



We revolutionize the world of urban logistics

By Yossi Rabinovitz  
Co-Founder and CEO at Quay

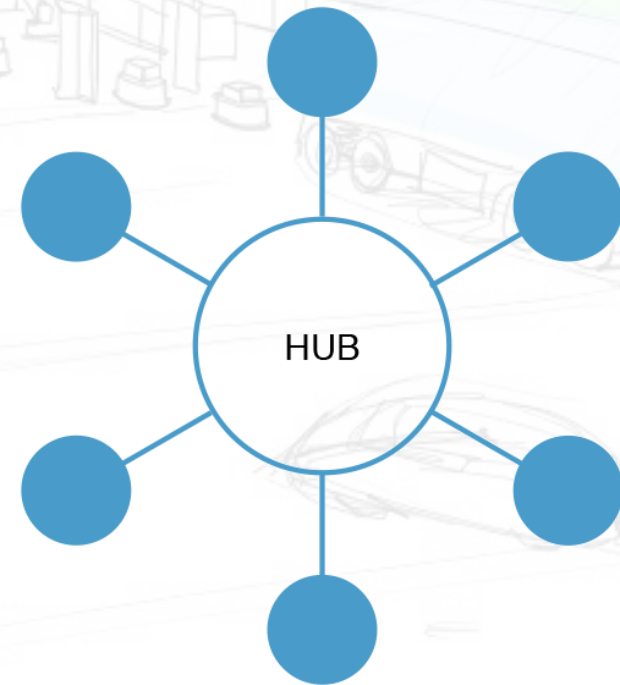
E-commerce has dramatically increased volume in urban logistics.

**Over the last decade we have seen many attempts to solve urban logistics challenges**



The current solution is good enough for B2B  
but for B2C carriers are coming to the limits

**Today, most logistics  
operations are based on the  
Hub & Spoke model.**



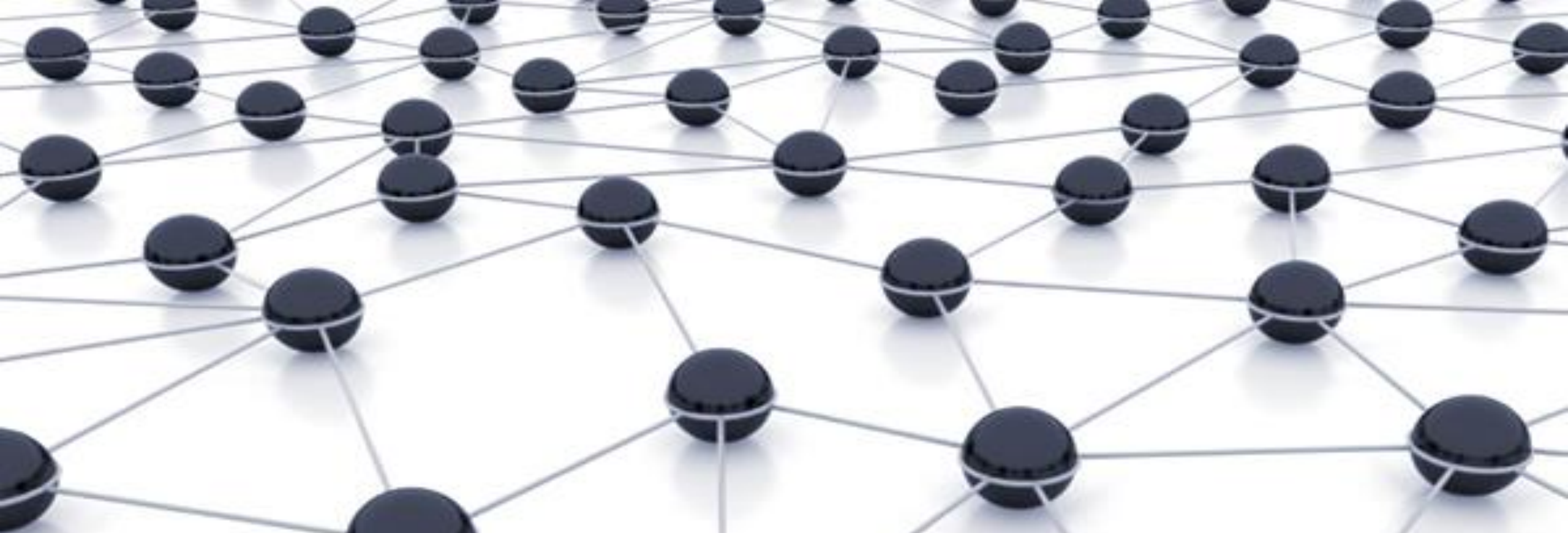
**Giants retailers** offer Same Day Delivery  
from huge warehouses located at the outskirts of cities

