



9 April 2024

HPCLC Pharma Security Panel

Conor Conlon
Sr. Director, Account Management



Real-time Logistics Visibility & Risk-Management For Supply Chains

Our Vision:

To empower our customers to have world-leading supply chains.

Our Mission:

Enhance visibility, security, safety, and integrity by transforming data into actionable outcomes.



Overhaul's Solution Suite

 **VISIBILITY**

Revolutionize your supply chain with the only data-agnostic visibility and security solution.

- ✓ Real-time Multi-modal Transportation
- ✓ Product-Level Visibility
- ✓ Moving & Fixed Asset
- ✓ Yard Visibility
- ✓ Fleet Management

 **RISK**

Stay on the right side of standards and regulations with our unified compliance dashboard, performance monitoring and checklists.

- ✓ 24/7/365 Risk Monitoring
- ✓ High-value, Time & Temperature Sensitive Solutions
- ✓ Safety and Driver Behavior Management
- ✓ Real-time Intelligence
- ✓ In-transit Theft Prevention & Recovery

 **COMPLIANCE**

Go beyond assurances, make guarantees. Anticipate, mitigate and transfer levels of risk in real time.

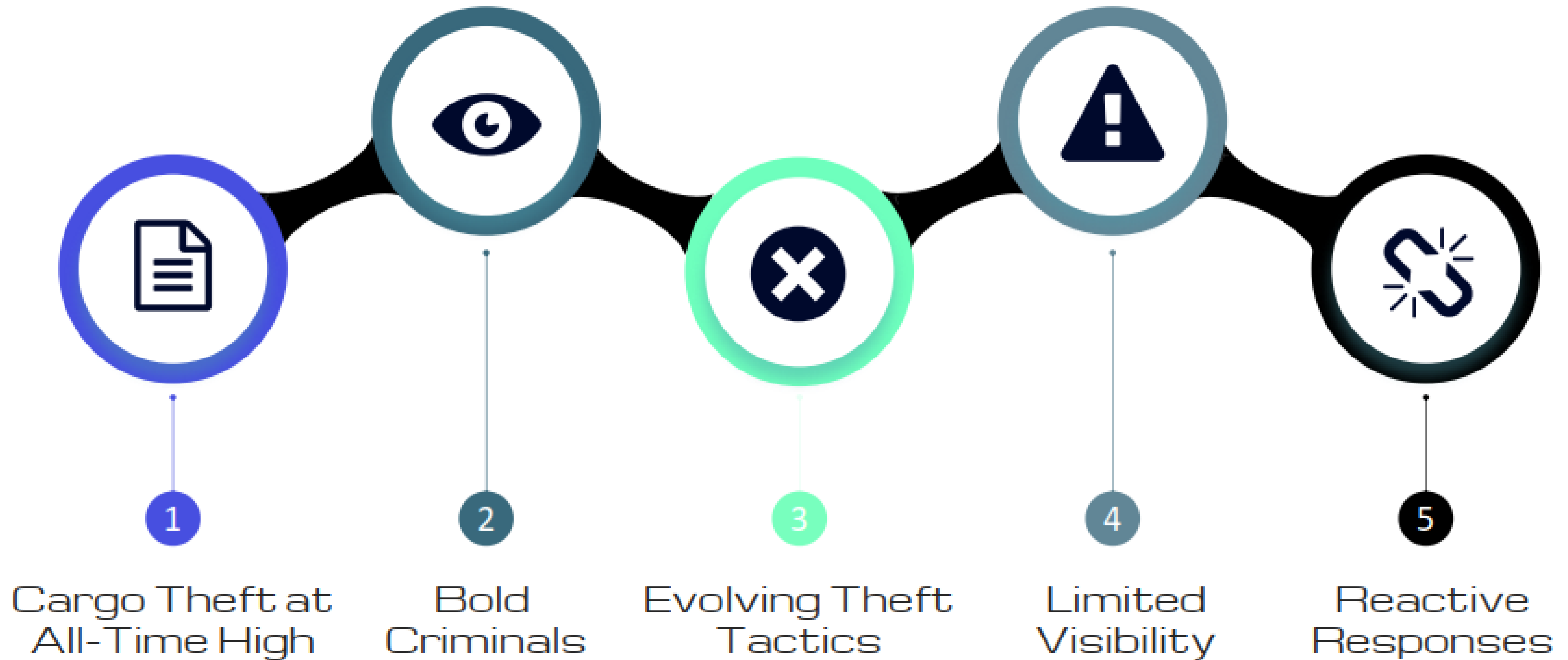
- ✓ Logistics Service Providers/Carrier Performance
- ✓ IOT Management & Fulfillment
- ✓ Product Quality & Integrity

