

# Honeywell

## KEY TRENDS SHAPING THE FUTURE OF LOGISTICS

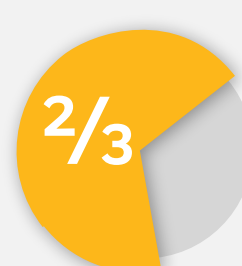


Overcoming Transportation & Logistic Hurdles in a New

# MULTI-CHANNEL WORLD

It's a new multi-channel world. And gaining visibility over the supply chains that span many countries while achieving profitability goals and satisfying the evolving needs of customers is an ongoing challenge for most transportation and logistics (T&L) companies. That much was clear in a recent research study by Peerless Media commissioned by Honeywell.

## TOP GOAL FOR T&L FIRMS: Reducing Operational Costs



Nearly two-thirds of global T&L firms say they need to wring costs from their operations.

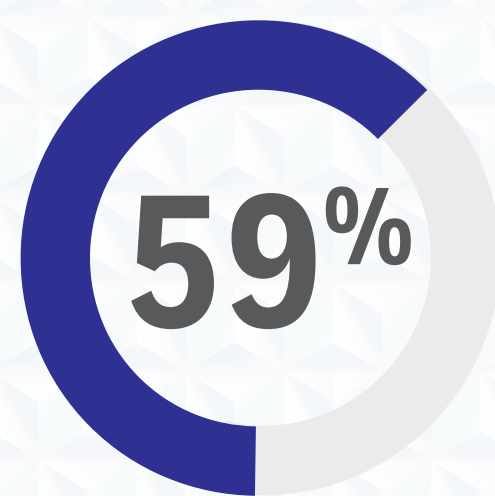


## BIGGEST BUSINESS CHALLENGES

- 64% Reducing Operational Costs
- 48% Increasing Process Efficiencies
- 37% Driving New Revenue Opportunities
- 36% Optimizing Resources
- 33% Meeting Varying Customer Demands

## HARD-TO-PLEASE CUSTOMERS

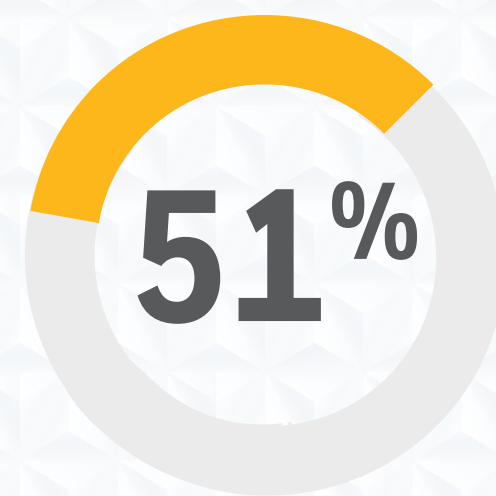
What do global T&L firms see as the biggest weight on their profitability this year?  
*Frankly, just pleasing the customer.*



