

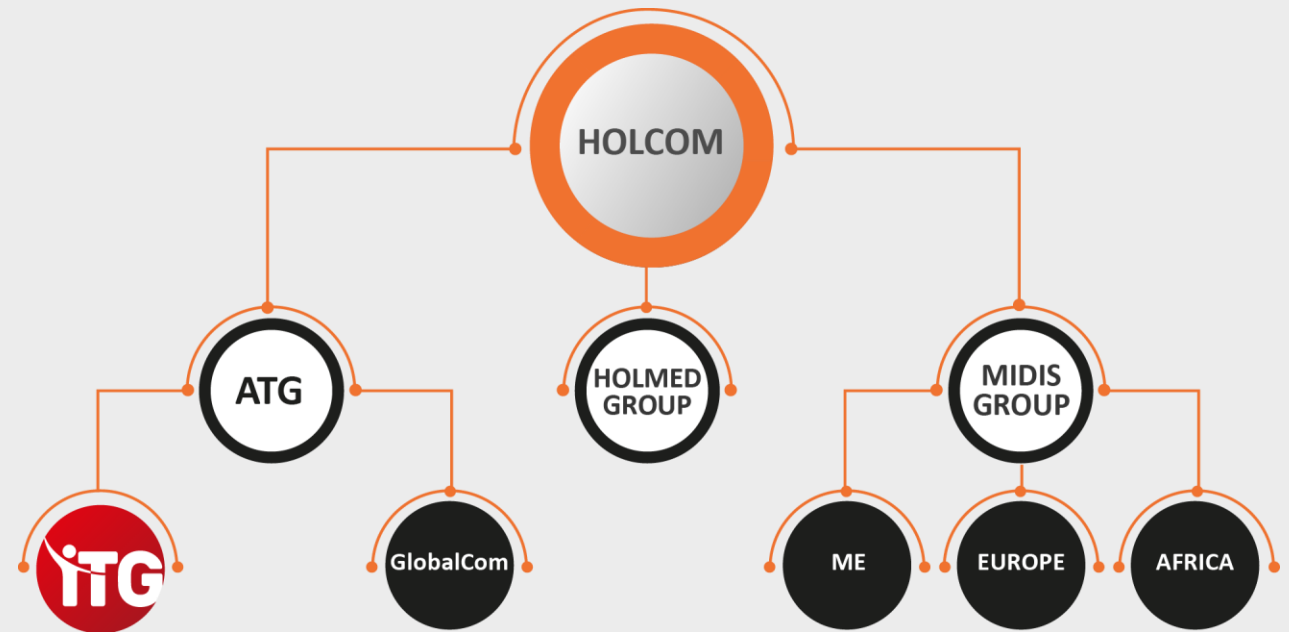
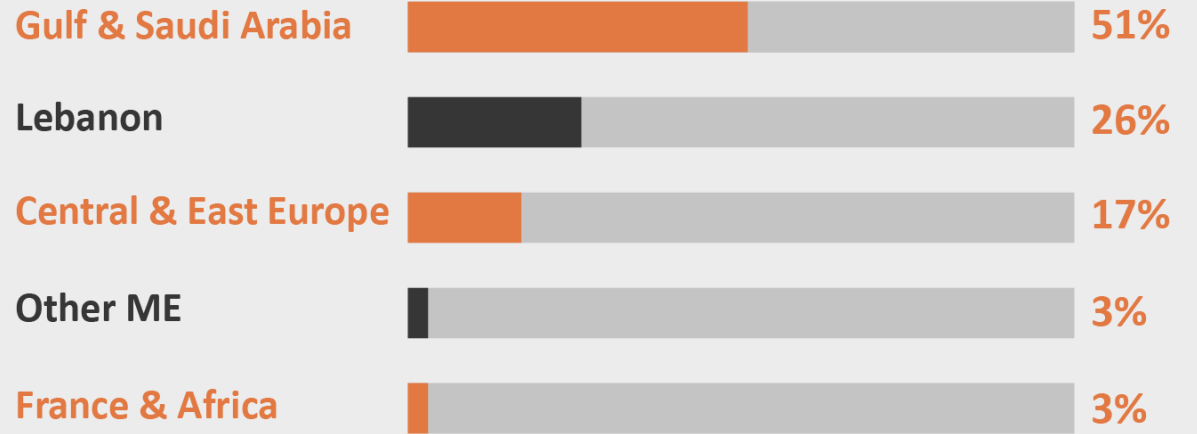
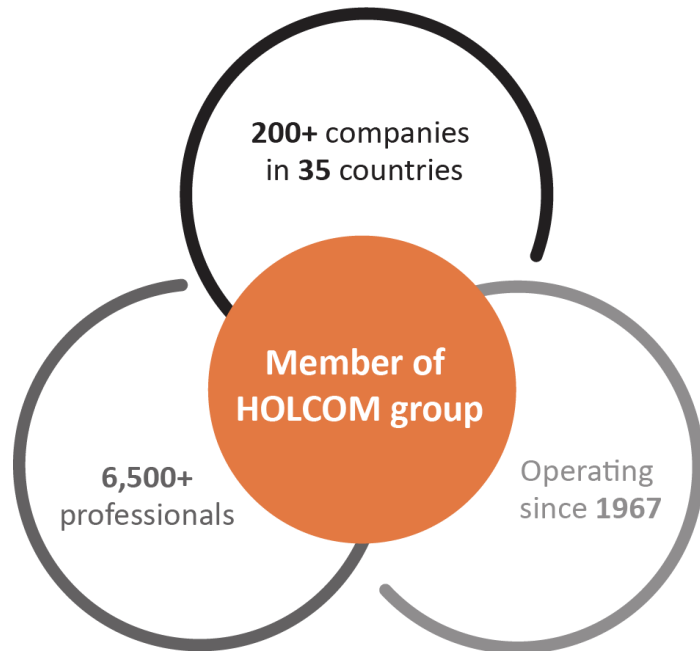
**Cloud solutions provider for  
last-mile delivery management**

