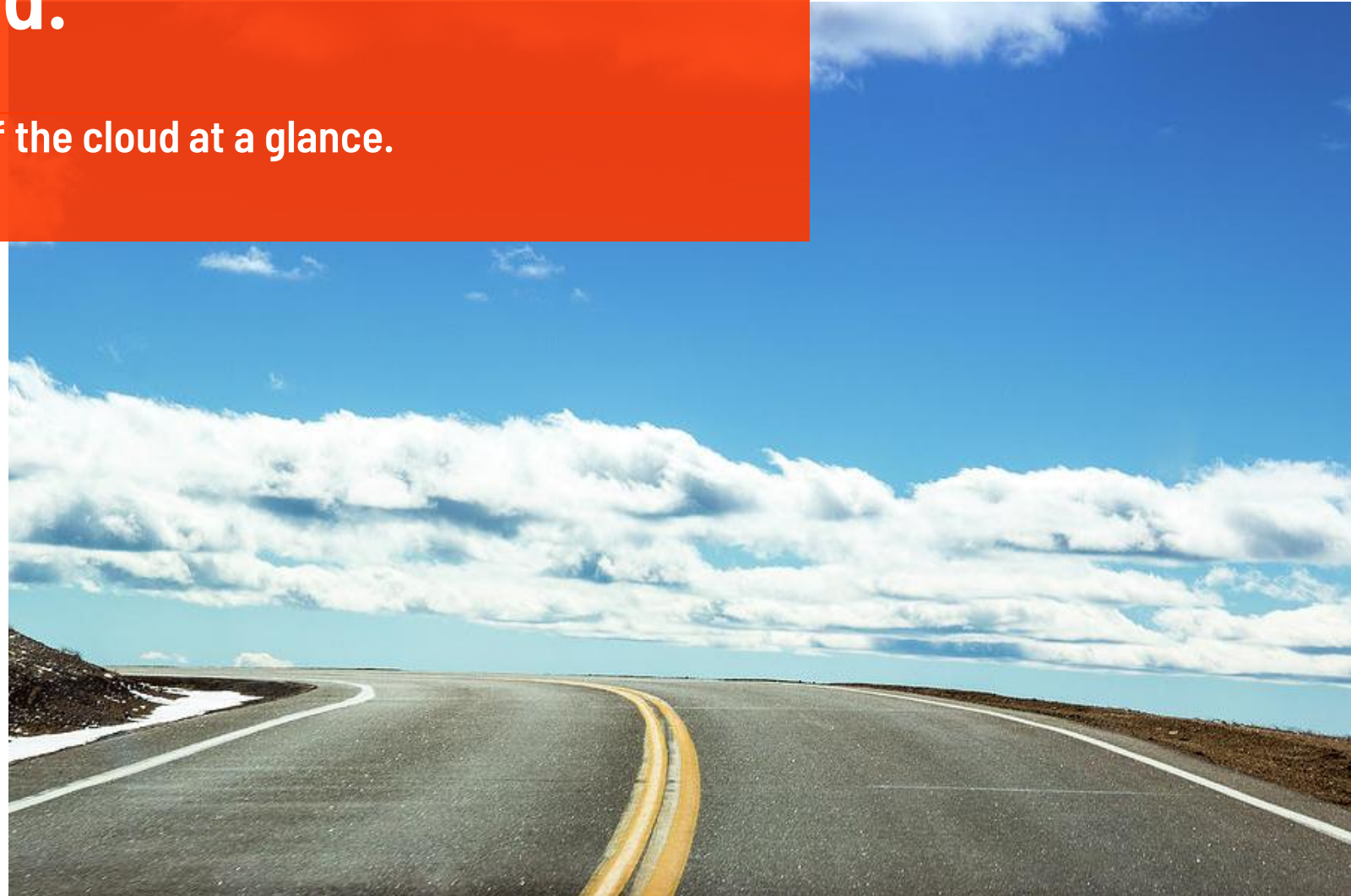


without a doubt

The future of your software is in the cloud.

The 5 key benefits of the cloud at a glance.





Accelerate your innovation with the cloud.