Local retailers are unable to compete  
and offer competitive Same Day Delivery

**About 90% of German's retail market  
still occurs in physical stores.**



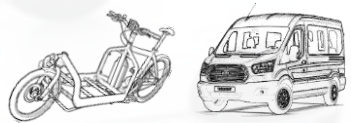




## **The future of Logistics – The mesh network**



# Physical Internet – The future of Logistics



● Boston



● New York



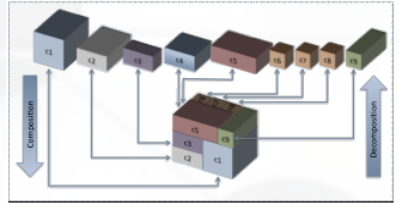
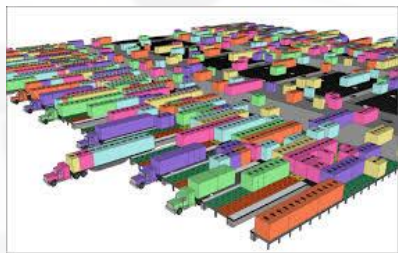
● Frankfurt



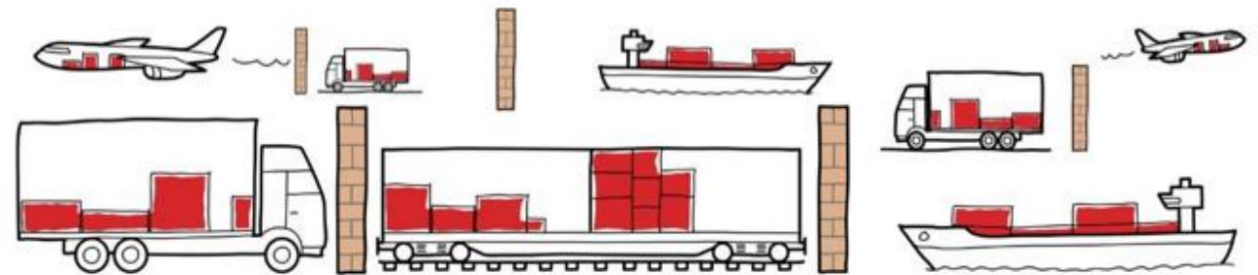
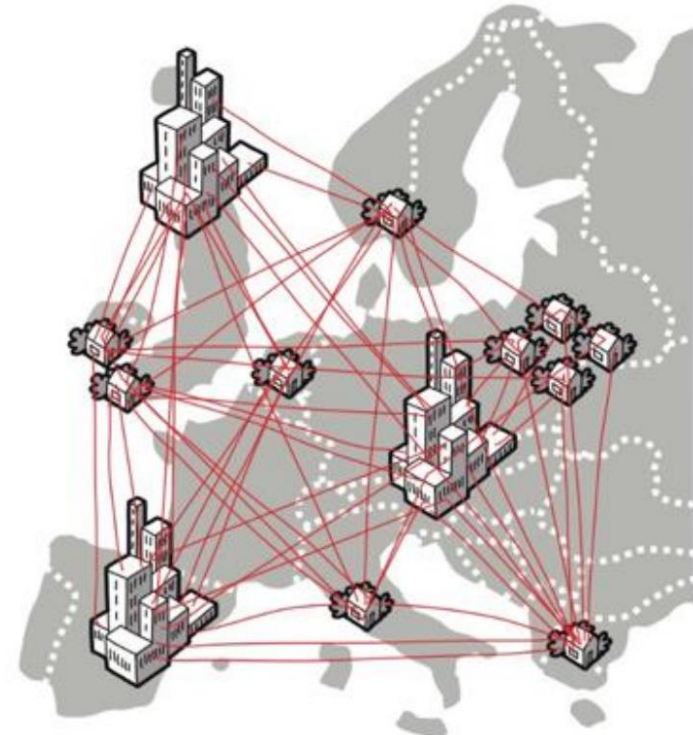
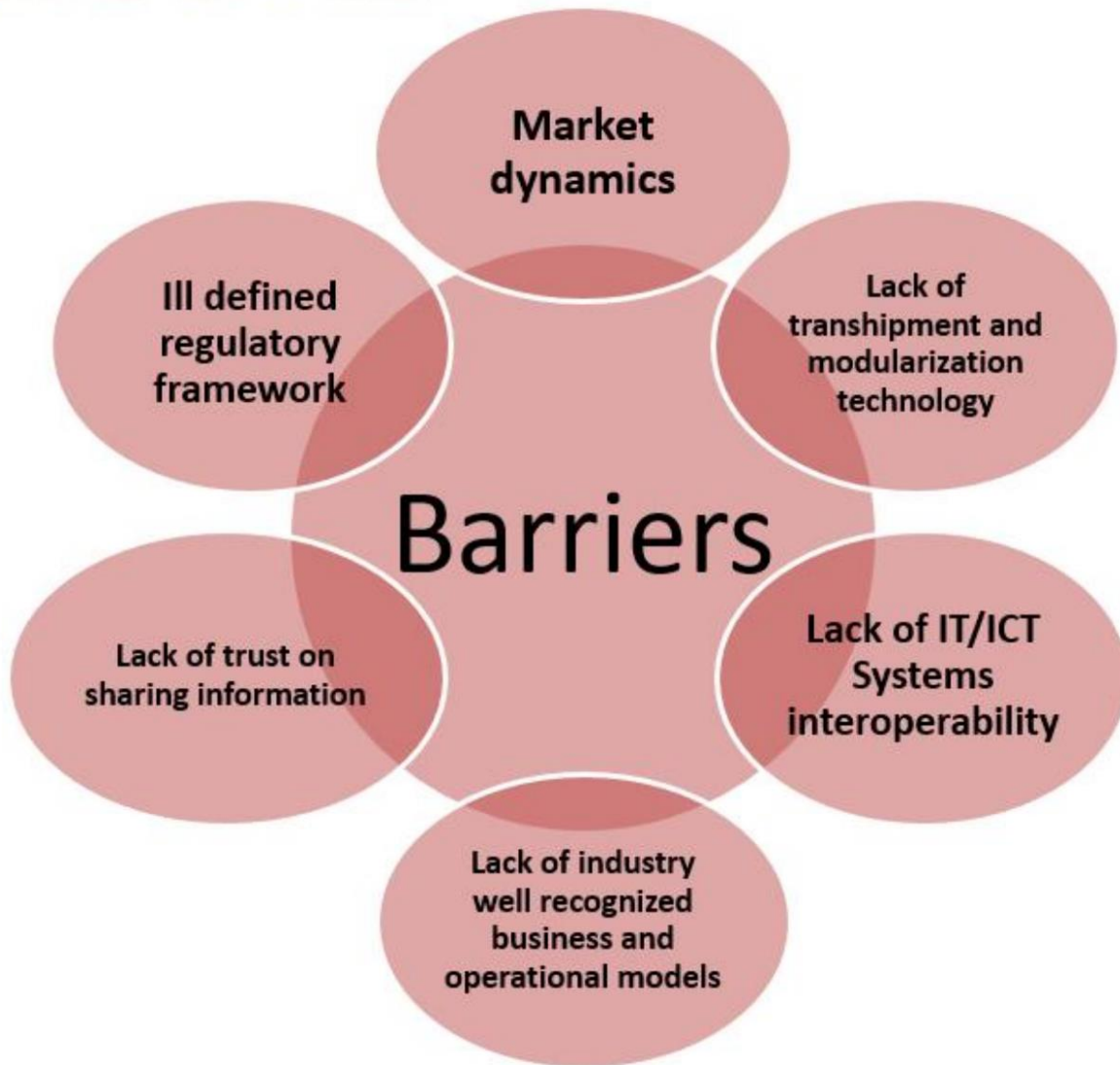
● Istanbul