**KLAREO**

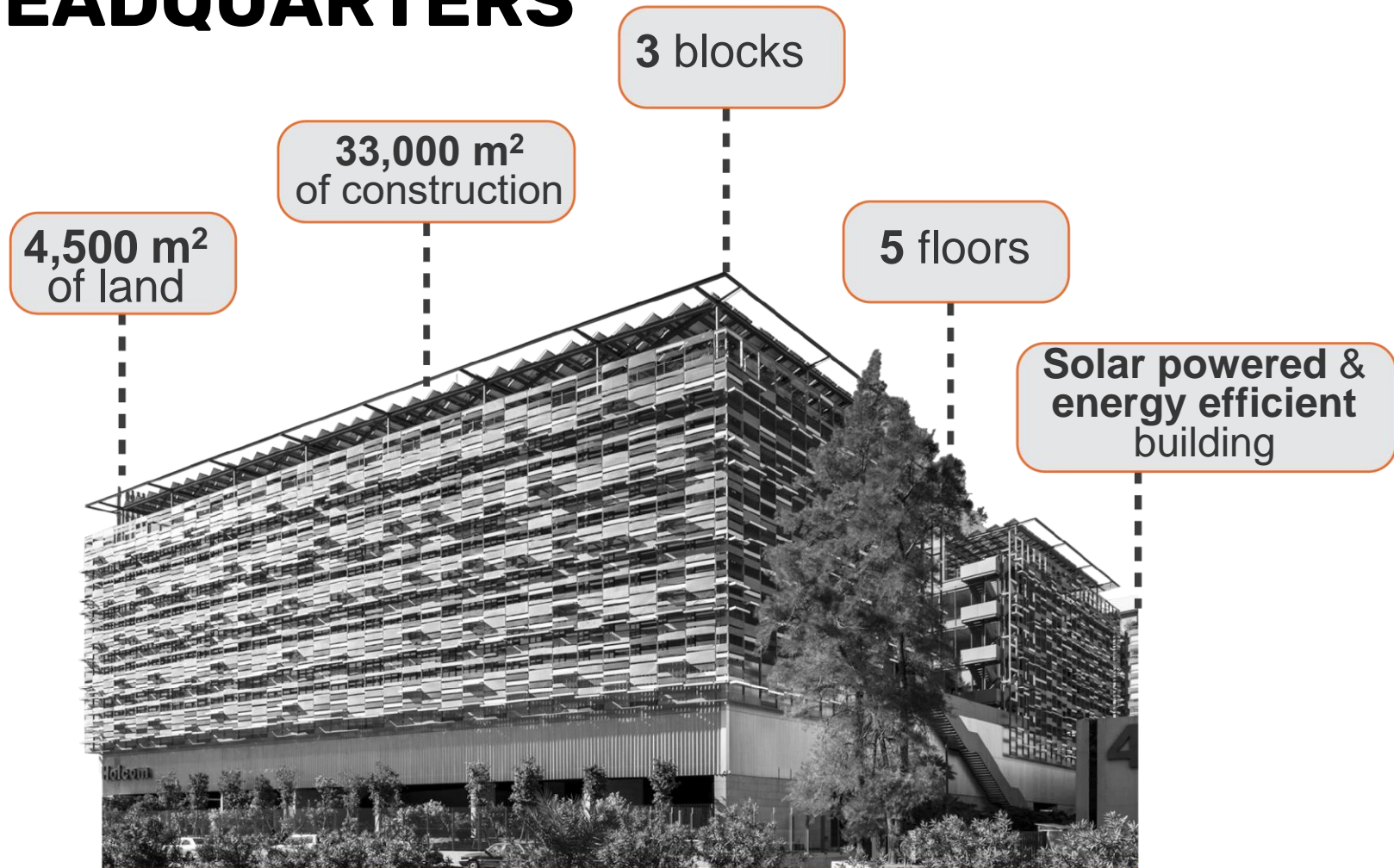


# OUR ROOTS

- Established in **2020**
- Head Office in **Paris**
- Operating in Europe & MEA
- Number of Staff: **14 persons**
- An ITG Holding Affiliate



# **HOLCOM HEADQUARTERS**



Finalist at MIPIM Award 2016,  
for “Best Office & Business Development”  
(MIPIM is an international real estate competition)