A strong software system helps you to be successful. But the days of running a custom solution on your local servers are over. Software suppliers are moving to the cloud. An important development, also for you as a logistics service provider. With outdated software you can no longer meet the demands of your customers. Developments follow each other in rapid speed, and you can no longer successfully support your logistics activities. Prepare for the future with the cloud.

Address your challenges

Software installed on local servers brings more and more challenges and risks. In some cases, it can even be dangerous..

1. Increasing cyber threat

As a logistics service provider, you are an attractive target for cyber attacks. You are in the middle of the supply chain, if your processes come to a standstill the consequences are enormous.

But security is complex, and many companies struggle to keep up with the latest technology. With an on-premise solution, your organization is most susceptible to a cyber attack. For example, the

software is often updated less often, and you are on your own to have the security of your data in order.

Logistics service providers are not spared in the event of a cyber attack.

In 2017 Maersk Line lost millions to a cyber attack. Terminals worldwide had problems for days. Closer to home, the Port Authority Sea-Invest in Ghent was the victim of a cyber attack in 2022. This affected several port companies in Belgium, the Netherlands and Germany. The last on this list is Bakker Logistics: due to a ransomware attack, about 250 trucks were stopped for a week. The consequence? A major cheese shortage at the supermarket chain Albert Heijn.

2. Scarcity of (good) personnel

Often the knowledge of your servers and systems lies with one of your employees. Is an employee leaving the company and did that employee take care of your IT and infrastructure? Then you have a problem.

3. Focus on you core business

Software and hardware are becoming more complex. It is virtually impossible to be the best in managing your servers in addition to running your logistics operation. This also includes software updates, which are important for the continuity of your software. Now is the time to ask yourself whether this is a task for you. And whether it is better to focus on your core business: logistics

PWC: Working in the cloud is more safe

For many companies it is more convenient to put their data in the cloud. Gerwin Naber, PWC partner: "You have less control, but if something goes wrong, you don't have to solve it yourself. For most companies, that's the safest thing."

4. Laws and regulations

Regulations are increasingly causing a local system to no longer comply. For example, you must provide insight to the fire service or customs for certain goods. Or, in some countries such as the United States, the government imposes requirements on the administrator of your administration. The importance of ISO certification is also increasing. A reputable party such as Microsoft takes responsibility for this with the SaaS.

5. Following up on innovations

As a logistics service provider, you continuously have to respond to new technologies. Developments follow each other faster and faster. Think of Big Data, machine learning and Artificial Intelligence (AI). For that you need an application that makes it possible. To make use of this without any problems and to effectively apply the intelligence gained from this data.

Jurgen Mook, COO at Nedcargo Logistics Benelux:

