Overview

SWARM Engineering optimizes key processes in the supply chain for food & agriculture companies to rapidly deliver operational efficiencies and cost savings of 5-30%.

PROBLEM

Traditional supply chain and logistics problems such as *the travelling salesman* are hard to solve but relatively easy to define. The number of real-world problems of this type is accelerating as we add more sensor data and variables to our organizational knowledge. While algorithmic solutions exist, they are hard to understand and difficult and expensive to implement for most organizations. Finding the *best* algorithm can also be challenging, especially given the pace at which new approaches are appearing. While many niche vendors are embedding AI algorithms into their vertical solutions, these are often out-of-date within months – yet remain in place for years.

SOLUTION

SWARM provides a simple way for business users to define problems, in their terminology/language, and rapidly match these to solutions. The business user does not need any knowledge of coding, advanced AI, or machine learning. We achieve this via a cloud-based SaaS that is a next generation cognitive computing system, structured around a multi-agent approach that utilizes a curated market of algorithms.

TARGET MARKETS

In all cases, we look for areas where the customer is spending time to consider complex data in order to make business decisions with high cost (or revenue) impacts. Often these decisions are challenging because of multiple combinatorial options and we find planners' choices can be constrained by ease of management rather than business value, e.g. choosing load plans based on pre-determined lanes, rather than finding the most efficient and effective plans across all zones. Our target market sectors include:

- Food producers: grain, rice, dairy, egg, meat & poultry
- Citrus & produce growers and co-ops
- Ports and Container Shippers
- Transportation & Logistics firms

Anthony Howcroft
CEO

Andy Mouacdie
Chief Revenue Officer

Shiyi Pickrell
Chief Data Scientist

The executive team has deep experience of building and growing multiple enterprise software startups in data, process and machine learning, with successful exits including IPOs and trade sales. All three C-level executives spent 5+ years at Microsoft

TARGET ROLES

Our typical entry point into a company is a C-level executive, such as the COO, or for major enterprises it may be the Head of Innovation/Strategy. These are the individuals tasked with finding opportunities to make substantial cost savings within their organizations. From experience, we have found that C-level sponsorship is important to project success. Subsequently, we are frequently connected with the relevant line-of-business leaders, such as VP Supply Chain or VP Logistics, who have day-to-day knowledge of the challenges and operational considerations.

A typical end-user is a planner, who uses SWARM's modern UX to manage their process, with data fed to/from existing systems. What used to take hours of human effort can be accomplished in a few minutes

CUSTOMERS

SWARM has shown substantial savings in a range of optimizations across the food supply chain and has secured our first enterprise customers in 2020.

- **Major US herb grower/co-op:** 5-8% weekly savings on inbound logistics
- **Food logistics:** $20M+ annualized savings in logistics costs for enterprise in year one
- **Plant-based dairy producer:** reduced load planning effort from 5 hours to minutes
- **US food producer:** $700K saving in load planning on a $2.2M spend
- **Grain blending:** $3M annual savings for international grain management company
- **Container management:** $15M additional revenue to port via increased throughput

Learn how SWARM could positively impact your business. Contact us for a free consultation.
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