 **INSURANCE**

Give your insurers confidence. Use real-time operational and behavioral data to reduce insurance costs and provide broader coverage.

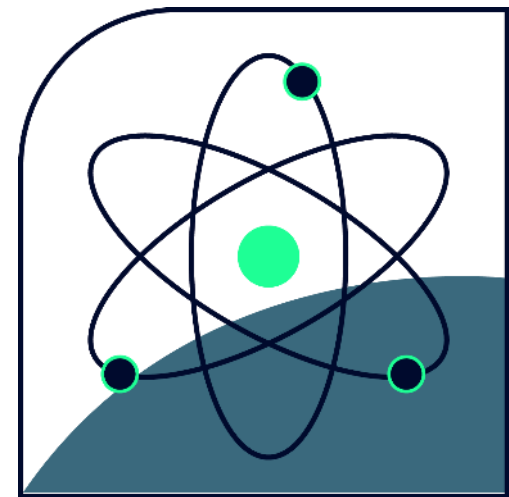
- ✓ Commercial Auto
- ✓ Physical Damage
- ✓ Cargo Insurance

In-Transit Security Challenges



How we solve these challenges

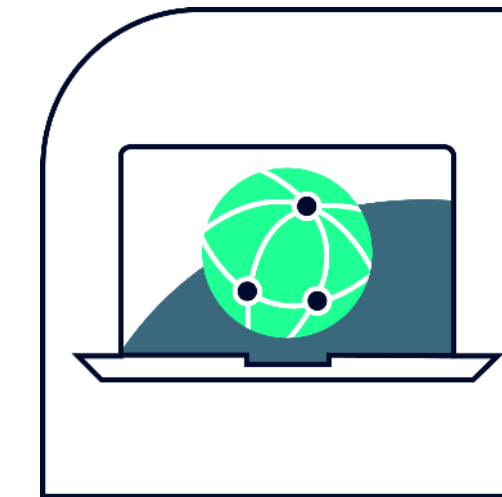
Dynamic tech-driven compliance, theft prevention and recovery



Real time cargo tracking & monitoring with IoT Devices



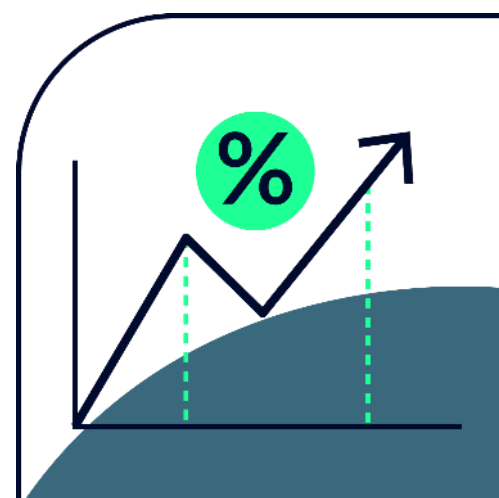
Configurable AI-driven Workflows automatically identify and prioritize non-compliance events



