

Leopard Cube protects revenue and cuts tech troubles for national transport and logistics provider

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***IT Business Partner Specialist,
Australia and NZ Logistics Provider***

The Challenge

A leading transport and logistics (T&L) company operating hundreds of freight facilities and a comprehensive air, road, sea and rail delivery network throughout Australia and New Zealand needed to optimise the technology that supports their operations and millions of customers each year.

Like any credible T&L operation, accurate dimensional weight measurements of consignments are critical to streamline freight transport, prioritise safety and protect revenue.

Due to the freight volumes they processed, the company added a portable cubing process. The portable cubing process was vital for capturing and calculating the actual volumetric weights of oversized, ugly, non-conveyable and under-declared freight.

“We operate hugely expensive weight scales and check-weigh cubing machines, plus we use expensive labour and forklifts to move pallets to these measuring systems. But we still couldn’t get through what we needed, so we added a hand-held cubing solution several years ago.”

“While this solution was a great step forward at the time and the only trade-certified option on the market, in a busy warehouse environment, the electronic devices were challenged, and we lost critical scan data. The devices were susceptible to breakages and failure. We’d be lucky to get two to three months out of each device before it failed and needed repair or replacing.” - *IT Business Partner Specialist, Australia and NZ Logistics Provider.*

Unable to rely on the solution and without a clear future improvement strategy, they sought a better fit for their operations. The pandemic’s increased shipping volumes exacerbated this need, which demanded a cubing system that could scale reliably and rapidly.

The Solution

This leading T&L provider was a long-standing customer and user of other Leopard Systems products when they became aware of Leopard Cube, Leopard’s new software-based cubing solution and 2021 World Post & Parcel Awards Technology Winner.

“Leopard Systems is an innovative company and a trusted provider to our company. When I saw the early Leopard Cube proof-of-concept from the team at Leopard, I thought – this could work!” - *IT Business Partner Specialist, Australia and NZ Logistics Provider.*

Leopard Cube is both a cloud application and a robust measuring tape that transforms a conventional mobile scanning device, such as Zebra’s industry-leading rugged TC56/TC57x Android devices, into a digital certified-for-trade-measurement freight cubing solution.

The leading T&L provider conducted a focused three-month trial of Leopard Cube, with up to four users measuring freight daily. “We put Leopard Cube through its paces to make sure it was reliable, that our workers were happy to use it and that we could perform scans at the level of throughput expected by our business. Initially, our staff had to adjust to the new system; however, this is normal when a work process changes.” - *IT Business Partner Specialist.*

In short, Leopard Cube boosted the reliability of hand-held cubing for operations company-wide. This outcome led to a commercial arrangement for rolling out the solution nationwide.

“Leopard Cube drastically changed our technical support landscape. Thanks to the modern integration delivered through the underlying platform, we now have efficient real-time data

capture and no data losses. Also, we no longer have any device repairs or downtime, so our IT support for Leopard Cube is zero. It’s incredible!” - *IT Business Partner Specialist.*

The Results

Not only was Leopard Cube an extremely cost-effective solution when the T&L provider calculated the first year’s total cost of ownership (including buying new Android devices, purchasing the low-cost tapes, and paying per scan completed), but most importantly, Leopard Cube eliminated the costly technical and revenue leakage problems.

“Our business case justified the need for Leopard Cube by increasing freight measurement accuracy for efficient handling, adding to our safety focus, and ensuring our organisation’s revenue was not hindered. Every effort we put into accurate cubing assists in all these areas. While we have some IT costs behind our measurements, the positive effect of curbing revenue leakage is significant.” *IT Business Partner Specialist*

Leopard Cube enables this significant Australia and New Zealand-wide freight company to cube freight using a scalable, robust, and efficient process and reliably recoup significant annual revenue from mismeasured shipments which they wouldn’t readily achieve through conventional means.

“Leopard Systems have reimaged the cubing process with a focus on making it enterprise-grade and cost-effective. The trade-level tapes are robust and high quality, designed for a gazillion ‘ins and outs’. Replacing tapes isn’t a high cost, but they never snap! That practically enhances productivity. The Leopard team have effectively solved a huge industry problem with a distinctive approach, which is refreshing.”

In addition, Leopard Cube’s software-based solution offers compelling flexibility and future opportunities to scan more freight with no extra equipment costs. The company is exploring the deployment of Leopard Cube on other enterprise mobility devices within their operations. From installing it on drivers’ pick-up and delivery (PUD) mobile data terminal (MDT) devices to adding safe cubing capabilities to forklift-associated computers, procuring more high-priced hardware won’t be required. Further, the company sees Leopard Cube ‘opening many doors in the future’, including integrating into their company-branded app and leveraging the core platform for other workflows.

“Leopard Cube is a powerful, cost-effective innovation that expands the capabilities of mobile devices already in use. It’s only a matter of time, in my opinion, until the whole transport industry moves to this fantastic hand-held cubing solution – because it’s just less headache. We’ve stopped talking about device support and device issues. Now we can get back to doing what we do best: move freight for our customers. Leopard Cube makes this easy.” - *IT Business Partner Specialist, Australia and NZ Logistics Provider.*

About Leopard Systems

Well regarded within transport and logistics, supply chain, and postal sectors, Leopard Systems leads the way in configurable and scalable freight management and delivery solutions encompassing software, hardware and services. Available as pre-configured, enterprise-grade mobility solutions, they increase efficiencies, reduce input error, elevate productivity and, of course, increase the bottom line.

www.leopardsystems.com.au