# OUR AFFILIATES

## Distribution & Retail

**460estore**  
An ITG Company

**PCDealNet**

**X-TREME**  
LOGISTICS

## Enterprise & Services

**ABSEGA**

**CORRUS**

**Crystal**  
Networks

**MIDWARE**  
data systems

**TELESUPPORT**  
International

## Site & Power

**ECOSYS**

**MES**  
Mideast Energy Solutions

**MPS**  
Mideast Power Systems

## Software & Solutions

**AMIST**

**IMS**

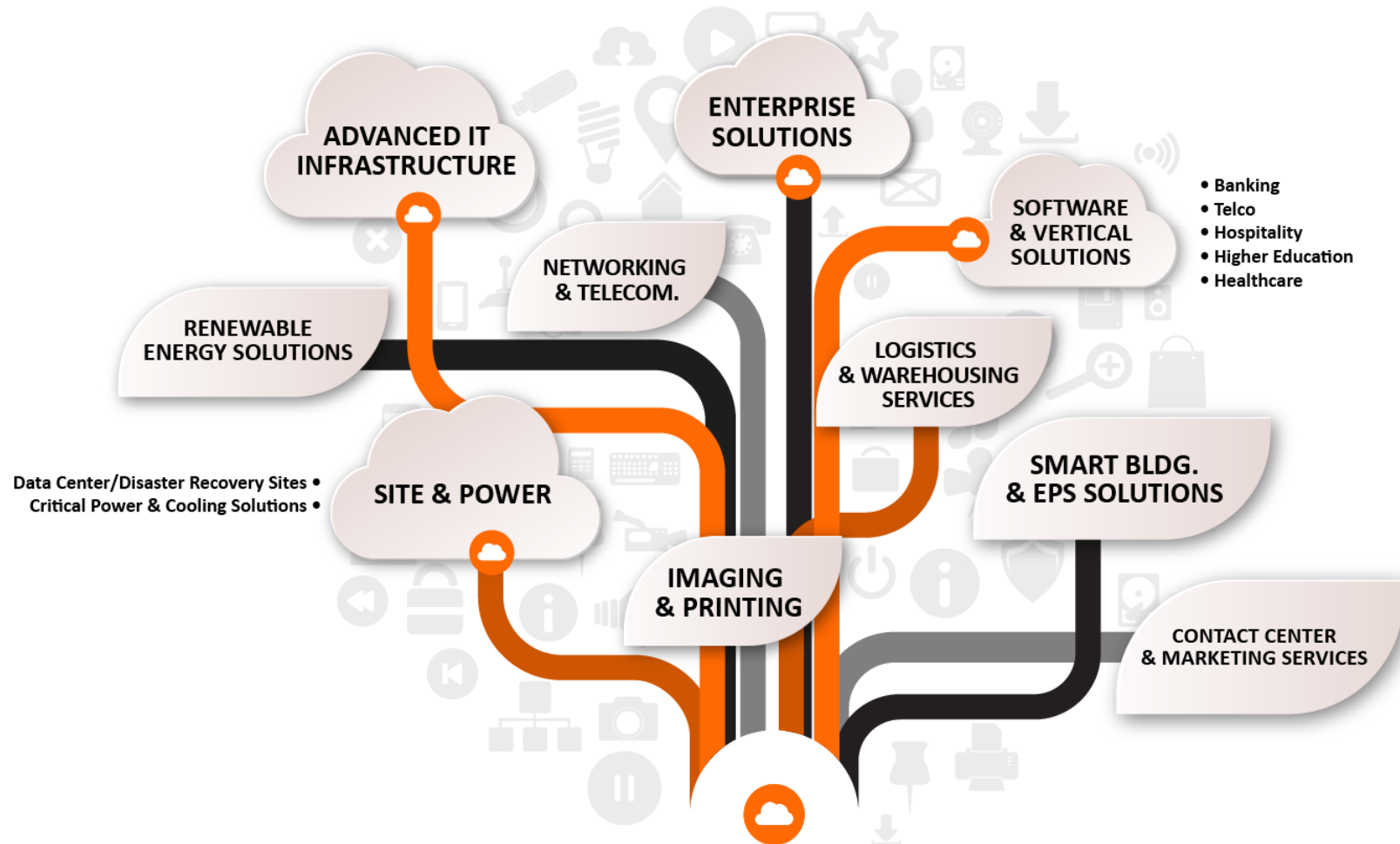
**ITB**

**KLAREO**

**MDSL**

**PRIMEWARE**

# »» OUR SOLUTIONS TREE



Also available as a CLOUD-based service

# INTERNATIONAL PRESENCE



# » WHO ARE WE?

At the crossroad of the evolution of purchasing habits and enviromental awarness, **KLAREO** was founded by supply chain and software technology experts to address the challenges faced by the different players in urban logistics



**Elie Gharios**

General Manager  
25 Years In Supply Chain  
Software Development



**Felix Sportelli**

Technical Manager  
15 Years In Cloud  
Software Development



**Alexandre Huart**

Product Manager  
PhD In Urban Logistics  
15 Years In Software  
Development

# » OUR MISSION

Work closely with our customers to develop **sustainable and environmentally responsible** delivery management solutions

Enable **innovation** through **technology** and make it **accessible** to **everyone**, at an **optimal cost**

**+4** years  
of existence

**+25**  
employees

**+250**  
SaaS users

**+3M**  
shipping  
orders/ 2023



