

Linklaters

In chat with:

Filippo Tamburini,
co-founder and CEO of Cargoful

Italy Digital Pulse

As part of the Italy Digital Pulse initiative, Alessandro Tanno, Practice Co-ordinator of the Fintech and Digital Transformation Group, interviews Filippo Tamburini from Cargoful, a startup offering a logistics software that helps you automate trucking operations.

Filippo Tamburini – Filippo is the co-founder and CEO of Cargoful. After his studies in Industrial Engineering across Italy, Switzerland and France, he joined McKinsey & co. for five+ years, working mainly in operations and strategy. During his MBA at London Business School in the UK he launched Cargoful together with Erica Pezzica, Cosmo Valentino and Alessandro Salvetti to restructure trucking logistics.



Q1: What is Cargoful and why are you working on this?

A1: At Cargoful we help trucking and logistic companies to gain a competitive edge and thrive. We streamline their internal operations and improve communication with their customers, ensuring an optimal allocation of resources and a significant reduction of their environmental footprint, thanks to artificial intelligence and cutting-edge technologies.

Today, transportation companies are under constant pressure as customers' expectations continue to rise: everyone demands a hassle-free purchase and delivery experience, with ever shorter delivery times and tighter delivery windows. However, while trucking companies are asked to deliver superior customer service, they must also deal with a severe drivers' shortage, and they are expected to seamlessly transition to new technologies such as electric vehicles. This last industry trend is not trivial. The electrification of fleets of commercial vehicles impacts the complexity of internal planning activities: if a traditional refill used to take three-five minutes and could be done almost everywhere, now it takes two-ten hours with limited availability of charge points.

We built Cargoful because we believe that we can make a difference by making cutting-edge technology accessible to most trucking companies.

Q2: What is Cargoful offering to the customers?

A2: We provide our customers with an end-to-end platform that can be used to manage fleets and deliveries in a fully integrated manner.

Our customers work faster (operators save more than 2.5h/day from powerful automatic planning and the elimination of manual data management tasks), better (we increase fleet utilisation by 10%, freeing up space for additional deliveries), and easier (one single solution with integrated workflows).

Cargoful connects with existing IT systems (es., Warehouse Management Systems, e-commerce providers, Enterprise Resources Planning, etc) and fleet telematics (eg GPS trackers) and provides users with optimal AI-based resource allocation and automatic trip planning. During the execution phase, the platform communicates with clients to provide relevant information (e.g., updated ETAs) while giving full transparency to the operators at the office.

Q3: It seems that technology plays an important role, especially artificial intelligence. Can you tell us more about it and its role in the future of the company?

A3: Technology is at the core of what we do at Cargoful. We developed a hyper-flexible core engine that can adapt to different use cases and planning problems. We provide optimised solutions from day 1, we then leverage Machine Learning to improve and increase the accuracy of the planning engine over time, looping back the data we get from the field. This allows our customers to minimize the re-work needed on the planning process and to focus on value-add activities only.

We are planning to continue developing our core AI-based engine, as a key differentiator and purchasing criteria for our customers that perceive and value the full customisation of our solution. We will expand our offering to include real-time and near real-time dispatching of both parcels and resources (such as dispatching of maintenance technicians). We want to keep on making technology accessible to the trucking and utility vehicles sector.

Interview by:



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