● Beijing

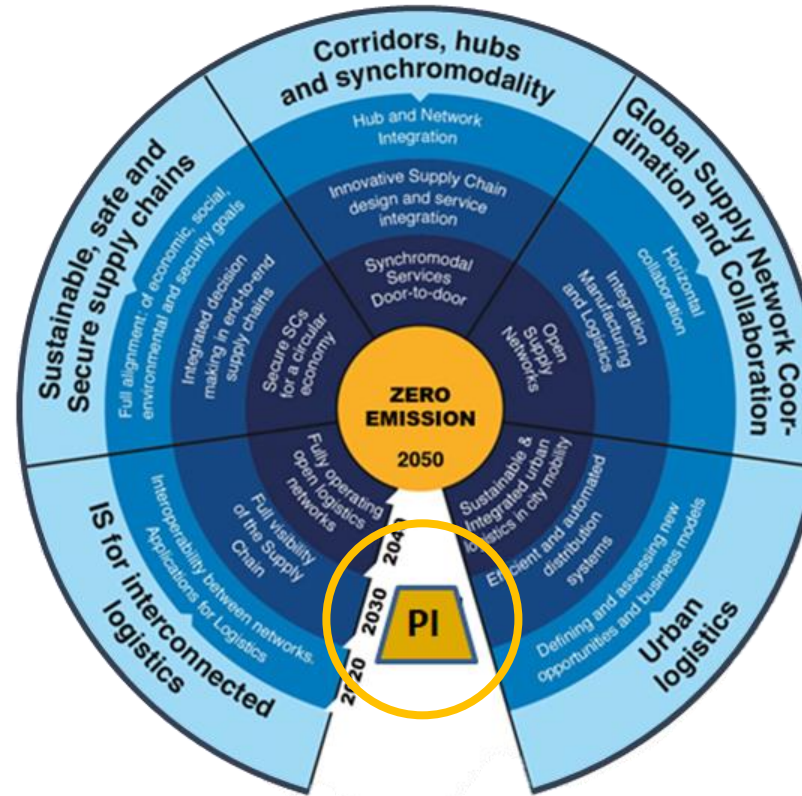


# Physical Internet barriers





# The Physical Internet timeline



ALICE project timeline

(Supported by Horizon 2020)

