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## DSV accelerates innovation through Plug and Play

**DSV has extended its participation in one of the largest innovation programmes in the world – Plug and Play. The programme matches start-ups with corporates to accelerate innovation for both.**

“We believe that the fastest way to find innovative solutions, test them out, and learn from others is through a network such as Plug and Play,” says Luca Graf, head of the DSV Innovation Hub. “The goal of our innovation efforts is to improve the customer experience and become more efficient,” he adds.

It is crucial for us to get to know the start-ups that are currently developing the next generation of supply chain and logistics technology and that's what Plug and Play ensures, according to Luca Graf. Specifically, DSV is looking for innovation within warehouse automation, end-to-end visibility, e-commerce logistics, supply chain digitisation, and sustainability.

## **Partnerships and pilots**

Panalpina entered the programme in 2018, and participation has continued under DSV Panalpina, yielding promising partnerships, visibility in the innovation environment, and several project pilots.

“We also meet customers at the Plug and Play events. Both existing and potential customers. Some of them see our innovation efforts and show interest in collaborating for the benefit of both. There really are many ways that Plug and Play yields results,” says Luca Graf, and adds, “We need to embrace this type of open innovation, as it speeds up the process.”

In a current pilot, the DSV Innovation Hub works with start-ups developing drones for inventory control in warehouses. Results have been very promising so far. In addition, Plug and Play has helped to scout dozens of promising solutions that reduce the CO2 footprint of our operation and services.

“It is impressive to see what technological solutions are developed by startups that help us increase efficiency and improve the services we provide our customers,” says Luca Graf.

## **How it works**

DSV briefs Plug and Play of the areas that we are interested in finding innovations for or describing a concrete operational challenge. Then the Plug and Play organisation presents several start-ups – coached by Plug and Play – that have something to offer in that area.

Plug and Play's scouting service ensures a strong field of start-ups to collaborate with. When a promising suit is found, the partners enter into a potential pilot test of the solution.

At the very end of the process is the Expo Day where all companies in the

programme present what they have developed and learned.

"We are very excited to have DSV on board as one of our Supply Chain & Logistics partners as they are a perfect fit for our ecosystem of industry-leading corporate partners," explains Mike Zayonc, Founder of Plug and Play Supply Chain & Logistics.

"Having partners like DSV, Unilever, ExxonMobil, Shell, Walmart, Schneider Electric, DHL, and BASF working together to collaborate with the most advanced technologies is a perfect venue to digitally transform the Supply Chain & Logistics industry."

### **About Plug & Play**

Plug and Play has a global presence with over 30 offices in 16 countries. Their Supply Chain & Logistics accelerator programme is present in five locations and counts 44 corporate partners.

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#### **DSV Panalpina A/S**

We provide and manage supply chain solutions for thousands of companies every day – from the small family run business to the large global corporation.

Our reach is global, yet our presence is local and close to our customers. 56,000 employees in more than 80 countries work passionately to deliver great customer experiences and high-quality services.

Read more at [www.dsv.com](http://www.dsv.com)

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