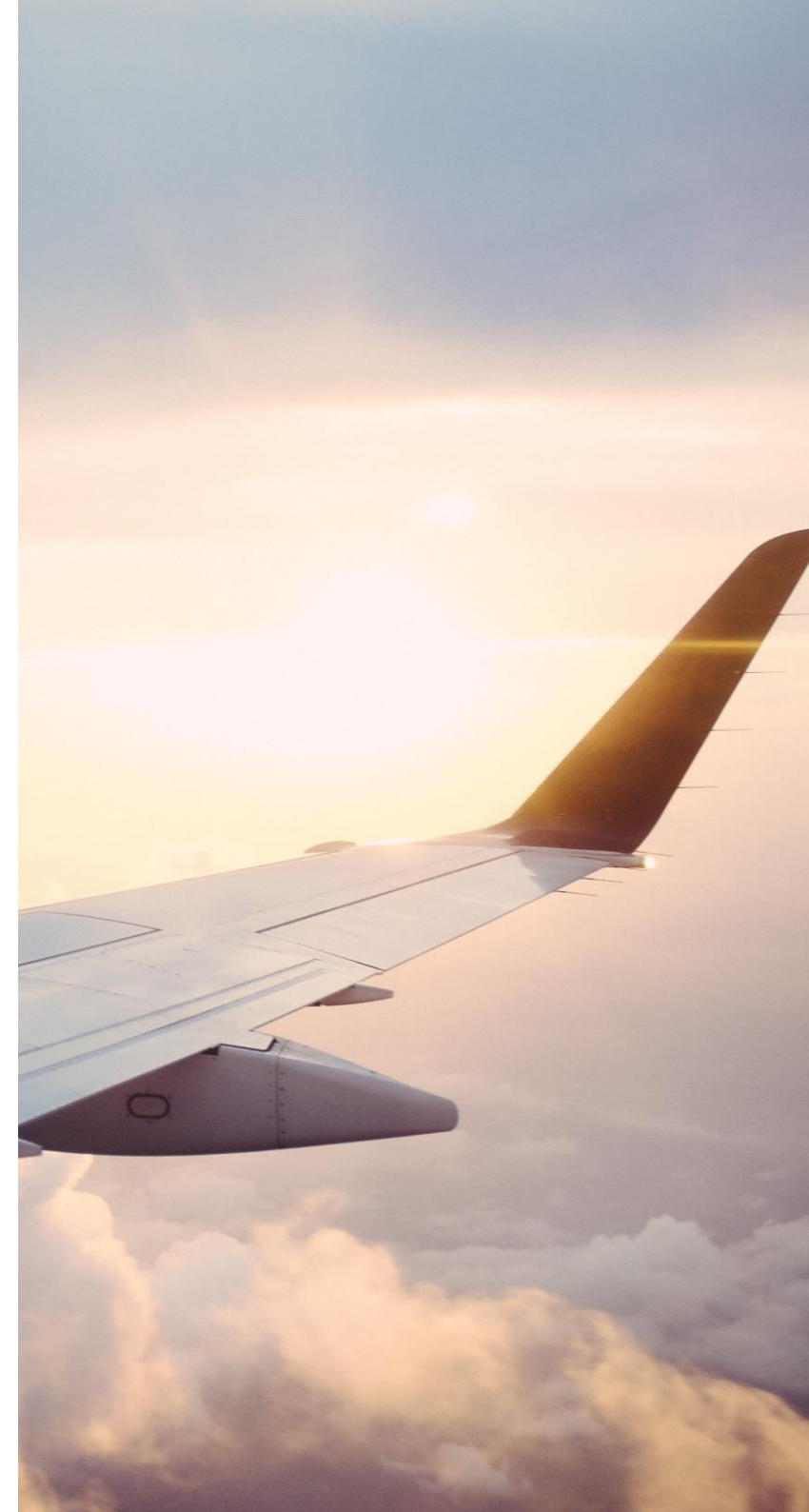
“At Nedcargo we are continuously working on creating a smarter logistics chain and reducing waste. It is therefore important that new technologies can be adopted quickly, and that branches and countries can easily work together. Then you don't want to be held back by the limitations of an outdated system. Fortunately, we will soon no longer be bothered by this and thanks to the Boltrics software solution we can take advantage of Microsoft's execution power. At the same time, we relieve our IT department by hosting the solution in the cloud of Microsoft Azure. This frees up time for more and other innovation projects.”

Why cloud is more secure than on-premise

It seems safe: being in control of your own data by storing it on your own server. You think you know exactly who has access to the data on the server. But control does not equal security. There may be unauthorized access to your servers. Many measures are required to fully secure an on-premise environment. It requires continuous investment of money, time and knowledge.

Opposite of on-premise is the cloud. You store your data in a data center via the cloud. This is a safer option, because these data centers have more knowledge and resources to optimally protect your data. This way your data is better protected against hackers and viruses.

[Read more about securing your data](#).



Transform your business.

Software draaien op eigen servers is niet meer van deze tijd. Maar welke alternatieve heeft u? En wat zijn de belangrijkste redenen om te kiezen om uw software onder te brengen in de cloud?

The 5 key benefit of the cloud

1. Scale up and down without major costs

The rise of the cloud brings new forms of subscription with it. With a cloud solution you pay per month, and you have the option to scale up or down per month. You can therefore adjust your software usage monthly to the needs of your business. This also means that you do not need a large (dis)investment to purchase the software.

