



Tompkins Ventures



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Tompkins Ventures: The Home of Innovation

Advances in Transportation Management Systems, Industrial Safety and Packaging Optimization

Introduction

Each month, the Tompkins Ventures Home of Innovation Newsletter highlights three innovations that can act as your enterprise's bridge to competitive advantage and profitable growth.

This month, we focus on supply chain visibility, artificial intelligence, ergonomics/industrial safety and packaging optimization. You can know where your shipments are at all times with cloud-native systems, use AI to reduce injuries and ergonomic risks in days instead of months and dramatically cut packaging waste and shipping costs with accurate product geometric data.

Innovation 1: Transportation Management Systems – TMS

- Track & trace for visibility on ALL shipments, freight planning, rate + carrier selection, shipment execution, freight bill payment.
- Cloud native architecture for lightning-fast operations, zero downtime.
- Beautiful interface your operators will love. Flexible and configurable.
- AI-enabled, rapid setup, seamless integration and low cost of ownership.

What Clients Say

- “Helped our organization double our business in the last year.”
- We had “a nightmare of data entry problems and mismatched information” from separate systems. “Helped us establish automation between our systems in a fraction of the time.”

Innovation 2: Industrial Safety/Ergonomics

- Artificial intelligence systems analyze footage from your existing video cameras.
- Share insights and tools to keep your people safe.
- Designed for privacy, security. AI safety analytics systems do not identify people or retain personal information.
- Rapid, almost instantaneous safety improvements instead of ergonomics programs that take months, years.

What Clients Say, Customer Success:

- “We were able to take the quantified risk data ... and reduce our risk exposure very quickly.” “Real talking points for our safety huddles, with direct examples of what items to focus on.”
- Reduce claims 23%, reduce injuries 50%-90%, lower risk by 66%, reduce workers’ comp insurance by 40%

Industrial Safety

Innovation 3: Packaging Optimization

- Precise geometric calculations mean shippers always select the right box.
- Packaging cost performance analyzed at commodity level keeps your pricing competitive, inventory levels appropriate and supply chain risk minimized.
- Competitive advantage for 3PLs. Reducing “air” shipped in boxes from 60%-75% to 30%-40% helps you retain customers.

Customer Success:

- Better warehouse utilization – 90% reduction in corrugated SKUs helps improve floor space utilization 84%, productivity up 100%.
- Shipping damage reductions can top 90%, pack material weight reduced by almost 35%.
- Low cost to operate. ROIs range from 400%-600%, sometimes topping 1,700%

Packaging Optimization

CONTACT

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