<http://www.etp-logistics.eu/>



## ALICE project is supported by large companies

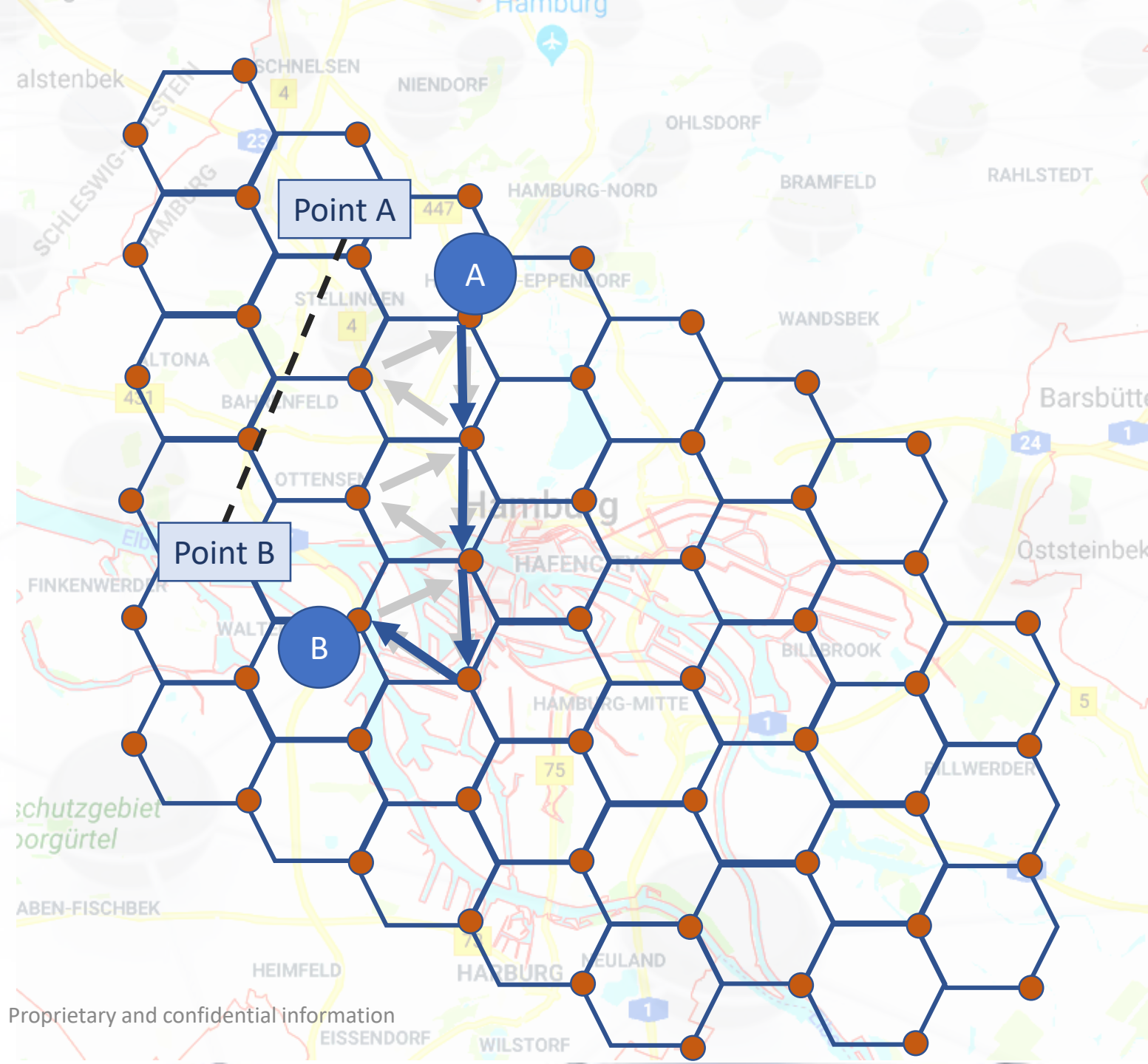
ALICE membership per type of organization		
Type of Organization	Members	EU/International Associations
Shippers & Retail		
Logistics Service Providers, Courier and Postal operators & Freight Forwarders		
Ports, Hubs, Intermodal terminals & Transport Infrastructure		
Vehicle Manufacturers & Logistics operations, handling (modular units)		
Information and Communication Technologies & Consultancy		
Regional & National Logistics Clusters & Associations		
Research and technology Centers		
European Technology Platforms / PPPs		
Member States and innovation Funding*		



