

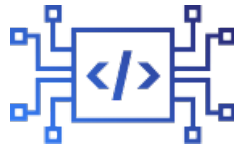
“Quasar and SensorUp provide visibility and automated workflows for every step in the chain. As a result, shippers can optimize their supply chain from origin to destination.”

Corrie Banks, Director of Logistics, Cando Rail Services



Lightning fast processing

Data can be immediately integrated and enriched to provide value.



AI-ready data

Data is meta-tagged so it's ready for modeling and analyses as soon as it arrives.



Major strategic advantage

In an industry that still relies on legacy infrastructure, a common operating platform across the supply chain is transformational.



About Cando Rail Services

Cando helps customers optimize their bulk material supply chains, connecting industry with Class 1 railways. The company has close working relationships with Class 1 railways, earning their confidence to operate on their main tracks, with running rights at a variety of locations.

Cando recently announced the launch of its new platform Quasar built to help track, visualize and optimize supply chains in real time. SensorUp technology was leveraged directly for Quasar's Explorer product and to synchronize the disparate data necessary for Quasar's additional product offerings.

“Making decisions in the moment is crucial. But finding a vendor that could provide this real-time result was difficult,” says Corrie Banks. “We needed a single platform that could pull all of the sensor data together so that the logistics of the supply chain could be easily managed.”

The challenge

A rail supply chain is a high-velocity, complicated, and intricate operation with many different partners required to get a railcar from point A to point B. Traditional insight was limited to when a train leaves and when it arrives.

This lack of visibility into their supply chain means that customers spend significant amounts of time tracking railcars as well as identifying network challenges. Making sense of this fragmented view without Quasar Explorer requires a lot of manual effort. Current technology does not support a real-time experience where shippers can make decisions in the moment.

In their search for a [digital technology partner](#), Cando looked for an end solution that would bring all sensor data into one place. The processes had to be automated, digitized and provide real-time visibility, while providing integration, analytics and predictive analyses on all of the data generated by the various applications and sensors used in the supply chain.

The solution

Cando believed there was a better way to manage the supply chain. Quasar with SensorUp enabled customers to gain visibility, discover network patterns, measure performance and begin to optimize the overall supply chain.

Cando selected SensorUp to enable its Quasar Explorer application because of SensorUp's expertise in IoT technology, the cloud and movement data, a combination of skills and experience that was difficult for other vendors to match.

SensorUp provided a range of capabilities that Cando couldn't find with any other vendor. Speed of processing was paramount, but Cando was also impressed with how SensorUp integrates, cleans and aggregates the location sensor data, delivering meta-tagged data that is AI-ready. For Cando, this was a major win. Today the processes and hundreds of hours that went into gathering and massaging data are automated and done in real time. With a singular view of the entire supply chain, Cando's customers can use fresh data to make predictions and decisions in the moment.

The insights generated from this data allow Cando's customers to identify issues that are happening in the network—as they happen—so they can easily identify opportunities to optimize and improve the supply chain.

“We have a true partnership with SensorUp. The team went above and beyond our expectations,” says Corrie Banks. “They are incredibly intelligent and professional, and it’s clear they are committed to delivering the very best result.”