Satisfying Customer Service Expectations



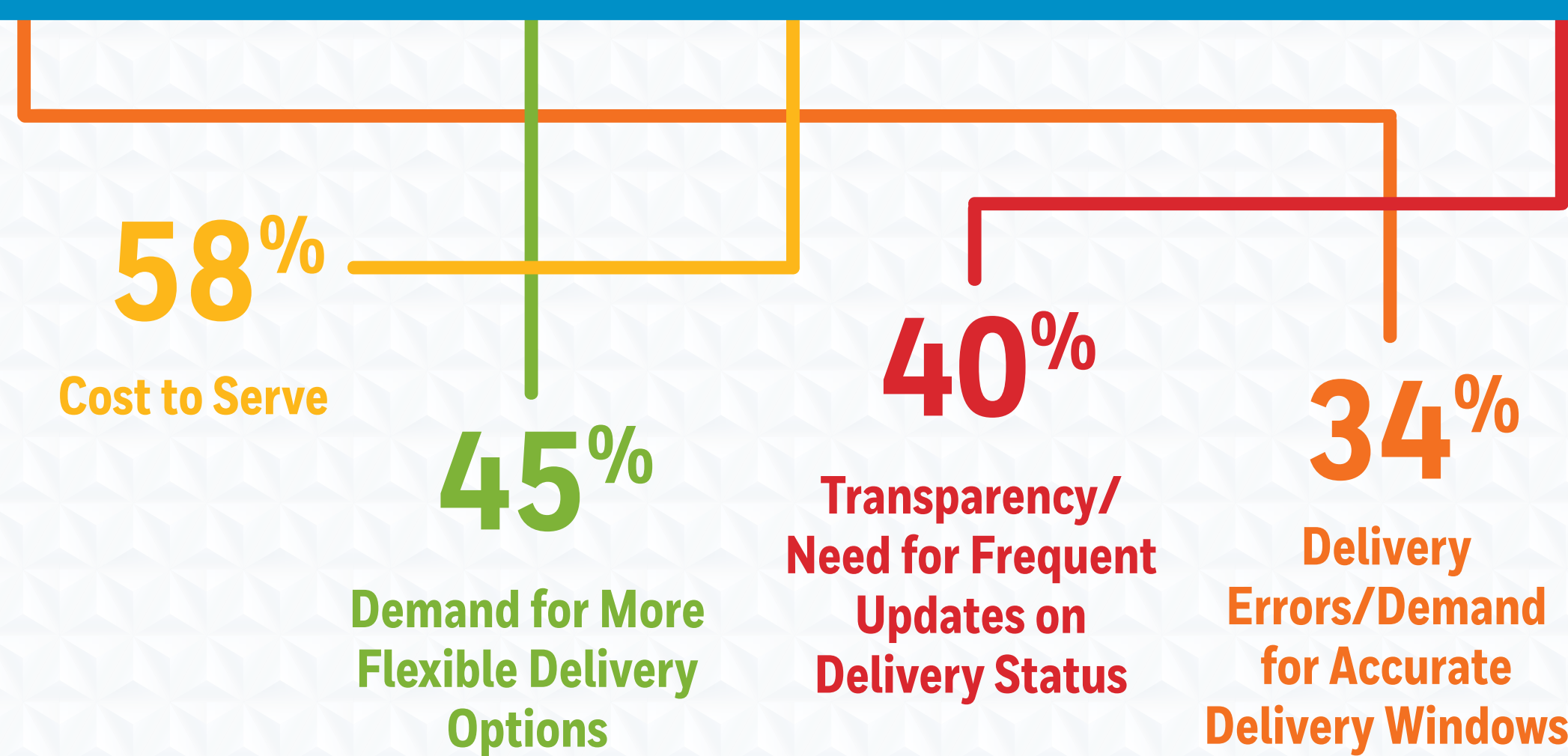
Increased Cost Pressure from Customers



Customer Demands for More Flexible Delivery Options

## WHAT'S CAUSING THE BIGGEST HEADACHES?

Customer demands are causing major fulfillment and delivery challenges.



## FAST REACTION TIMES

GLOBAL T&L FIRMS KNOW THEY NEED TO ADAPT QUICKLY TO MEET EVOLVING CUSTOMER NEEDS. HERE'S WHAT THEY PLAN TO DO:



Increase Operational Efficiencies



Improve Supply Chain Visibility



Automate Business Processes



Embrace Emerging Technologies such as IoT

Learn more about what global T&L firms see as their biggest business challenges, and how they plan to resolve them.



\* Study Methodology: In May 2016, Honeywell launched a global research initiative to better understand how logistics leaders are investing in and using new technologies including IoT and Big Data. Honeywell commissioned Peerless Media to conduct a survey on its behalf with more than 300 director-level and higher leaders from T&L firms around the world. The complete research brief showcasing the full breadth of findings can be found [here](#).