# » OUR GROUP

**KLAREO** is part of **ITG Group**, a holding that encompasses over a dozen of companies specialized in information and communication technologies

With over **23 years** of experience serving more than **3,000 customers** across **10 countries**, ITG Group is a major player in the digitization of businesses. Through its affiliates, ITG provides services ranging from setting up private data centers to delivering SaaS solutions, along with consulting and integration services

**+23** years  
of existence

**+800**  
employees

**CA 2022**  
**220M€**

**Intl.**  
**presence**  
**+10**  
**countries**

# OUR DELIVERY MANAGEMENT SOLUTION

**KLAREO** offers a Delivery Management solution, designed to address all your delivery needs and address your various challenges

## **A Unique Solution for all your deliveries**

**Deploy your delivery strategies through only one solution and one provider**

## **A Ready-to-use Solution**

**Select your modules and quickly connect your information systems thanks to a modular and API-First solution**

## **Pay-as-you-go Billing**

**With or without a commitment, use our services and only pay for what you use**

# KLAREO DELIVERY : A MODULAR SOLUTION

Stand-alone fully Integrated modules

## **K.Trace**

Enjoy 360° realtime visibility over your delivery activities thanks to a centralized control tower

## **K.Notification**

Communicate with your customers and ecosystem at every stage

## **K.Planning**

Choose the optimal route and transportation plan. Optimize the use of your resources and satisfy your customers expectations



## **K.Relay**

Manage and control the logistics activities in you relay stores (in-store WMS)

