



SYMPHONY
Technology Orchestration
Ecosystem

SYMPHONY

COLLABORATION FOR THE INTEGRATION OF
LOGISTICS SERVICES

ORCHESTRATION NEEDED FOR NEW
TIMES OF UNCERTAINTY

PARTNERS :



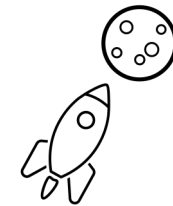
Centro de
Transporte
y Logística

MEMBERS :





OUR TEAM



Marco Mosca
CEO
Symphony

- Technological entrepreneur:
Founder BPO-Advisors
- Business director
- Former CIO Ministry of Economy
- Senior Operations Consultant
- Industrial Civil Engineer and MBA



Julio Villalobos
Partner director

- Director of the Center of
Transport and Logistics UNAB
- Former President Chiletransporte AG
- Former Deputy General Manager Lit Cargo
and TNT
- Commercial Engineer



Andrés Bronfman
Partner director

- Academic Director Center
Transport and Logistics UNAB
- Urban Logistics Coordinator
and Last-mile Operations Red
MIT-Scale
- Ph.D. in Engineering sciences,
academic and researcher
- Industrial Civil Engineer

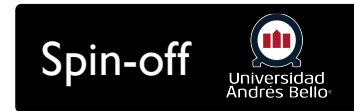
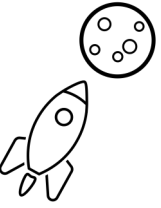


Luis Felipe Abarca
Director of Marketing

- Expert advisor in marketing,
B2B sales and communications
- Director of Marketing
and Communications
- Director of studies
- Journalist and MBA

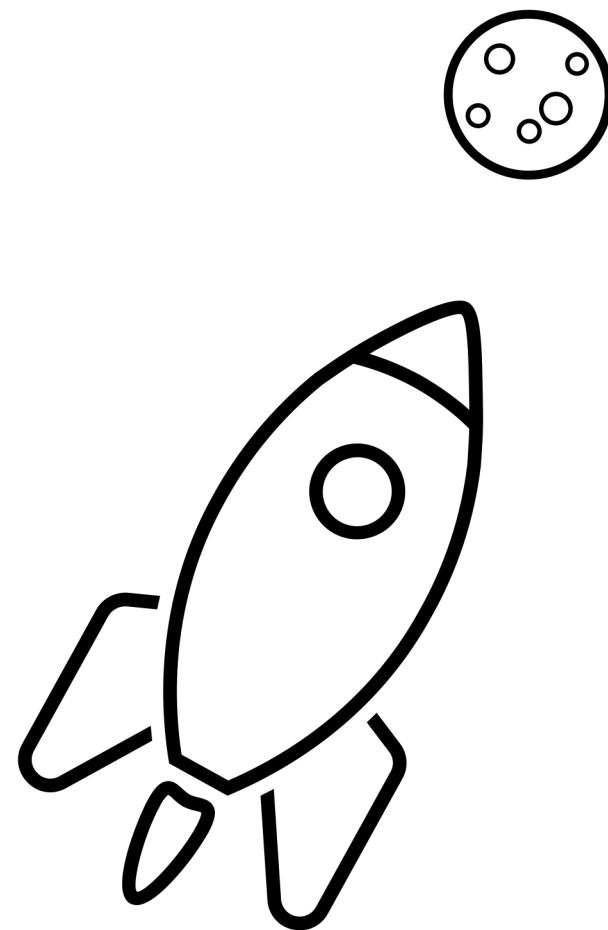


OUR HISTORY





OUR "MOON SHOT"

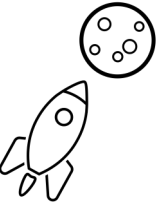




REALITY

VS

FUTURE

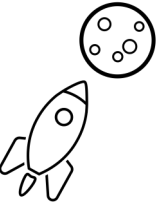


A WORLD WITHOUT COLLABORATION

A WORLD WITH COLLABORATION



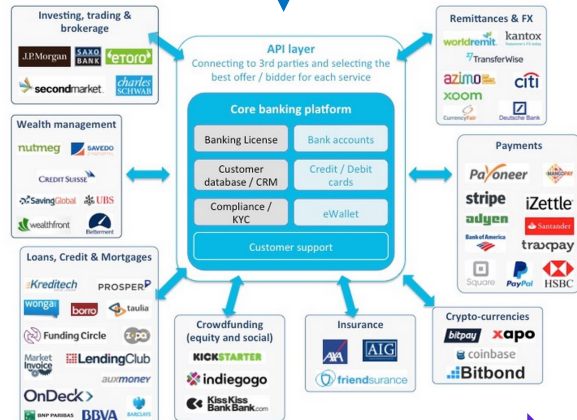
SYMPHONY



OUR "MOON SHOT"

