



**Benefits of Digital Transformation  
in Fresh Foods Supply Chains for  
Retail and Food Service Companies**

# Digital Transformation

- Eliminate Manual and Disparate Data Sources
- Improve Supply Chain Efficiency
- Enhance Product Quality
- Reduce Costs
- Gain Analytics and Operational Insights
- Full Traceability and End-to-end Visibility

**Inteligistics provides flexible and powerful automation tools that enable growers, producers, retailers and food service providers to digitally transform their fresh foods supply chains from end-to-end.**

# Eliminate Manual and Disparate Data Sources

- Reduce Input Errors by Reducing Manual Data Entry
- Utilize Industry Standards to Connect Different Data Points
- Provide Uniform Data Platform for Faster and Better Insights
- Offer End-to-End Cold Chain Solutions
- Created API's and Apps to Adopt Existing Customer Information

# Improve Supply Chain Efficiency

- Automate Manual Processes (AI/ML)
- Reduce Labor Needs
- Supply and Demand Equalization
- Multi-party Data Orchestration
- Engage Disruptive Processes



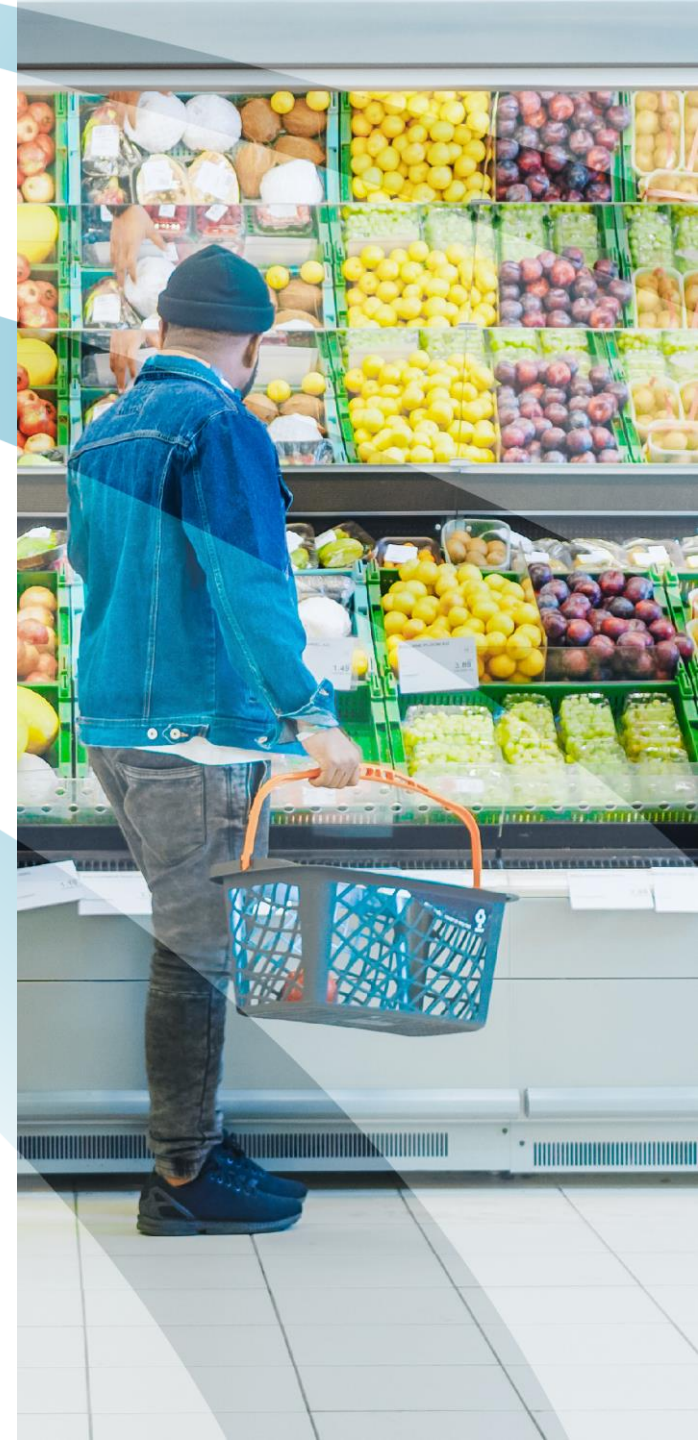
# Enhance Product Quality

- Optimize Inventory and Shelf Life (FEFO vs FIFO)
- Meet Regulatory Requirements (FSMA 204)
- Increase Sales
- Increase Consumer Satisfaction and Loyalty



