

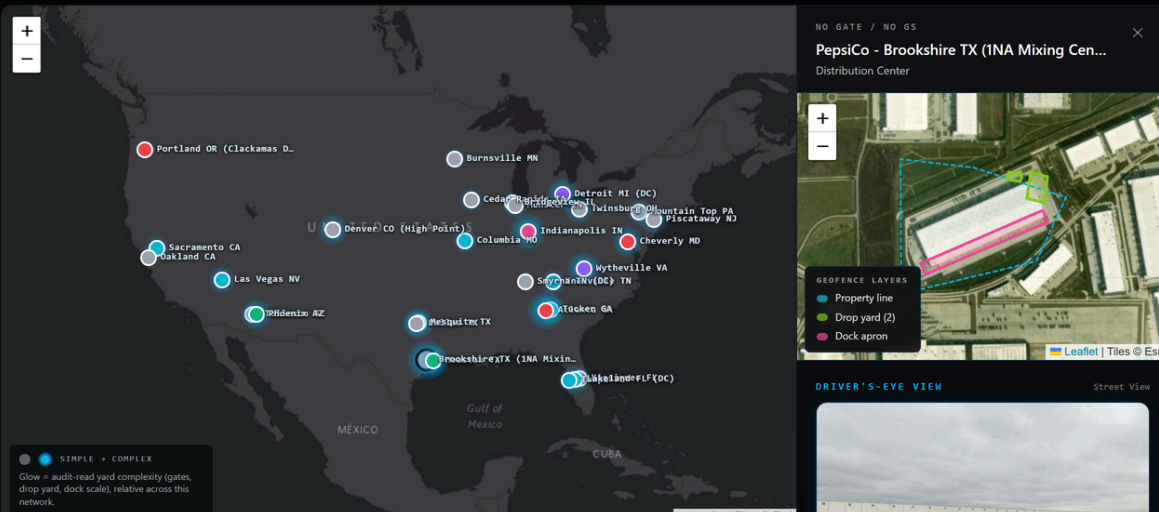
PREPARED FOR PEPSICO · 30 FLAGSHIP US SITES, MAPPED FROM SATELLITE

You automated the road. The yards are the half that is left.

Every mile Gatik automates still ends at a gate, a yard, and a dock. A driverless truck cannot show a clipboard at the gate. YardFlow is the Yard Network System that makes every yard able to receive one. Proven at Primo. Modeled at \$878.5M a year across your network.

We audited every yard in PepsiCo's network, from satellite.

Click any site for its gate, docks, and drop yards. No badge, no NDA, just what a driver sees.



THE PROBLEM

Your TMS runs the road. Your WMS runs the building. Nothing runs the yards.

Walk any two of your sites and you hear the same line: our yard is different. It is not. Same trucks, same trailers, same moves. What differs is the workaround each site improvised, hardened into a process nobody chose. Across the 30 flagship sites we mapped, 1,145 dock doors and almost 3,000 trailer positions still run on guard shacks, radios, and clipboards. Legacy YMS only ever reached your biggest plants. The rest run on a guess.

flowGATE

Cameras read the truck and chassis at the gate and update the operator console on their own. EZ-Pass at the gate, no human in the loop.

flowDRIVER

The driver journey, standardized at every plant. No paper, no radio, no app to install. The driver stays in the cab.

Operator console

Every trailer on one live map. Air-traffic control for the yard. The modern YMS the gate and the driver journey both feed.

One standard, every site

The same three jobs, run the same way across the network: check the driver in, place the trailer, turn the load.

WHY NOW

Autonomy meets the yard.

You signed Gatik to scale driverless freight across North America and found 20 percent more throughput with the Siemens twin by uncovering hidden capacity. A driverless truck cannot show a printed BOL or radio for a door. Fix the yards and the capacity you could not see starts to surface, which is more loads out the same doors. The road is solved. The yards are the unfinished half.

No company had ever put its whole yard network on one system. Primo just did.

Primo started with the lightest touch: the driver journey. Text the truck instead of checking it in. Paper out of the gate. No more driver-to-dock-office handoff. Across the 24 sites where it went live, those yards shipped about 5% more volume than the sites without it, on the same dock-office headcount. That alone is why Primo committed all ~260 sites to the full Yard Network System, the first national shipper to standardize every yard on one protocol. The YMS is rolling now, live at 10 plants, every production site by the end of Q3.

48 → 24

drop-and-hook turn time, cut in half
(measured at Primo)

+5%

volume capacity unlocked per
location, headcount neutral

~260

sites committed to one protocol, a
national first

"Your software enabled us to take on additional volume while remaining headcount neutral in the dock office. That was an integral part of our strategy, and it has been proven."

Mike Schadder, Business Solutions Manager, Inventory to Deliver, Primo Brands

The 5% came from the lightest touch, the driver-journey layer, before the YMS rollout. The rest is still ahead. PepsiCo already runs driverless trucks on public roads. The yards are the unfinished half of that story.