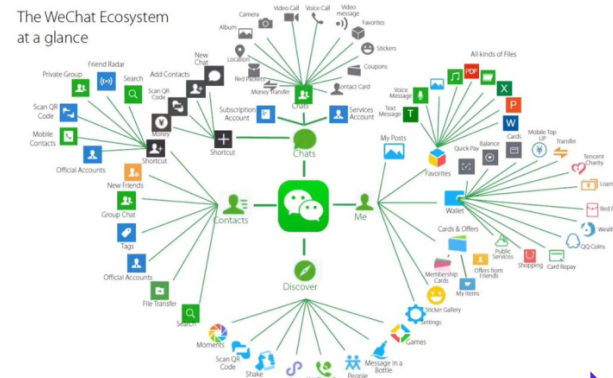
Territorial context: UNAB Transport and Logistics Center, 7 years of history
Context research / Urban logistics platform / Business logistics analysis

Open Logistics



Contents

Integrated Logistics Ecosystem



Seminar and Expo

"Logistics button" Regional Coverage

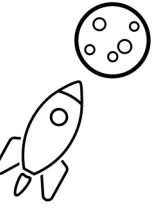


Apps

SYMPHONY



THE SYMPHONY WORLD

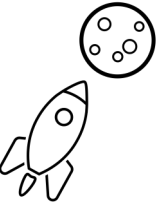


Collaboration to generate a Big Bang for Logistics Services





WHAT IS SYMPHONY



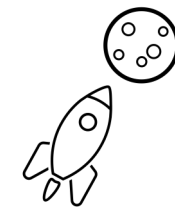
- **Access on demand to sell logistics services**
- **Access to logistics services to consume**
- **Collaboration ecosystem in a given territorial environment**
- **Solves integral problem of spot logistics, by connecting all operators in a network**
- **Allows business models with 100% flexible logistics services**
- **Logistics optimization in the urban ecosystem**
- **Document, payment and human resources management**