# Reduce Costs

- Trim Energy and Labor Costs
- Curtail Waste
- Increase Throughput
- Enact Disruptive Process Improvements
- Mitigate Risk

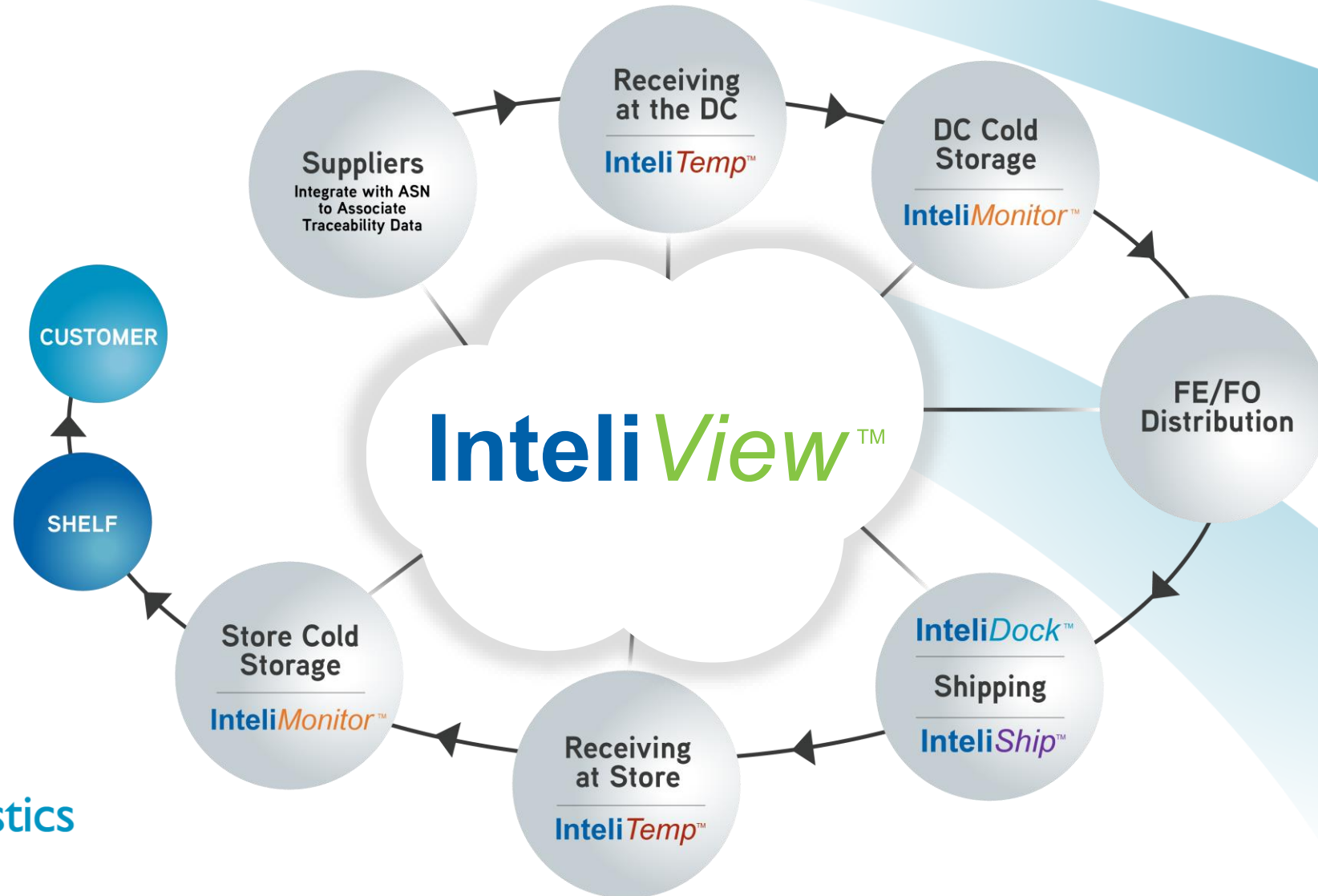


# Gain Operational Insights

- Improve Decision Making
- Support Sustainability and Food Safety
- Develop Meaningful KPIs
- Take Real-Time Corrective Actions