**Quay – Where Physical Internet becomes a reality (on 2020)**

# Physical Internet Relay Run

Parcels move  
between many points  
to the last destination

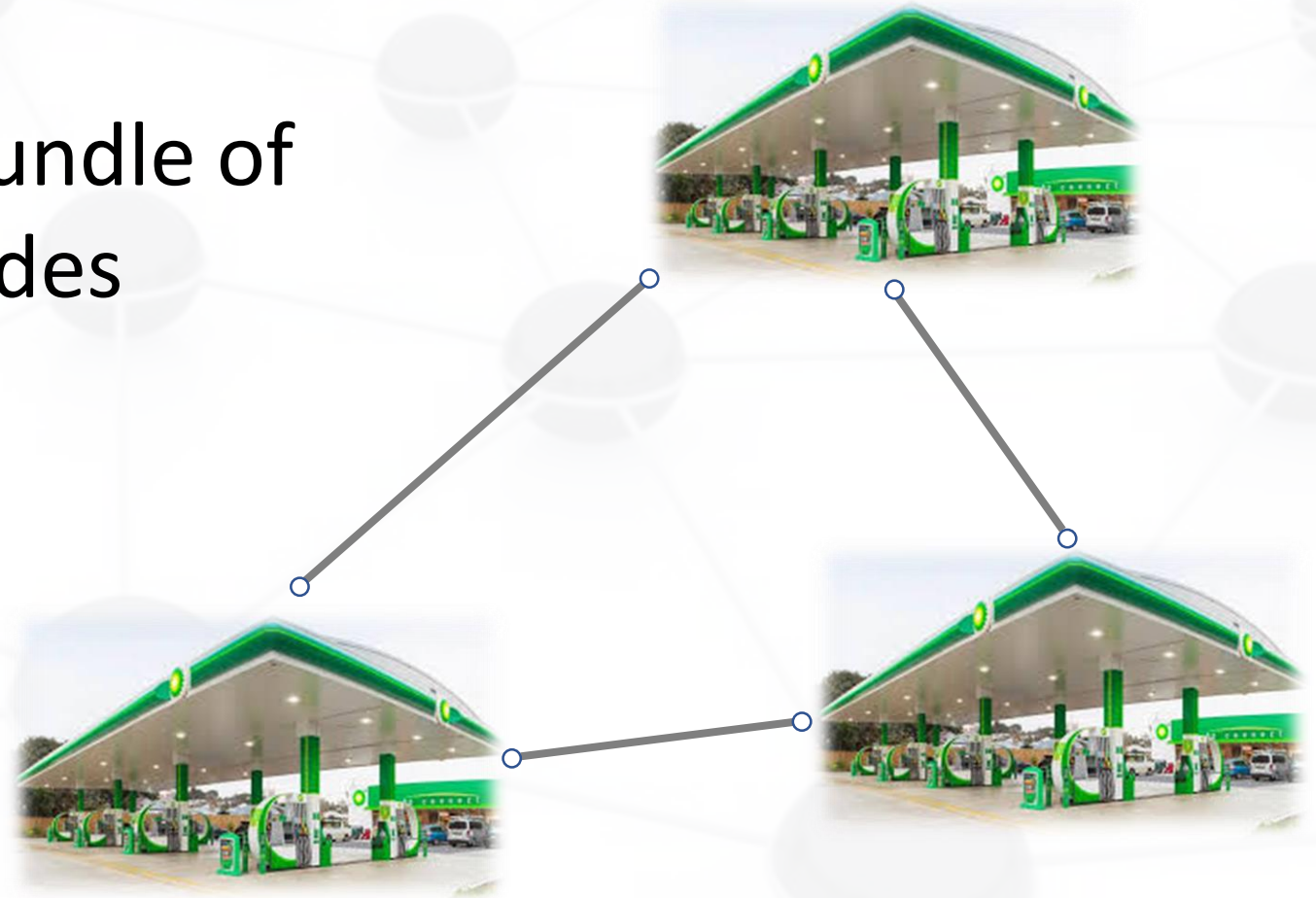




# Physical Internet

## PI Nodes

Each driver moves a bundle of parcels between PI nodes



\*PI Nodes = Physical Internet nodes

# Physical Internet

## The Sorting tools

Our sophisticated sorting tools enable local stores to become micro hubs, much like **routers** in a data network







Proprietary and confidential information





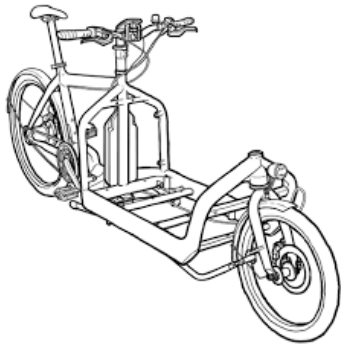
Proprietary and confidential information



**Quay enables deliveries within a city in 2-3 hours for less than \$2**

# Opportunities

## Last mile



Break the full route to small legs.  
Utilize many types of vehicles by using  
the PI nodes as local DCs

## Same day

**2-3 hours for only 2-3€**



Allow same day delivery from the local  
stores instead of delivering from huge  
warehouses outside the city

## First mile



Introduce multiple store pickups  
to depot during the day.



# The team – decades of experience in hi-tech, e-commerce and logistics

---



**Yossi Rabinovitz, Co-Founder, CEO**

Founder and CEO at Self Point  
Former development leader at Retalix (NCR)



**Yoav Linik, Co-Founder, COO**

Operational manager, Product manager and  
R&D manager at Retalix, NCR



**Yitzhak Mushkin, Co-Founder, VP Product**

Development leader at Smarteam,  
Clarizen and sPark city



**Shlomi Zevin, VP R&D**

Founder and VP R&D at sidelines.io  
Former R&D group manager at Panaya



**Martin Kreiter, GM, Germany**

Division Manager Group Marketing and  
E-Commerce Business Development at Hermes



Thank you