SYMPHONY

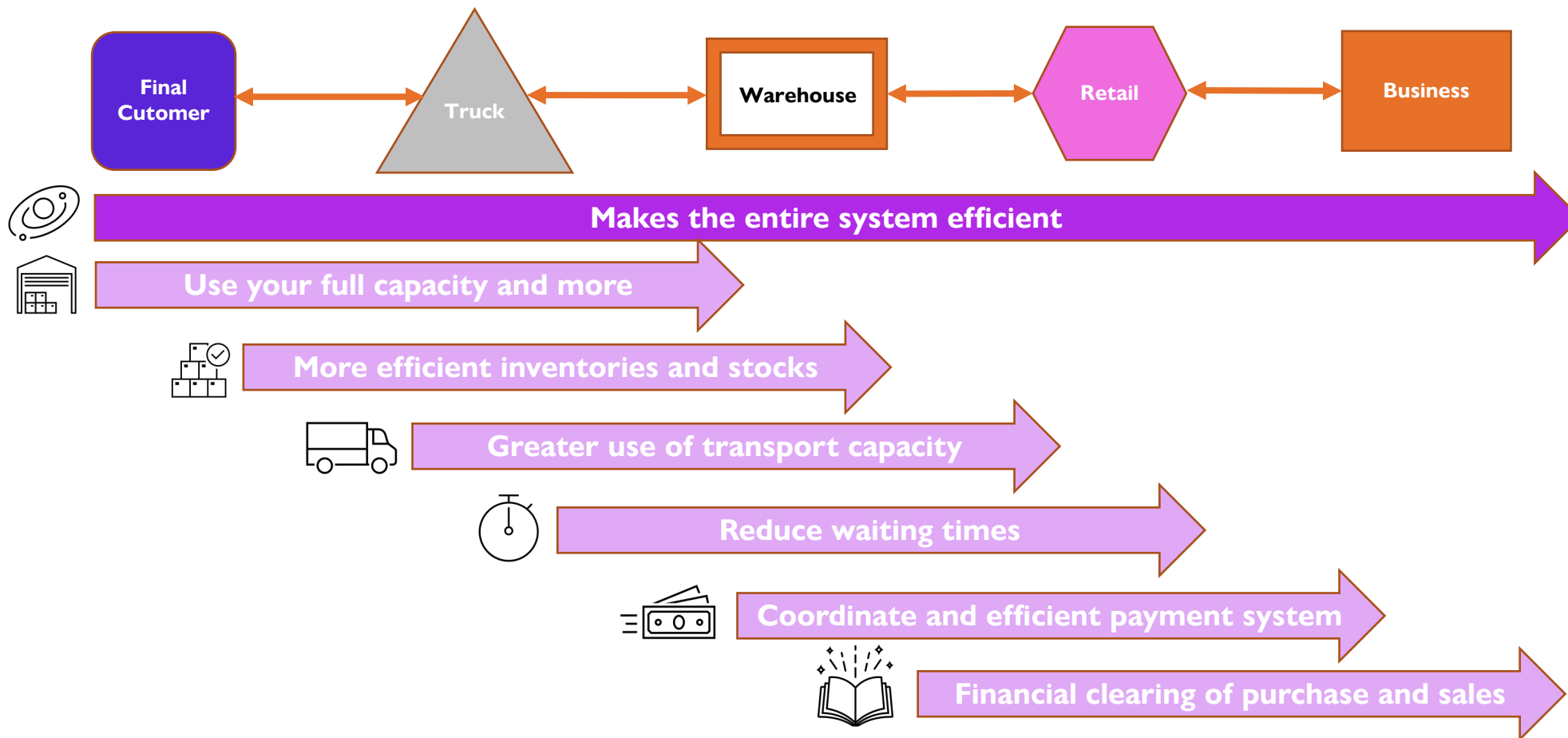


SYMPHONY



MAIN BENEFITS

Symphony Collaborative Economy Ecosystem

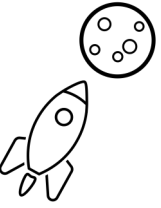


SYMPHONY



SYMPHONY

OUR GOAL



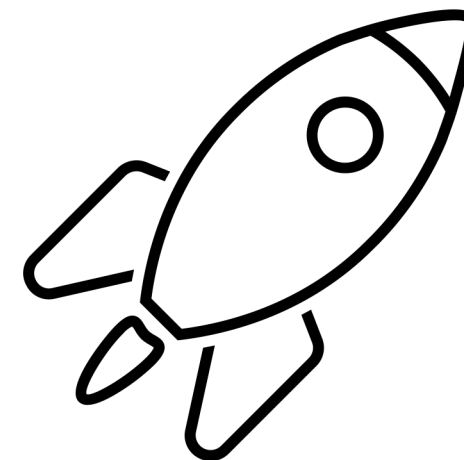
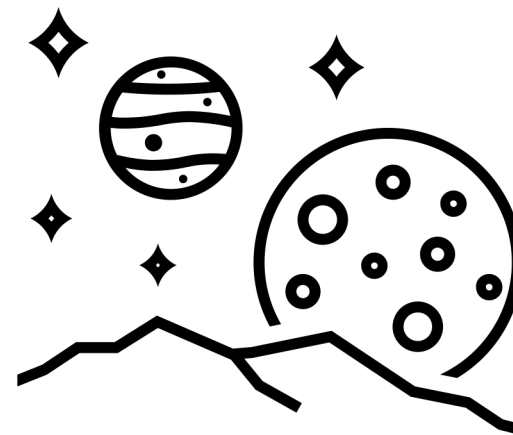
operating in

365

days.



