

The rules  
have  
changed.

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Trucksters

Transportation in relays

{of transportation}





The road freight transport industry keeps working in a similar way as it has been for decades



- ▶ Production and warehousing have experienced lots of changes. However, road freight transport remains **unchanged and with lots of inefficiencies**
- ▶ The trucking industry is still dominated by traditional companies, most of them offering inefficient transit times, bad working conditions for drivers and with **old, polluting fleet**.
- ▶ The documentation is not digitized in most cases, freight traceability is not a standard, and the IT systems are not connected to the client ERP



Trucksters offers **road freight transport services** using the best technology and the best operative model



Up to **50%**  
faster



Up to **20%**  
more cost-efficient



Up to **4 times**  
more secure



**Less** social &  
environmental  
impact

- ▶ Specialised in offering transportation services (FTL) with time-sensitive products, thanks to an innovative relay system
- ▶ Using the best technology, which is developed in-house (IA, predictive models, mobile app, etc)
- ▶ Full understanding of our Customer business to adapt our service to their needs
- ▶ Integration with client's systems to provide the best traceability
- ▶ Cost-effective: premium services at a normal cost

# We are **faster, more efficient and safer** thanks to our relay system executed with Artificial Intelligence

## Before

1 driver drives 1 truck 9h per day (max. 650km per day)



## With Trucksters

**Driver relay:** One driver drives 4,5h one-way, and then he switches with another one going in the opposite direction. (One truck could be driven 1.800 per day)



- Road transport services with **air freight times**
- **Cargo security** as the truck does not stop
- **Better life quality** for the truck drivers





# Trucksters' relay system is more efficient than traditional transportation (Metrics assuming a 1900km route)

## Traditional Option A: 1 driver

Transit  
Times: **48h**

Approximate  
Costs: **0.97€/km**

Days out /  
week: **6**

## Traditional Option B: Double driver

Transit  
Times: **38h**

Approximate  
Costs: **1.05€/km**

Days out /  
week: **3**

## Trucksters Options:

Transit  
Times: **27h - 31h**

Approximate  
Costs: **0.98 - 1.05  
€/km**

Days out /  
week: **1**

\* Estimate Metrics. Costs assuming roundtrip prices





# We are **Zen** - We care for a cleaner environment and a fair society



The average age of the European truck fleet is 12 years old. At **Trucksters** we use a fleet which is **not older than 5 years**. In addition, we use trucks with **alternative energy (CNG / LNG)** if requested by the Customer. Results: **less CO2**



In average, long distance truck drivers are at home 1 weekend during the month. Our relay system allows truck drivers to be at home **every 3 days** in average.



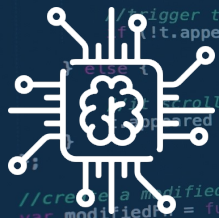
Fatigue and unfamiliarity of the route are the main causes of truck accidents. **Trucksters** reduces these risks as the drivers are **locals and more rested**





We plan the routes with the best **algorithms** and we operate them with the best **technology** and **operations** team

## Planning with algorithms



BRAIN

Efficient solutions in terms of **transit time** and **cost**

## Controlling the operations



E-Ops



E-Drive

Customer Service 24/7  
Digital platform to track the trucks  
Direct chat with our Ops Team

## Executing with excellence



1.300 km - 18h

Real-time location of the trucks  
Automatic notifications and alerts of the main milestones in the route





Our clients say that their operations have improved considerably thanks to our service

## Client Case

Company:



Route:

- Galicia <> Barcelona
- 1300 km
- Daily round-trip

Previous  
Operative:

- 3 drivers, 3 trucks
- Single driving

Previous  
Metrics:

- delivery in 30h
- Drivers 3 days+ / week out of home

## Trucksters Solution



Trucksters  
Operative:

- 4 drivers, 2 trucks
- Driving in relays

Trucksters  
Metrics:

- Delivery in 18h (-40%)
- Drivers **0 days out** of home / week
- **10%** cost reduction
- **-1 truck** on road

## Testimonial





A person is surfing on a wave, positioned in the lower center of the frame. The background is a deep blue ocean with white foam from the wave. The overall tone is professional and dynamic.

# How do we work? Start with us with **no risk** and in a very **simple way**

- I. **Pilot project:** We analyse our client's routes and we start with one or two corridors - **from 1 to 3 months**
- II. **Small Roll Out (SMO):** If results are satisfying, we start implementing the model in other routes and we start to connect with the ERP and client's system- **Ongoing collaboration with technology integration**
- III. **Other collaborations:** We work collaboratively with our clients, identifying new opportunities and innovating together - **Exploration of new opportunities**

We work in a **friendly, socially responsible** and **transparent** way,  
and **100%** of the times with the goal of satisfying our **clients' needs**



Recognised companies who already **trust** our model



**FINSA**





# Relays and technology, the future of transportation

**EL PAÍS**  
**RETINA**

PODIO /  
**CARRETERA  
Y ALGORITMOS**

— La startup Trucksters, creada por Luis Bardají, Gabor Balogh y Ramón Castro, abre otra ruta al envejecido sector del transporte y la logística.

Por **Óscar Granados**  
Fotografía de **Carlos Luján**

**T**odo comenzó en unas vacaciones. En 2017, en un viaje por Alemania, Luis Bardají, Gabor Balogh y Ramón Castro se detuvieron en una estación de servicio. Allí, en medio del aparcamiento, se encontraron rodeados de camioneros. "Habíamos con varios de ellos y nos contaron lo duro que es el trabajo: recorren largos trayectos, duermen en las cabinas y pasan semanas sin volver a casa", cuenta Bardají. Entonces, surgió el chispazo: "Si hubiéramos que el sector de



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**Trucksters, el software de transporte que reduce hasta un 50% los tiempos de entrega**



- La startup ha ganado el Segundo Premio en la 15ª Competición ActualUPM.
- Acaban de cerrar su primera ronda de inversión de 850 mil euros, liderada por Big Sur Ventures y Melavallon VC.

**Expansión**

**Trucksters, Homyhub y Bipi, los mejores en 'Movilidad y Smart Cities'**

EXPANSIÓN | BARCELONA | 6 NOVIEMBRE 2019 | 1043



**iNOVASPAiN**  
EL PERIÓDICO LÍDER DE LA INNOVACIÓN EN ESPAÑOL

**Trucksters: eficiencia y 'dignidad' para la industria del transporte de mercancías a larga distancia**

El ritmo avanzado y combina su apuesta por digitalizar el sector con mejorar la vida de los conductores de camiones. "Queremos que duerman en sus casas todos los días", aseguran sus fundadores





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# Thanks

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