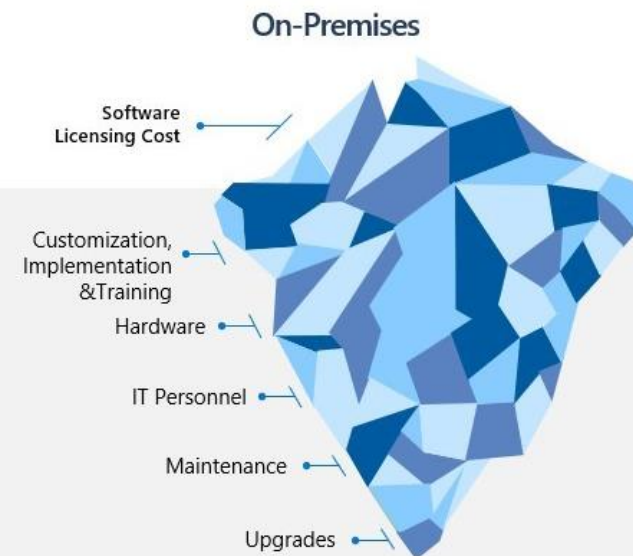
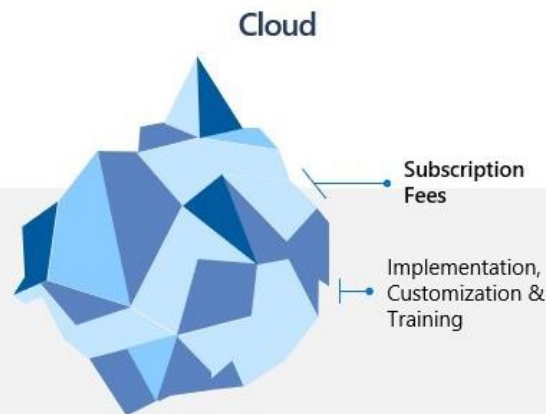
2. Price advantage

The cloud is getting cheaper and cheaper. Especially if we look at the 'total costs of ownership' as shown in the images on the right. An On-Premise solution involves various costs. Think of the purchase of the software itself, but also the maintenance costs and the IT personnel required for this. There are also the costs for implementation, adjustments and training.

Hardware also needs to be replaced faster and faster, which entails new costs. And management costs of local installations are also increasing. For the cloud, the monthly subscription costs apply, combined with the costs for implementation, adaptations and training.

Lower total cost of ownership

Cloud vs. On-Premises



3. Quicker updates

Via the cloud, and the SaaS environment in particular, you ensure that your solution always runs on the latest technology. The SaaS environment is updated monthly. That also means that the impact of each individual update is smaller, so you experience fewer errors in your processes during testing.

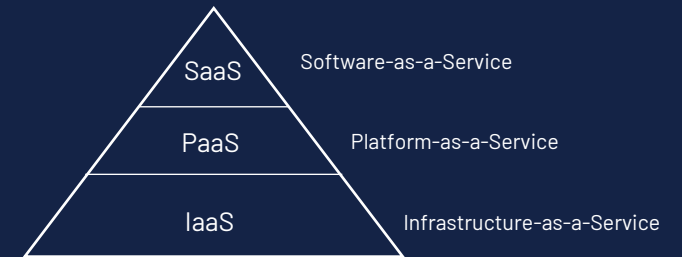
4. More integration possibilities

A cloud-based solution offers more possibilities to integrate with other applications in the cloud. Logically, this is a lot easier than integrating from different local, individual environments.

5. Always access to your data

With an internet connection it doesn't matter where you are. With an application in the cloud, you always have access to your application. So, whether you're in the office, on the road or on the couch, you can work wherever you want from your laptop or smartphone.

SaaS, PaaS and IaaS: what is the difference?



There are three different levels in the cloud pyramid, where the differences are mainly visible in completeness and control.

- **SaaS:** On top of the pyramid is SaaS. This is a complete and ready-to-use software package including hosting as a service in the cloud. It is focused on ease of use for the end user and the customer does not have to purchase or manage the software.
- **PaaS:** The light-version of SaaS. It is a solution where customers can develop, run and manage applications themselves. This without the complexity of building and maintaining the infrastructure. This is aimed at developers.
- **IaaS:** On the bottom of the pyramid is the base: IaaS. This is a cloud service that provides infrastructure, such as servers, storage or networks. It is a virtual data center that can be set up completely according to your own wishes.

Costs versus revenue.