SIZED CONSERVATIVELY, ON PURPOSE

Using actual results from Primo, we modeled the PepsiCo prize.

Primo measured the full gain. We booked only a fraction of it, at a conservative per-load margin, and counted nothing for the sites that do not yet run drop yards. The headline number is the floor, not the ceiling. Every figure is the YardFlow ROI engine output, the same one /demo/pepsico renders, not a slide number.

MODELED ANNUAL VALUE

\$878.5M/yr

PER SITE

\$1.8M/yr

added contribution margin per site

PAYBACK

3.5 mo

before the rollout even completes

Value of increased capacity, reduced detention, spot-market avoidance, and eliminated paper expense.

Detention alone starts at hour two and runs \$50 to \$100 an hour, and carriers now pick their shippers. No change to headcount. Set your real volumes and margins in the live calculator and the number becomes yours.

30 FLAGSHIP SITES, MAPPED FROM SATELLITE

This is PepsiCo's own audit, not a generic benchmark.

We mapped 30 flagship US sites from satellite and Street View: 1,145 dock doors, almost 3,000 trailer positions, 990 acres. Here is what the handoffs cost today, and where the standard lands first.

24
of 30

already run drop yards, where the 48→24 minute drop-and-hook win lands hardest

16
of 30

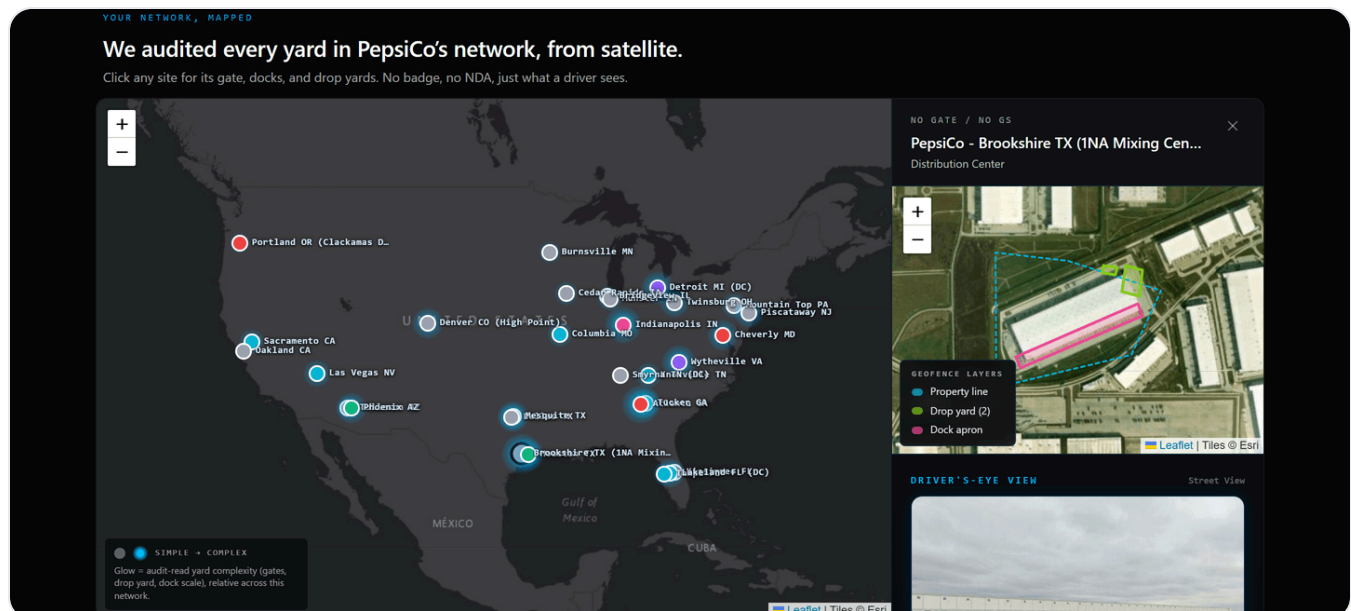
gated with a guard or booth, where flowGATE automates the check-in step

26
of 30

have long entry drives where queues build, fixed by pre-arrival check-in

1,145
doors

dock doors audited across the 30 flagship sites, still run on clipboards



We are not asking for a pilot. We are asking for a conversation.

A 30-minute call, direct with Casey. We show you what we found on your network, you tell us straight where it fits. If the call goes well, we start at the Gatorade plant in Wytheville, VA: 75 dock doors and 180 trailer positions on 139 acres behind a single guarded gate. First impact lands in 60 days, on the metric that hurts: trucks through the gate and onto a door. If the call does not land, you keep the analysis.

- **Week 0.** Network audit from satellite. No IT lift.
- **Weeks 1-2.** One plant live. One TMS read, one WMS write.
- **Day 60.** First measured turn-time win, on your dock.
- **Then.** Standardize across the network, on proven economics.

Book the 30-minute audit

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