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Janus Logistics Technologies



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*The annual listing of 10 Logistics  
Tech Startups that are transforming businesses*

# Janus Logistics Technologies Digitizing the Entire Supply Chain



**P**eter Drucker, the famous management consultant, educator, and author, writes, “It is the customer who determines what a business is, what it produces, and whether it will prosper.” Whereas, in modern economics, the customer also has a stake in how the product reaches them and the way the process should be streamlined. This dogma of streamlining the product distribution process, originating from Fredrick Taylor, the father of scientific management, has gained momentum in recent decades as ‘supply chain management.’ Customer centricity in modern supply chain management warrants leveraging real-time data to create agility in the end-to-end process and deliver goods with incredible accuracy and operational dexterity while ensuring visibility of the movement to the end-user. Brian Simons, an accomplished supply chain and executive leader, understood that digitization is the best way to do it. So, he decided to leverage digital supply chain management through Janus Logistics Technologies, a leading logistics and supply chain company.

When it comes to digitizing the supply chain, Janus provides solutions and services for each step of the process, including inventory and warehousing, stocking locations, transportation, final mile and courier, planning and forecasting, and more. In the case of inventory and warehousing, the company uses proprietary RFID technology to reconcile inventory and execute transactions. It can be used in a variety of ways to secure the entrance to stocking locations in addition to tracking people and assets that come and go. To make this process of security and tracking easier, Janus has launched a mobile app, Cypher, that lets people search for inventory in their area, open doors, do various warehouse functions, order deliveries, and track deliveries that are in transit. All of this is in real-time and 100 percent accurate.

In the case of stocking locations, Janus can create warehousing in any location that has a power source and a good data connection or Wi-Fi. Simons considers some of the almost endless warehouse examples as the inventory area of a retail store, a self-storage shed, a classic warehouse, a closet in a university laboratory, or the many stocking locations of a hospital. For trucks and vans, including final mile deliveries, the company has proprietary technologies that read inventory into a vehicle. It also provides telematics data of the vehicle for route optimization or in terms of driver behavior, GPS location, and more, like Uber. And Janus has access to over 30,000 drivers around the world for delivery services. Simons asserts, “That’s how we create an ecosystem of inventory between stocking locations, trucks, transportation, and everything. Our clients are able to know what is on the vehicle, where exactly the vehicle is, and where it is going.” Janus customers can open the mobile app, Cypher, place their order, and a driver will come to any Janus operated inventory location, pick up the product and deliver it to them with full visibility and transparency. It’s a powerful solution, whether the firm is delivering to consumers, service technicians, or even healthcare providers in hospitals. Considering the drivers’ side, Janus has a flexible driver network integrated into the system.

As far as planning and forecasting, Janus uses AI and ML in its forecast engine and brings in thousands of attributes to create the best possible forecasts. The company then interfaces the forecasts with its customers’ outlooks to know the upcoming demands through some advanced business processes automation. Janus thus streamlines the planning and forecasting function, and all of that is integrated with the digital inventory of the logistics network in real-time.

Janus tends to have higher forecast precision than other models, and delivers improved productivity and costs, not just in terms of logistics expense but from a total cost of ownership perspective. Simons remarks, “We are trying to change the way companies manage their supply chains from top to bottom. And we are well positioned to do that as we have the market’s only vertically integrated platform and associated services.” The company has recently signed a contract with one of the major logistics providers to be an innovation, integration, and service partner. Simons considers it to be one of the big avenues of expansion for Janus. Moving into an explosive growth mode, the company is onboarding clients and expanding its footprint in different verticals, including medical devices, aerospace, and retail. In addition, Janus is geographically expanding across Europe, Asia-Pacific, Canada, and Latin America. **LT**