- Establish Scorecarding for Your Suppliers and/or Distribution Centers



# End-to-End Product Visibility – with IntelliView Platform



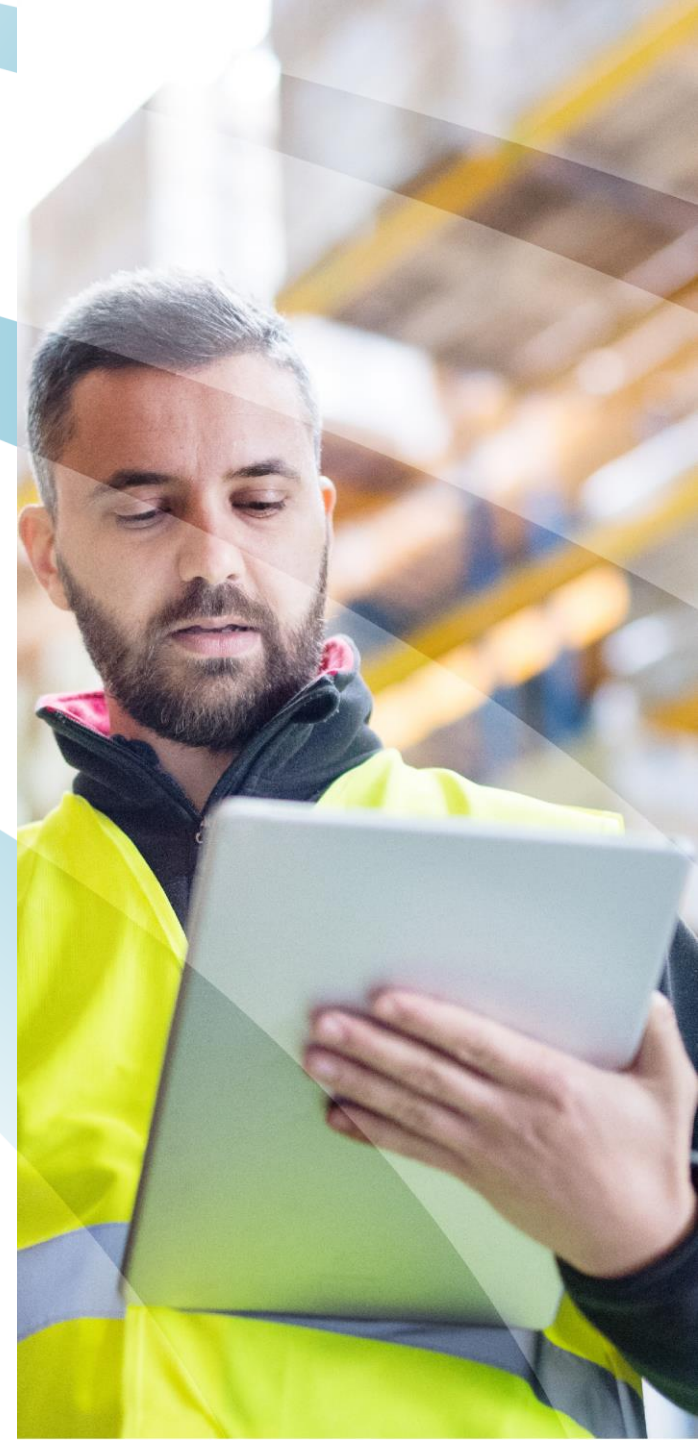
# Instantly See Process Anomalies

Pallet: 223523  
**ON DISPLAY**  
**URGENT**  
 GTIN: 10123456543282  
 Ambient Temp: **45**  
 Time at Storage Receive:  
 11/20/2022 15:15  
 Current Shelf Life: **3**



