LMAD

Enabling the future of delivery

23, avenue d'Italie
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Social and Industrial challenges

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EU urban impacts of transport & deliveries

- Accounts for an average of 33% Co2 and 25% greenhouse gas (Ademe)
- Deliveries are rising with a 20% CAGR (10 to 15 billion parcels 2020)
- Account for 50% traffic congestion and 20% street occupancy (Ademe)
- 500 000 death in the EU due to air pollution (EU envir. agency)

EU industry delivery challenges

- E-commerce deliveries are sharply rising and cities are restring city center access to delivery vehicles
- Shortage of delivery men & drivers
- COVID-19 saw a surge in contactless deliveries and a shortage of delivery men
- Delivery cost of drivers are rising (~ 40% of the last mile)
- More and more autonomous delivery bots in operations in the US & Asia, will also disrupt the EU industry
    - => Value chain and process operations are changing

Enabling the future of delivery

At the crossroads of sustainable cities and autonomous electric vehicles, LMAD is enabling European cities, logisticians and retailers

- to build a new delivery value chain with greener and efficient delivery vehicles
- to stay competitive in front of US/Asian autonomous delivery power players
- to keep sovereignty of their data and processes by not relying on foreign software

Use cases

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Use Case:
Ship from Outskirt

B to B delivery: from a warehouse at the city's outskirts delivery shops within the city center

Use Case:
Ship from Store

B to C deliveries: delivering from shops or small warehouse to local customer within the city

The Solution

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The next gen software platform for deliveries with autonomous vehicles

- Independent from autonomous vehicle vendors (US, Asia…)
- Integrated with the logistic value chain and the city infrastructure
- Enabling logisticians and transporters to master their processes & data

Robot agnostic

HW vendor independent

Delivery rounds adapted to bots'

Data & process independence

Business independence from all-in-one vendors

WMS Integration

Seamless operations with current I.S.

Multi use case

Several bots' management for several use cases

New value chain

Reconfigured value chain & new processes

Warehouse, recipient touch point

Regulation compliance

Services

Support for sourcing bots

Change management : process, software

Business pain, already in warehouse AGVs, tomorrow,…

Scania is looking to connect and manage indoor robots of different brands and types from a single system"

https://scaleups.coventured.com/programs/view/2?utm_medium=email&_hsmi=164341108&_hsenc=p2ANqtz-D09WDxOyNCKfI9P3dArh5gTTBW4LnRZiCXdr3VRFbJyB5PDCbxM9XyTWT5B4UUKV5sdSpjoAqc7Y2RtyACRUjyOvVug&utm_content=164341108&utm_source=hs_email

LMAD Platform

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Features for a new value chain

Parcel & end-recipient management

Integration with warehouse information system

Fleet & use case management

Battery, container, robot type...

Delivery negotiation & interaction with stakeholders

Mission scheduling regarding resources, needs, constraints

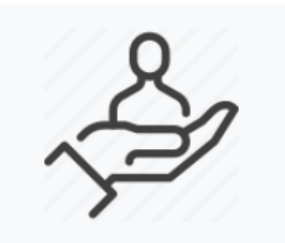
Route mapping & optimization

Geofencing, regulation..

User experience

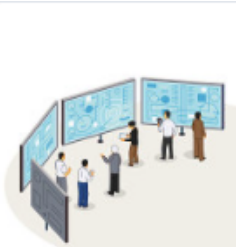
BtoB

BtoC



New services & processes

at the customer touch point – change management



Remote Supervision & Operation for autonomous robots

Integration with city traffic management system and regulation rules

Market Position

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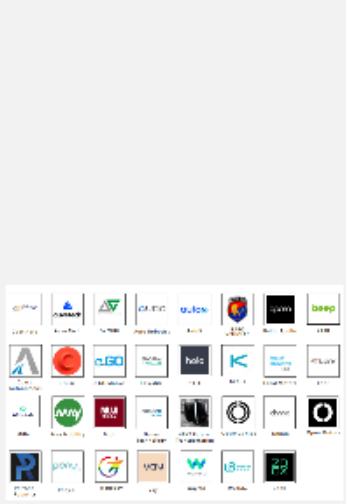
The “next TMS (Transport Management System) generation” for an autonomous vehicle delivery value chain integrated with the city, regulation and business modalities



Vehicles manufacturers

Autonomous Vehicle (AV) driving stacks

AV Fleet management

Business Operation platform for AV, robot agnostic

Market traction

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The only player in EU running real-life trials with various robots in use cases.

2020 | 2021 | 2022

Helsinki	Helsinki	France / Campus	France / Troyes city
		NOKIA	GeoPost dpdgroup
Supermarket deliveries	**Virtual pick-up points** **Extending PUDO coverage with moving lockers**	eDF **Parcel deliveries from campus's warehouse**	**Public road deliveries for BtB services** **L4 autonomous vehicle 2023**

Team

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LMAD's Team of Experts

Supported by the EU

LMAD is an EU start-up supported by EU funds, based in France and Finland and able to design & implement autonomous delivery pilots & operations through Europe.

JEAN-PHILIPPE BELLAICHE

CEO

After 2 start-up ventures as co-founder with positions as CEO and VP Sales & Business Development, Jean-Philippe brings experience in general management and business development. JP holds a Master's in computer sciences from Paris VI University and an MBA from HEC Paris.

EMMANUEL CHAUDRON

TECH LEAD

Emmanuel started contributing to real-world open-source software in 2012, shortly after which he jumped from a Mechanics to a CS degree, completed in KTH, Sweden. Before LMAD, Emmanuel worked on his first startup as a CTO, winning startup championships.

GERGELY HORVATH

PRODUCT LEAD

Gergely brings multiple years experience of service design and product development gained through consulting startup projects within EIT Digital, leading to the creation of 3 startups. Gergely holds a Master's degree from Aalto University.

eit Digital

EIT Digital is supported by the EIT, a body of the European Union.

eit Urban Mobility

EIT Urban Mobility support

Selected startups receive

€ 30.000 worth of support services

6-month uniquely designed Accelerator programme

Enjoy 6-month office space (in selected locations)

Direct access to "living labs" and cities for the creation of new products and services

Training

Business networking

Business support

VC pitching

Innovation Project

LogiSmile

Last-mile logistics operations in cities can increase traffic congestion, cause safety problems for pedestrians, bikers, and couriers, and contribute to air and noise pollution. To tackle these challenges, the LogiSmile partners are piloting a fully autonomous delivery system in three...

Finance & support tech & business innovation

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