Single unified view for comprehensive visibility



Time & Temperature Sensitive shipment management



Carrier security compliance reporting



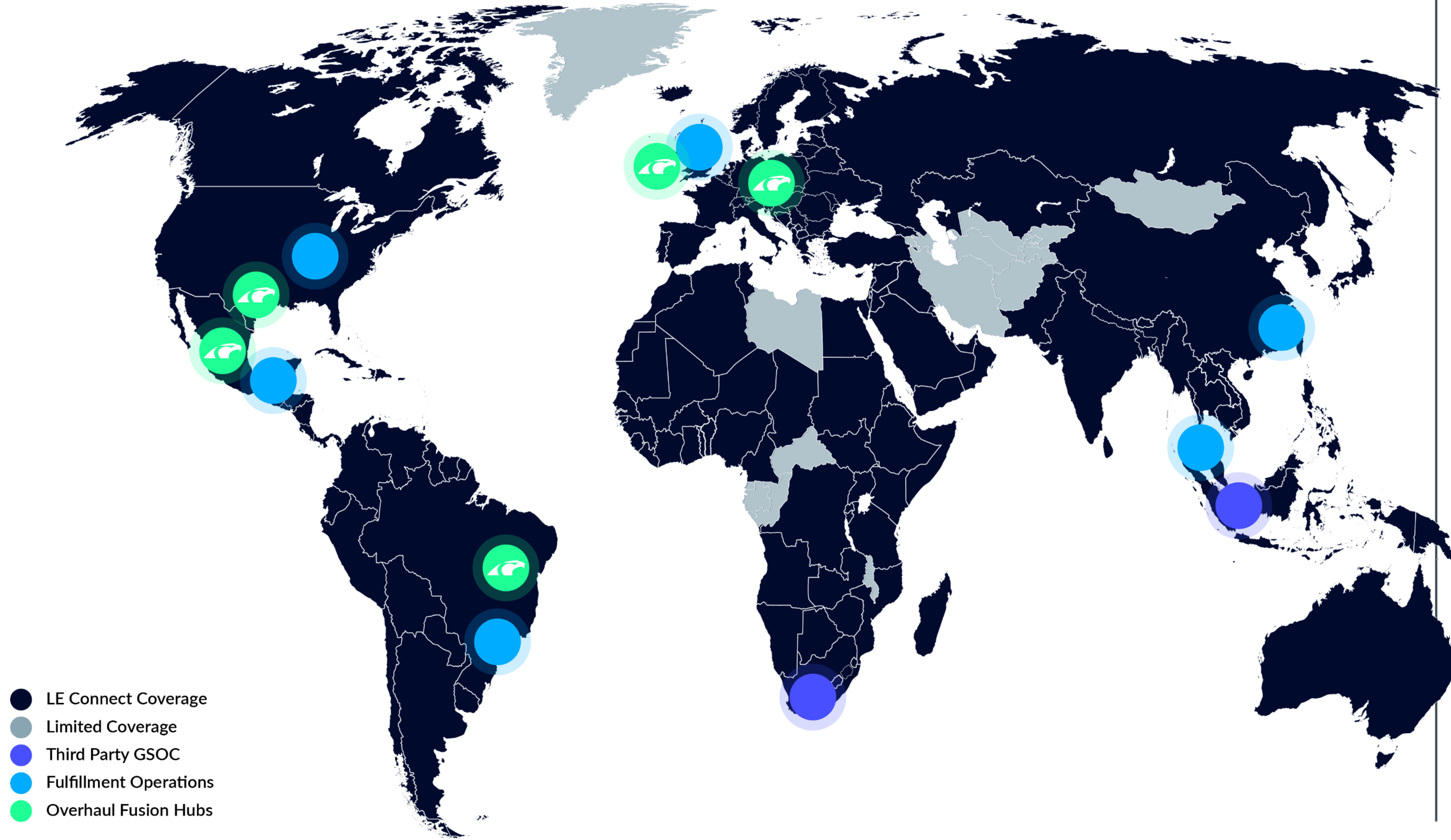
24x7 monitoring and response with Law Enforcement Engagement