# IntelView: A New Way of Thinking – and Operating

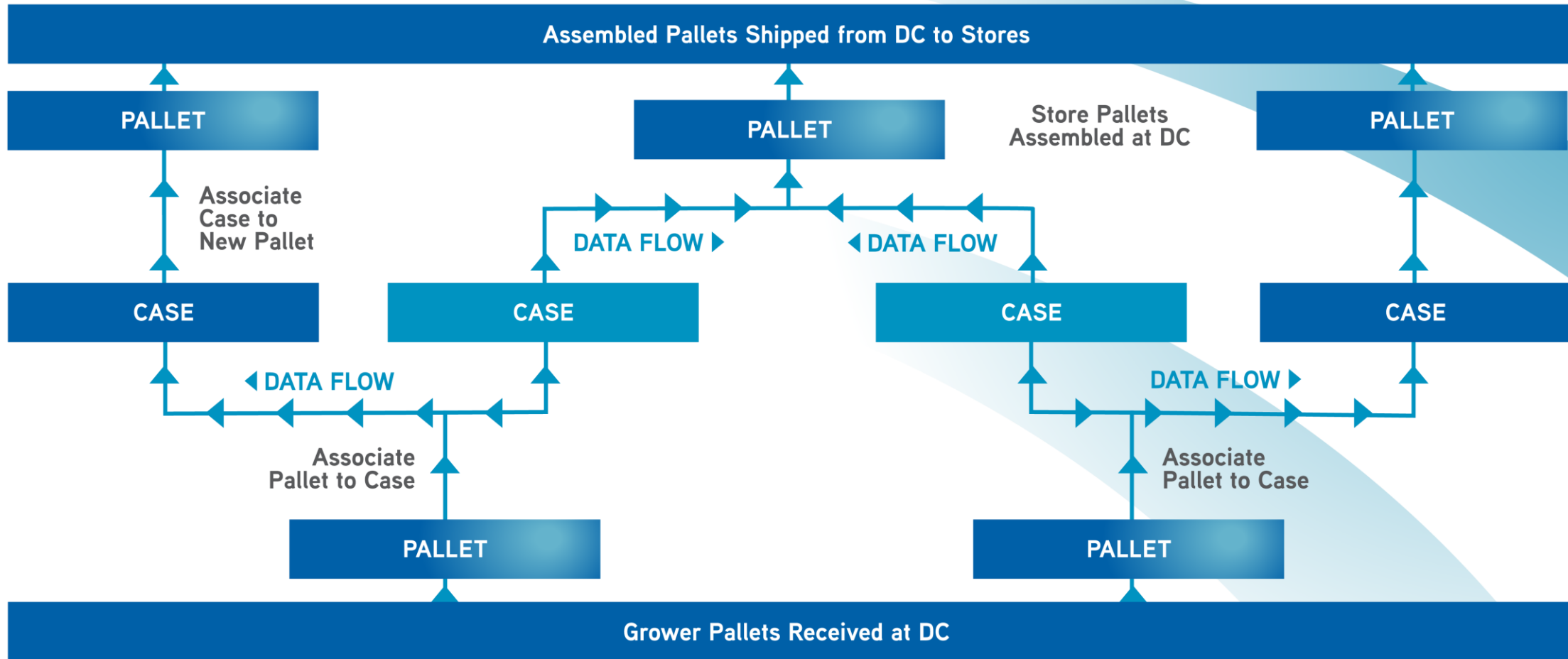
- A Holistic Data Management Platform That Integrates Across the Fresh Foods Supply Chain to Improve Efficiency and Promote Better Decision Making
- Converts Regulatory Compliance from an Expense to Cost Savings and Revenue Gains



# Add Value to FSMA 204 Compliance

- Track and Instantly Report KDEs from IntelliView Platform
- End-to-End Transparency
- Automated Data Collection
- Predictive Shelf Life and Inventory Optimization from DC to Store Shelf
- Reduced Waste
- Increased Sales