## **K.Analytics**

Analyze and track your performance thanks to a set of customizable indicators

## **K.Billing**

Make cost-conscious decisions and track your cost and billing in realtime

# USE CASES - Ship from Warehouse

## 2 services

- Click & Collect
- Home delivery

## 3 types of flows

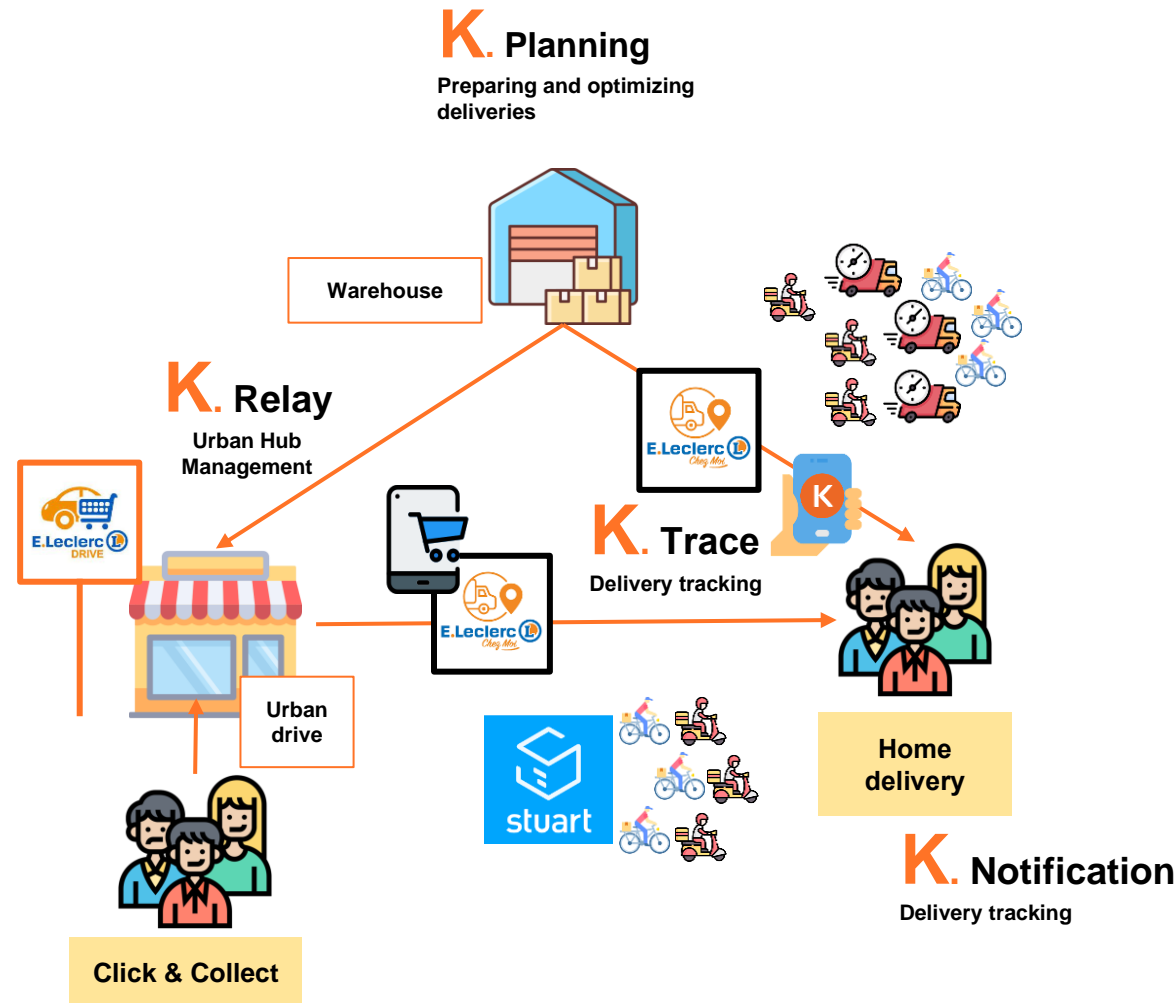
- Direct delivery from the warehouse
- Delivery to Relay stores
- Multi-leg deliveries

## Delivery methods

- Dedicated fleet
- External carriers
- Collaborative platform

## Results till date

- Centralization of various delivery channels
- Improved punctuality
- Real-time customer communication
- High user adoption



## Achieved Results :

- **Centralized and scalable management** of all last-mile delivery activities and strategies.
- **Improved delivery experience and customer satisfaction** thanks to **>99% adoption** rate of the mobile application by the delivery drivers, enabling real-time tracking of deliveries.
- Truck **loading** increased by **+25%**.