Overhaul's Law Enforcement Connect Global Reach

GLOBAL COVERAGE



LE Connect provides Law Enforcement with an instant sharable link to all shipment data, including:



Route & Location
(of all available connected devices)



Deviation Occurrence



Truck and Trailer Information
(including pictures)



Deviation Occurrence



Driver Information

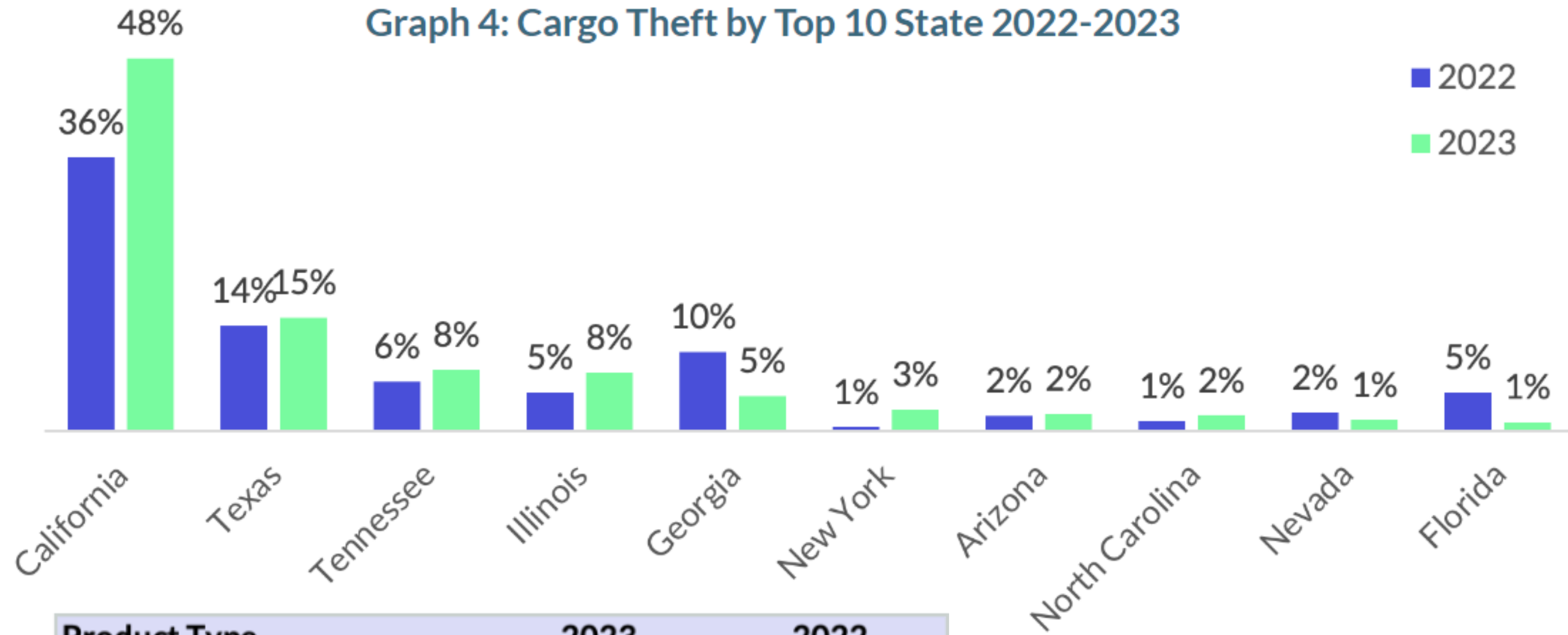


Historical Shipment Information up to Point of Theft



USA Theft Data Overview

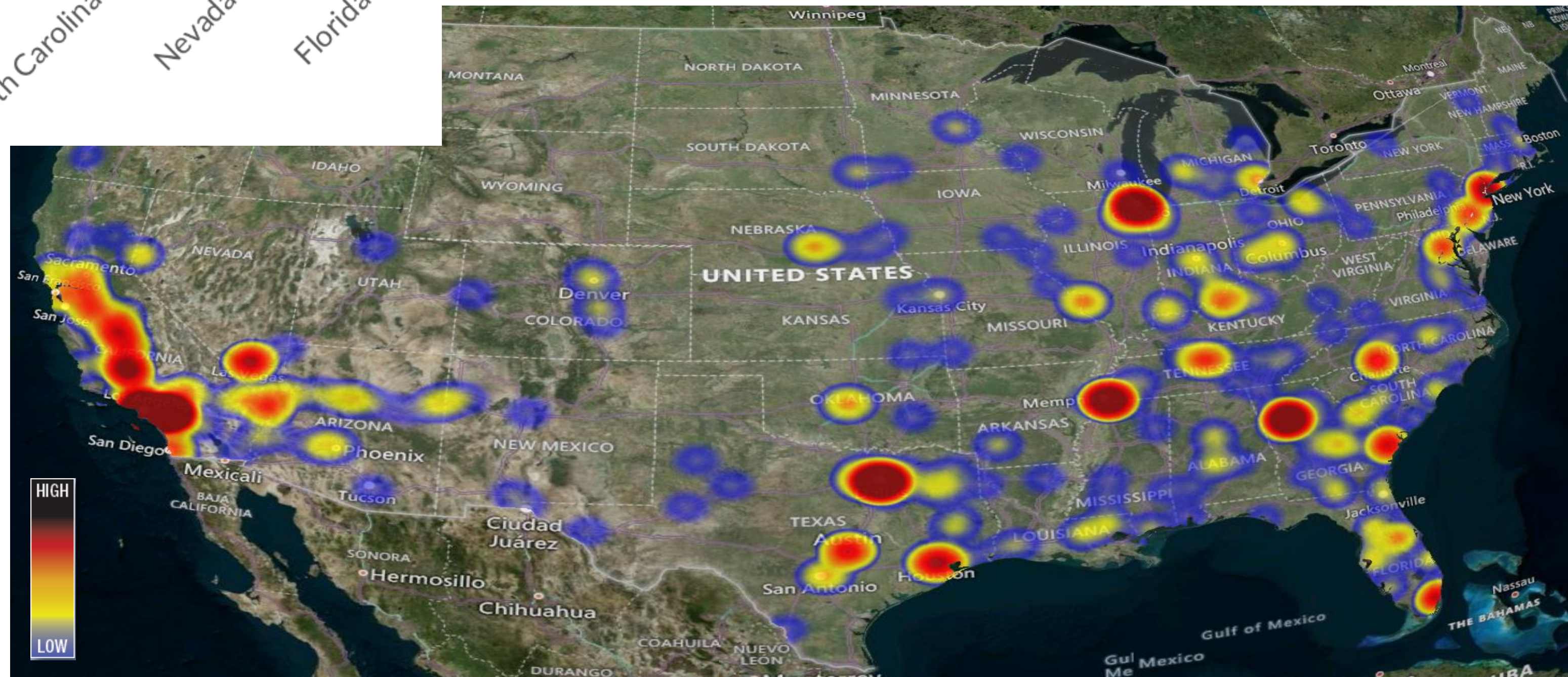
Graph 4: Cargo Theft by Top 10 State 2022-2023



9% increase in cargo theft 2022 vs. 2023

67% increase in value of stolen goods 2022 vs. 2023

Product Type	2023	2022
Alcohol	\$ 16,219	\$ 31,184
Auto & Parts	\$ 148,111	\$ 143,204
Building & Industrial	\$ 113,971	\$ 120,025
Cash In Transit	\$ 500,000	\$ 646,000
Clothing & Shoes	\$ 1,638,850	\$ 350,706
Electronics	\$ 546,045	\$ 651,549
Food & Drinks	\$ 192,041	\$ 140,253
Home & Garden	\$ 295,929	\$ 103,200
Metals	\$ 772,912	\$ 134,857
Miscellaneous	\$ 2,550,277	\$ 129,472
Personal Care	\$ 580,824	\$ 304,111
Pharmaceuticals	\$ 129,893	
Tobacco		\$ 142,258
All Product Types	\$ 586,917	\$ 351,556



Emerging and Increasing M.O.'s

What M.O.'s are we seeing emerge or increase in real time?