Cloud software is one of the most valuable innovations in their IT and business strategy in more and more companies. The term 'cloud-first' strategy is therefore singing around in many companies. Still, Gartner points out that cloud is still misunderstood and underused. For example, the benefits of the cloud are often insufficiently known, there is insufficient knowledge about the necessary security measures, and it requires a different type of IT knowledge for a successful implementation.



Gartner predicts that, through 2020, **95%** of cloud security failures will be the customer's fault.

Shrink the edge your competitors have.

With the cloud, no matter how large your organization is, you always have access to the highest level of technology. The advantage that the 'big fish' had in terms of technology is therefore drastically smaller. For example, with Software as a Service (SaaS) you have access to the same technology - especially if it runs on a platform that is continuously updated such as Microsoft Azure, AWS or GCP.

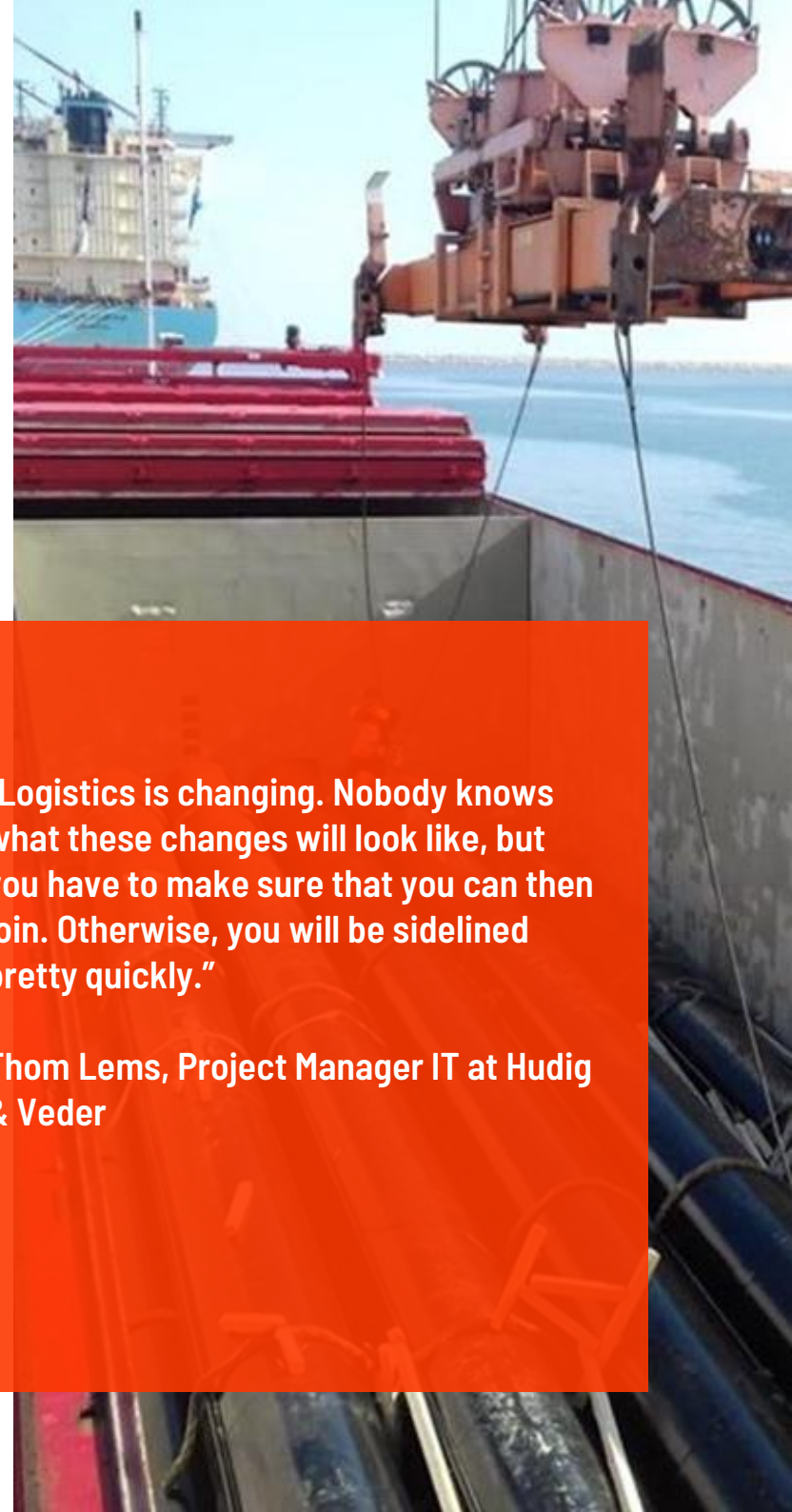
Work smarter, not harder.