# USE CASES - Ship from Drive/Store

## 2 services

- Home delivery
- Collaborative delivery

## 2 types of flows

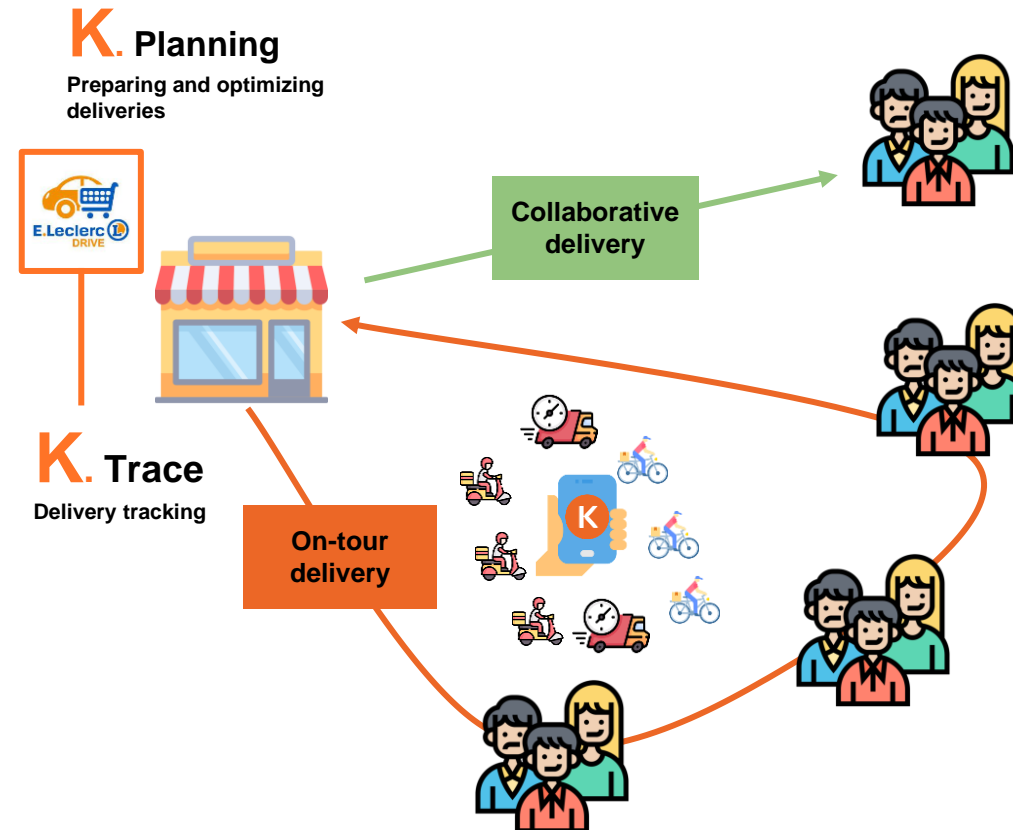
- Direct delivery (coordinated)
- Outbound delivery rounds (pilot)

## Delivery method

- Dedicated fleet
- External carriers
- Collaborative platforms

## Results till date

- Digitization of in-house deliveries
- Route optimisation
- Customer communication
- Users and providers adoption



# CLIENTS TESTIMONIALS



E.Leclerc Chez Moi uses **K.Planning**, **K.Trace**, **K.Notification** & **K.Analytics** modules to manage its delivery services to its customers in Paris.



**Sébastien Macherey**  
General Manager

*“As a major player in the French retail sector, we had to offer our customers an outstanding delivery service. With Klareo, we succeeded in testing and deploying new delivery strategies in less than 2 weeks. Our customers now benefit from end-to-end, real-time visibility over the deliveries.”*



Pickup, a subsidiary of «La Poste, uses **K.Relay**, **K.Notification** & **K.Analytics** modules to manage its urban relay stores in France.



**François Xavier Debrosse**  
Assistant General Manager

*“The accurate management of storage zones in a store and the ability to manage different parcel temperatures and sizes offered by K.Relay, enables us at Pickup to turn our drives into essential service points in every neighborhood, making everyday life easier for everyone.”*



**THANK YOU**