Where are they happening?

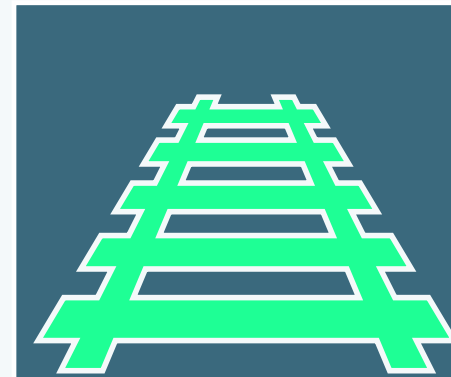
Who is perpetrating them?

How are they evading capture?

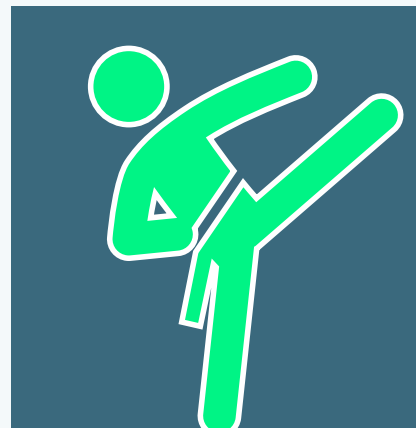
FRAUDULENT THEFTS



RAIL THEFT



LARGE SCALE
PILFERAGE



VIOLENCE & DRIVER
CONFRONTATION

Active Cargo Theft Crews



Large Scale Pilferage Crews

Multiple crews, organized around pilferage

- Two main M.O.'s
 - Follow from origin
 - Identify at origin, call ahead to accomplices
- At least one crew has resorted to hijacking if target is not left unattended
- Strike across I-10 and I-40 in AZ



Local Pilferage Crews

Local criminals who have discovered that there is easy money to be made in container and trailer pilferage

- Unconcerned with introducing violence into cargo theft
- Target rail yards and DCs of known desirable merchandise
- Prevalent in areas of intermodal density
 - Atlanta
 - Chicago
 - Detroit
 - Los Angeles
 - Memphis



Theft by Fraud

SoCal originated strategic theft crews, already involved in logistics industry, practice a variety of fraudulent theft methods.

- Major bust in CA in May 2023 – did not slow activity
- Strategic thefts, quickly evolving methods and geographic area
- Prolific in information sharing
- Members and tactics have spread
 - Georgia
 - Illinois
 - Indiana
 - Kentucky
 - NJ/NY/PA
 - Texas





Altered BOLs

Between origin and destination, the BOL is altered to reflect new trailer and seal information as well as updated cargo counts. The altered BOLs are presented to receiving facilities showing that the remaining cargo is the full load.

Forged receiver stamps are applied to original BOLs to send back to shipper as proof of delivery to delay investigation as well as obtain payment for the trip.

Altered BOL scan from Destination →

← Original BOL scan from Origin 13

Date: 12/05/2023 **BILL OF LADING** Page 1 / 1

Bill of Lading Number: 40299

CARRIER: [Redacted]

Trailer Seal n: [Redacted]

Load number: 13

SCAC: HJBT Shipment no: 6000180737

Conv. #:

PRO number: 22R6169

SPECIAL INSTRUCTIONS: Best Buy Delivery Dates: 11/29/2023 - 12/04/2023

Freight Charge Terms: (freight charges are prepaid unless marked otherwise)