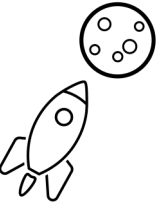
HOW TO GET ON THE SHIP



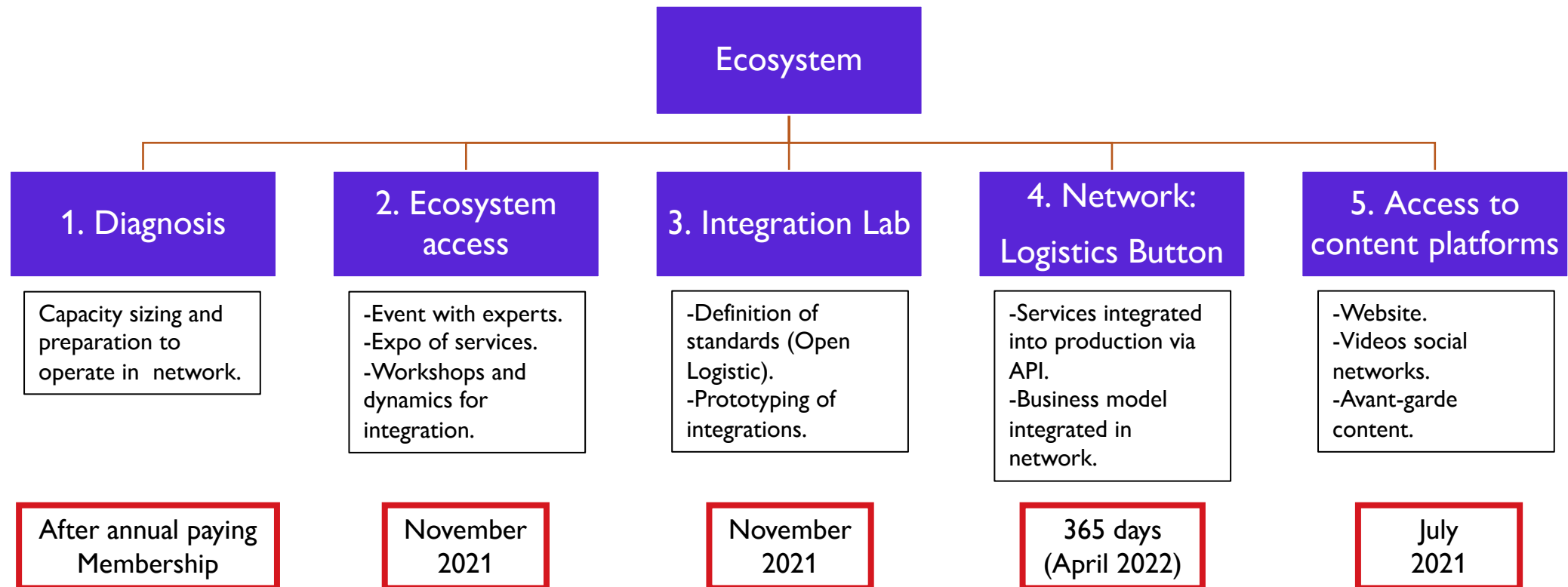


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VALUE PROPOSAL



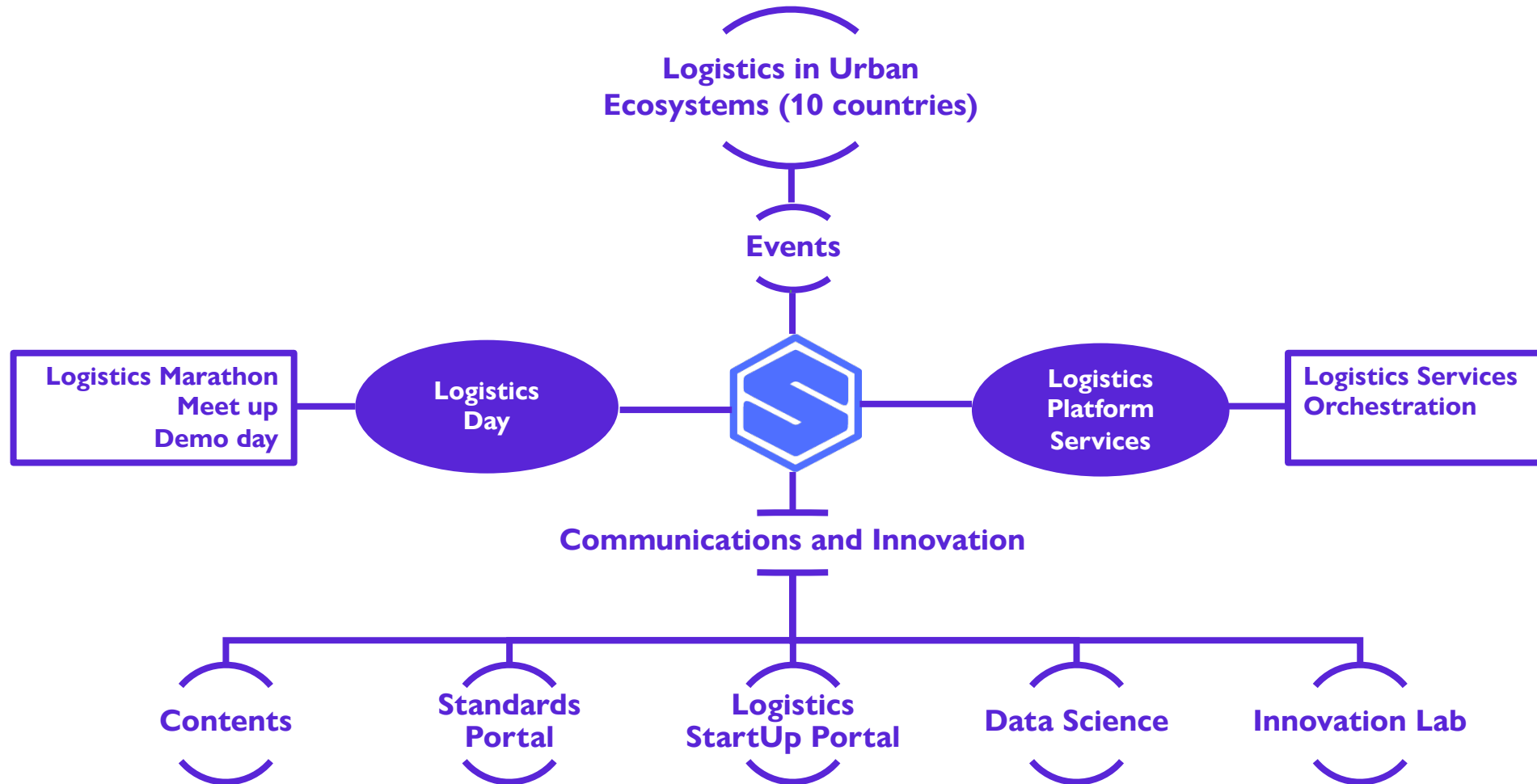
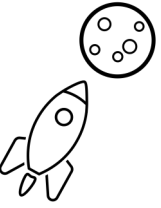
What do I access by participating in Symphony:





SYMPHONY

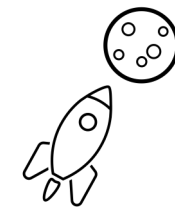
VALUE PROPOSAL





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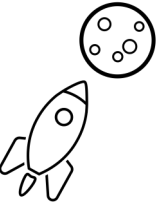
MEMBERSHIP SCOPE



Membership scope	Covered in membership	Requires additional resources
1. Initial integration diagnosis	✓	-
2. Access to ecosystem	✓	-
3. Integration Laboratory	Definition of standards (Open Logistic)	Service integration prototyping
4. Integrated marketplace and ecosystem network	✓	-
5. Access and presence on content platforms	✓	-



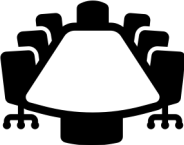











SYMPHONY



ANNUAL MEMBERSHIP TYPES

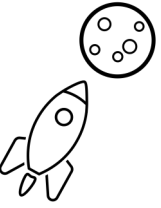
Annual membership by type of institution:

-  Startups: 100 UF
+ 
-  Big companies: 1.000 UF
+ 
-  International institutions: 3.000 UF
+ 
-  SMBs: 200 UF
+ 
-  Local governments: 500 UF
+ 
-  Universities: 750 UF
+ 



SYMPHONY

WHO WE ARE AND OUR NETWORK



Symphony:

It is a spin-off of the Andrés Bello University, which creates a unique logistics orchestration ecosystem of its kind, created to:

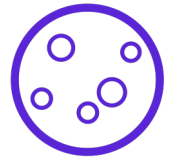
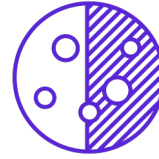
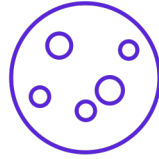
- Convene market players and achieve effective collaboration based on shared standards that make them integrate services and technology in order to add value to production chains.
- Contribute to the generation of public policies with country impact, which respond to the new disruptive scenarios that have emerged.

Network:



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THANKS!