# Maintain Traceability



# Inteligistics at Distribution Center

- Cold Chain and Facility Monitoring
- Loading Dock Coordination and Access Management
- Product Traceability Data Access and Improved Decision Making
- FEFO Inventory Optimization

# FE/FO Inventory with Cold Chain Management

Adjust for  
**6-day minimum**  
remaining shelf life

Harvest Date	Standard Expiration Date (17 days)	Cooler Outbound	DC In	DC out	Store In	On Display	Adjusted Expiration Date (Product tracking)
1-Jun	18-Jun	3-Jun	5-Jun	8-Jun	9-Jun	10-Jun	17-Jun
2-Jun	19-Jun	4-Jun	7-Jun	9-Jun	10-Jun	12-Jun	18-Jun
3-Jun	20-Jun	5-Jun	6-Jun	7-Jun	8-Jun	10-Jun	17-Jun
4-Jun	21-Jun	6-Jun	8-Jun	11-Jun	12-Jun	13-Jun	20-Jun
5-Jun	22-Jun	7-Jun	10-Jun	10-Jun	11-Jun	14-Jun	19-Jun
6-Jun	23-Jun	8-Jun	9-Jun	12-Jun	13-Jun	15-Jun	21-Jun
7-Jun	24-Jun	9-Jun	12-Jun	14-Jun	15-Jun	17-Jun	23-Jun
8-Jun	25-Jun	10-Jun	13-Jun	13-Jun	14-Jun	16-Jun	22-Jun

# Third Mile – DC to Store Shelf

- Pallet Assembly/Traceability
- Dockside/Transportation Monitoring
- Advanced Technology (AI/ML) for Efficiency Improvements
- Shelf-life Optimization
- Increased Consumer Satisfaction





# Inteligistics: Your Digital Transformation Partner

- Improve Efficiency, Automate Labor Functions
- Enhance Product Quality
- Convert Regulatory Compliance Costs to Bottom Line Gains
- Increase Salability of All Available Product
- Provide Operational Insights
- Allow End-to-End Visibility
- Support Consumer Satisfaction

# Proven Experience

- Westinghouse – Digital Transformation of Nuclear Power Generating Control Rooms
- US Navy – Development of Supply Chain Logistics Platform for Global Asset Viability
- 10+ Years of Digitization and End-to-End Perishable Supply Chain Solutions
- Pioneer developing AI/ML Applications Disrupting and Transforming Supply Chains




# In the News

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## A nuclear guide to digital transformation for the produce industry

February 9, 2023 - Analysis, By Greg Johnson



An example of an Inteligistics dashboard. (Screenshot courtesy Inteligistics)

Technology use in the produce industry increases every year, but it hasn't yet made a digital transformation like some industries.

Rao Mandava, chairman and president of Inteligistics, hopes to lead this transformation. The company sells supply chain technology, and its clients include Orscoff's, Del Monte, Dole, Church Brothers, Fresh Express, Taylor Farms and Walmart.

"I want to bring technology from the industries I've worked in, to the produce industry," he said.

Those two industries are nuclear energy and airlines, and he thinks produce can learn from these examples.

Before he started Inteligistics, Mandava used his mechanical engineering background first at Boeing and then at Westinghouse, where he managed a group that transformed the nuclear control room from analog to digital.

He said after it was done, the cost to operate a nuclear power plant dropped by two-thirds.

"I used little internet and no cloud, so we created our own network and artificial intelligence," Mandava says. "We went from using over 10,000 cables to using about 100."

An illustration of Digital Transformation:  
Nuclear Powerplant Control Room  
Analog Design of 1960's vs. Digital Design of 2000's

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**Inteligistics**

**Beautiful Fruit**  
THERMAL TECHNOLOGIES

## Inteligistics offering solutions for supply chain efficiency

April 20, 2022

Inteligistics has been working quietly to bring Silicon Valley cloud powered and paperless scientific technology to support supply chain performance, productivity and sustainability for some of the leading growers and shippers in the Salinas Valley and elsewhere. With successful partnerships and process metrics accrued since 2015, it has now made its solutions and digitization available to companies throughout the perishable supply chain.