Prepaid Collect 3rd Party

Master Bill of Lading: with attached underlying Bills of Lading

PO NUMBER	# PKGS	WEIGHT	Pallet/Slip	ADDITIONAL SHIPPER INFO
TWTWGN	2058	20876 LBS	Y	DN: 3766726690 ORD: FBT25040727164116 PC Dates: 11/29/2023 - 12/04/2023

GRAND TOTAL: 2,058 20,876 LBS

HANDLING UNIT	PACKAGE	COMMODITY DESCRIPTION	LTL
QTY	TYPE	WEIGHT	H.M. (X)
49	PALLET	2058 CARTON	20876 LBS

UN3481, Lithium ion batteries contained in equipment

Lithium ion batteries packed in compliance with Section II Pl 907. Must be handled with care. Flammability hazard exists if package is damaged. For Emergency Response, contact Chemtrec 1-800-424-9300, International 1-703-527-3887. Not Regulated by the USDOT per 173.185 (c).

GRAND TOTAL: 49 2058 20876

Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows:
*The agreed or declared value of the property is specifically stated by the shipper to be not exceeding _____ per _____.

COD Amount: \$ _____

Fee Terms: Collect: Prepaid:

Customer check acceptable:

NOTE: Liability Limitation for loss or damage in this shipment may be applicable. See 49 U.S.C. - 14706(c)(1)(A) and (B). The carrier shall not make delivery of this shipment without payment of freight and all other lawful charges.

SHIPPER SIGNATURE / DATE: [Signature] 12/4/23

Trailer Loaded By Shipper By Driver

Freight Counted By Shipper By Driver / pallets said to contain By Driver / Pieces

CARRIER SIGNATURE / PICKUP DATE: [Signature] 12-4-23

Date: 12/05/2023 **BILL OF LADING** Page 1 / 1

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CARRIER: [Redacted]

Trailer Seal n: [Redacted]

Load number: 13

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86987470

PO NUMBER	# PKGS	WEIGHT	Pallet/Slip	ADDITIONAL SHIPPER INFO
TWTWGN	42	432 LBS	Y	DN: 3766726690 ORD: FBT2504072716436950-1-184 PC Dates: 11/29/2023 - 12/04/2023

GRAND TOTAL: 42 432 LBS

Damaged: 0 Refused: 0

Total Ctns: 42 Emp: [Signature]

Total Pallets Received: 1

Shrink Wrap Color: Clear

GRAND TOTAL: 42 432 LBS

HANDLING UNIT	PACKAGE	COMMODITY DESCRIPTION	LTL ONLY
QTY	TYPE	WEIGHT	H.M. (X)
1	PALLET	42 CARTON	432 LBS

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GRAND TOTAL: 1 42 432 LBS

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SHIPPER SIGNATURE / DATE: [Signature] 12/4/23

Trailer Loaded By Shipper By Driver

Freight Counted By Shipper By Driver / pallets said to contain By Driver / Pieces

CARRIER SIGNATURE / PICKUP DATE: [Signature] 12-4-23

Seals match BOL (Y/N) Seals intact (Y/N)

BBY Emp: JAVIER K. SINGH

Driver: JAGJAG SINGH

409A

Key's to Mitigating and Overhaul's Approach

1. Carrier Vetting - Prevent carriers with less than 2 years of operating experience and less than 25 trucks to haul your freight. For trusted carriers, performance management based on transportation security requirements is a must.
2. Pickup Process Scrutiny- zip-tied plates, paper CDLs, mismatched carrier names, double brokering
3. Scrutinize all drivers and associated Carriers with red flags in real-time, 24x7x365
4. Track - Real-time monitoring with a layered approach. Covert tracking with door integrity solutions
5. Monitor - 24x7x365 AI-driven monitoring to identify theft before it happens
6. Respond - have your action plan in place ahead of time. Assess your lanes and who you will contact where. Law enforcement network is critical.



Bluetooth Connected Seals

- Bluetooth enabled seal (external) with IoT device to “connected” with parent device (inside trailer)
- Notifications into Overhaul platform to indicate “door open” when seal is removed or cut