With the solution of Boltrics, based on Microsoft Dynamics and tailored to the needs of logistics service providers, you can take control of your finances and cash flow, streamline operations and stay in touch with your customers.

Are you ready to transform IT from a worry child to a flexible, affordable driver of innovation? As a growing business, you can now use technology to automate operational processes and deliver a personalized customer experience. With the flexibility of the cloud, you can scale up and down your business solution quickly with minimal upfront costs. So that you can immediately implement the ideas generated by your organization. And you are ready for the future.

"Logistics is changing. Nobody knows what these changes will look like, but you have to make sure that you can then join. Otherwise, you will be sidelined pretty quickly."

Thom Lems, Project Manager IT at Hudig & Veder





9 tips to avoid the most common cloud mistakes.

- 1. Map out your wishes.** Clarify the requirements for confidentiality, availability and integrity for all processes and data sources. But also look further into the future. Think of machine learning, AI, etc. Your application must be able to support this effortlessly.
- 2. Determine your strategy and set objectives.** Base your strategy on objectives and requirements. Think of cost savings, efficiency increase, agility, speed and innovation capacity.
- 3. Involve IT and the business.** Are you convinced of the cloud? Make sure you get the rest of your team and organization on board. Include your objectives, the pros and cons and the impact on the workload. In addition, ensure a clear roadmap from on-premise to the cloud.
- 4. Avoid customization.** Non-standardized applications are often incompatible with cloud-like infrastructure or require additional actions. In addition, a customized package inhibits the flexibility to quickly adopt new innovations. Check with your software vendor for the update cycle.
- 5. Select the platform you can rely on and rely on for years to come.** If your software stops, your company will stop. Precious time – in logistics even figuratively and literally. Therefore, include in your selection in the SLAs, ISO certification and security measures.
- 6. Analyze your database size.** You pay for the space you need in the cloud to host your application. But the chosen cloud environment must also be able to support your application with the desired speed. Therefore, inquire about the storage space with your software supplier.

Research by Gartner has shown that approximately 95% of cloud applications and 90% of on-premise applications are below the 2TB threshold. This often allows you to switch to the cloud without effort or additional research.
- 7. Clean up your data before the move to the cloud.** In line with point 3. Analyze your data and determine whether it should be migrated to the cloud. Transferring outdated data that has been parked untouched for years on your local server to your cloud environment can unnecessarily increase the total cost of ownership.
- 8. Map out security.** With hacks happening all the time today, you'll be on high alert to prevent them. Most cloud platforms therefore offer high-class security that makes your data (more) safe. However, the responsibility for the security policy of this (largely) still rests with your organization. Therefore, map out in advance how you can protect the data against unwanted visitors.

By choosing a managed cloud environment, you can drastically reduce security risk. In addition, you outsource the management of the environment, so that you can focus on the operation and further optimization of your processes.
- 9. Get a grip on costs.** The possibilities that exist to keep a grip on costs are often not considered long enough. Cloud providers provide visibility into resource and workload usage. In this way costs remain manageable. And here too, the more you automate, the more efficiently the cloud can be used and the more control over costs.

Your partner for success

Boltrics is an expert in the logistics sector with a proven track record of helping small and midsize businesses transform using the right technology solutions. We specialize in 3PL- and cold logistics and are ready to help you take the next steps on your path to success. We take the hassle out of implementation, upgrades, and routine maintenance of your business solutions so you can focus on what matters most.

Get started today

- Learn more about business solutions powered by Microsoft and customized by Boltrics on www.boltrics.com.
- Work with Boltrics to explore the options and components that best fit your business and take a test drive of the solutions.



Ocean freight



Air freight



Road freight



Warehousing



Customs



Cold logistics



Groupage



Forwarding