"We've helped grower-shipper partners improve efficiencies and cost savings tremendously by merging off-the-shelf hardware with our proprietary cloud based applications. Our mission is to give companies real time data for the most accuracy and control of their operations as they move perishable products from the field to packing and distribution, all the way to customers' receiving docks and store shelves," said Rao Mandava, Inteligistics chairman and president. "Incorporating IoT wireless technology and cloud-based systems with streamlined dashboard and user-defined parameters and alerts, we've brought a digital transformation that provides operational decision makers with total visibility, mitigates supply chain bottlenecks, increases throughput, reduces waste and improves sustainability."

Inteligistics has built a suite of products that can be used independently or integrated into a common information platform. Cold chain management begins in the field with IntelTens, which combines a wireless probe and mobile app to inspect produce and track pulp temperatures. IntelCool, a unique patented cooling solution, optimizes forced air pre-cooling and vacuum-cooling operations. IntelMonitor uses strategically placed wireless sensors to provide continuous monitoring of temperature and humidity throughout environmentally controlled facilities, protecting the product from adverse conditions and micro-climates. And IntelliShip is hardware specific, turning trucks into intelligent mobile warehouses with real-time temperature, humidity, shock and location monitoring as well as security throughout the journey.

As tracking and logistics have become critical checkpoints across the global supply chain, InteliDeck is an innovative warehouse management tool that optimizes staging, loading and dispatch functions by seamlessly interfacing with a customer's warehouse management system and

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# Inteligistics

## SUPPLY CHAIN

DIGITIZATION SOLUTIONS  
DIGITIZATION SOLUTIONS  
DIGITIZATION SOLUTIONS

### Inteligistics Supplies Cutting-Edge Digital Solutions for Supply Chain, Cold Chain, and Logistics Management; Rao Mandava and Susanne Klose Discuss

Friday, Apr. 29th, 2022

by Anne Allen

**SALINAS, CA** - Companies across the fresh produce industry are in search of tools that can increase their cold chain and logistical efficiencies, and Inteligistics is answering the call. After working quietly to bring cloud-powered and paperless scientific technology to the growers and shippers of Salinas Valley, California, and beyond, the solutions provider has **made its solutions and digitization available** to companies across the perishable supply chain.

"We've helped grower-shipper partners **improve efficiencies and cost savings** tremendously by merging off-the-shelf hardware with our proprietary cloud-based applications. Our mission is to give

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**Publix**  
Publix Reports \$2.2B Gain in Q2 2023 Results; Todd Jones Details

Rao Mandava, Chairman and

- <https://www.andnowuknow.com/behind-greens/inteligistics-supplies-cutting-edge-digital-solutions-supply-chain-cold-Rao-Mandava-Susanne-Klose/anne-allen/78168>
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- <https://theproducenews.com/logistics-tech/inteligistics-offering-solutions-supply-chain-efficiency>
- <https://www.thepacker.com/news/industry/how-fresh-del-monte-using-data-drive-sustainability>



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## How Fresh Del Monte is using data to drive sustainability

INDUSTRY

Fresh Del Monte's avocado packing facility in Mexico. (Photo courtesy of Fresh Del Monte)

By JENNIFER STRAILEY May 30, 2023

In the fresh produce supply chain, solving problems before they happen is key — with positive financial and quality implications as well as a strong sustainability upside.

With this in mind, Fresh Del Monte has embraced automation, digitization and end-to-end visibility of data for its leafy greens, Mexican avocados and more. The company has partnered with cold and supply chain digital visibility solutions provider Inteligistics to use its cloud-based technology to track and link quality data, transportation, storage conditions and shipping information from its avocado packing facility in Mexico to border storage facilities, and its distribution center in Dallas.

Fresh Del Monte's subsidiary, Mann Packing, has been using Inteligistics' IntelliCool product to optimize its cooling operations, with demonstrated reductions in cycle time, increased throughput and reduced energy consumption, says Inteligistics' Chairman and President Rao Mandava.



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**Thank you!**