20 MOST GSL INNOVATIVE COMPANIES OF THE YEAR 2020

Exelot

Cross Border Logistics Simplified

Cohen Daniel
CEO

B2B2C models are widely misunderstood and categorized incorrectly. But when you delve deep, you will see the level of intricacy and complexity it needs to carve out a special market, serve their unmet needs and thereby establish yourself as the clear market leader.

Thankfully, Israel based logistics company has not only managed to find their target market but also leverage technology to establish a clear go-to solution that can take care of cross border logistics.

Currently headquartered at the Ben-Gurion Airport, Israel, Exelot serves as a cross-border e-commerce multi-vendor shipping, fulfilment & delivery platform. This platform enables e-retailers, marketplaces, and logistics integrators to ship, fulfill & deliver e-commerce goods smoothly and efficiently to buyers globally, at extremely attractive rates.

Starting off as a cloud-based platform which connects logistic companies to e-commerce marketplaces and e-retailers, they have started a phenomenon in contactless sales without massive interruptions. Led by Daniel Cohen, the company has carved a unique niche driven offering and scaled it by supporting it with a technological platform that meets the needs of a rapidly growing and equally fast- moving world.

Cohen says, “Our system handles packages right after an order is made by the end user. From the point of the seller's warehouse, the system manages and tracks each step of the package's logistics chain. For sorting according to the shipping method, destination country, and suitable means of distribution (such as, shipping from door to door, or to distribution centers, or automated pickup locations), while also using the package value for customs declarations such as VAT payments, adjusting the shipment in that regard to each destination country and relevant data format.”

Logistical challenges pose the greatest challenge in the growth of ecommerce markets. With rising need for customization and convenience, patience levels have dwindled. This causes high demand for the need

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for speed. Consequently, consumers continue to express high dissatisfaction rates with postal services failing to adapt, and high express service prices. Exelot answers suppliers' need to accelerate shipping and delivery to international markets and grow volumes, by providing a cutting-edge optimization platform. “Exelot platform enables a quick, reliable service and reduced delivery costs,” says Exelot co-founder and Chief Technology Officer, Izack Varsanno.

A large portion of the sheer volume and complexity of their task is about the groundbreaking technology. What stood out to us is their e-Commerce Logistics Comparison Engine. It compares various alternatives of shipping e-commerce goods with multiple suppliers: from shipping options, the VATs and custom taxes as well as the final mile delivery vendors in the destination country. Cohen calls it the Expedia for e-commerce logistics where the seller or the logistics company that serves the seller can choose amongst many options the most appropriate alternative and best rate. Varsanno adds, “It is highly unique and does not exist in the e-commerce logistics industry and might assist sellers and logistics providers all over.”

The biggest validation of their deep rooted understanding of the ecommerce market and the massiveness of their pain points can be gauged by

About Exelot

Exelot™ makes e-commerce cross-border logistic chain smooth and affordable. Exelot brings global marketplaces, e-retailers and logistics platforms a new standard for cross-border shipping and delivery.

Exelot is an ecommerce logistics provider with innovative technological solutions to support your online sales. We have developed an industry-pioneering digital platform for shipping products to foreign markets. Our advanced digital solution offers a complete package for handling e-commerce shipments. All steps of the international logistics chain are covered, including support for shipping via land, air, and sea. This system also analyzes the data of every package to select the most efficient shipping process for shorter delivery times and lower costs. Our goal is to eliminate the challenges of traditional logistics solutions to increase customer satisfaction and give sellers a more affordable way to handle shipping and grow sales.

their consistent drastic growth. Exelot platform serves e-commerce shops and shippers from China, Hong Kong, Europe and USA to Israel and to other countries.

Exelot plans to expand into 25 countries by 2022, managing tens of millions of deliveries yearly, and becoming a global leading platform for cross-border e- commerce B2B2C logistics.

Logistics is a complicated niche. From the rules and regulations to the finance aspect as well as the geographic challenges and more, the equation contains so many unique parameters that we are in no way entering a zone of simplification. What Exelot has intelligently put together are sophisticated algorithms that covers the end to end management and landscape analysis of the logistics companies. This algorithms does not just offer you a solution; it calculates the multiple variables of the logistic chain – capacity, capabilities and price factors (to name a few) and therefore lead you to a solution that caters to the amount of efficiency and management that you are looking for.

If this is not called effectively scaling, niching down and expanding your business in a critical B2B2C space, then we don't know what is! GSL

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