



The Internet of Postal Things, **your USO: a unique selling opportunity?**

Although the Internet of Things sounds fantastic and promises big changes, what does it mean for posts? For many, the sheer scope of the technology can act as disincentive. As a result, what's needed is expert navigation from experienced professionals who know how to unlock the potential of the Internet of Postal Things (IoPT).

Are you also considering how to get started with an IoPT strategy? We have been actively piloting projects and gathering operational data for some time so we are able to share expertise and accelerate the process. IoPT areas currently in development include concepts for 'digital mailman', 'smart mailbox', 'mailbox of the future', 'always home', 'postal mobile data networks', 'asset location and tracking' and 'environmental monitoring' initiatives. We would be more than happy to explain you more about those concepts.

IoPT is about leveraging existing postal assets to deliver more relevant services, timely options for consumers, competitive edge, efficiency in the network and exploiting new potential revenue streams on the back of unique selling opportunities.

Would you be interested in receiving a free copy of our White Paper that will be published shortly? If so, simply send your request to info@primecompetence.com





New Services: New Corporate Identity

Our team has been reflecting on the Prime Competence of today and how much the company has changed over the past couple of years in terms of expertise areas and services offered to the postal world. In addition to traditional consultancy services covering technology, automation and postal operations, we are fully engaged to turn great ideas into fully functioning pilot programs hand-in-hand with posts with our concept development services. We thought it about time we update our corporate identity and website content to raise awareness of our services and the value we can add. Why not head over to www.primecompetence.com and see the changes for yourself!

We hope you like it as much as we do.



Meet us in **Hong Kong!**



At Post Expo - Hong Kong 2016 Prime Competence will be dealing with the challenges that face the postal industry by focussing on its unique opportunities. Posts couldn't be better placed to take their businesses to whole new level of success by playing on their strengths, tightening efficiency and broadening their sights in terms of service provision.

It's all possible when posts look at the bigger picture and harness the opportunities presented by Internet of Postal Things and Big Data capture. Daunting subjects? Surprisingly not when approached systematically and the Prime Competence team has many examples to share with Post Expo visitors that demonstrate what can be easily achieved.

The enthusiastic Prime Competence concept development team will be on the stand for the duration of the show to share its skill, experience and know-how with visitors. Its advice is to start small but act now. The technology is affordable, the scope is huge and the potential gains are clearly evident.

The world's leading international postal and parcel industry exhibition and conference will take place 24-26 May. The international event POST-EXPO will combine with PARCEL-EXPO Asia for 2016.





White Papers

Did you know we publish White Papers on the latest topics in the industry?

Our White Papers tackle the trending topics for the postal world and how they can solve your most pressing business problems. You can request them via info@primecompetence.com.

We have the following white papers available for you:

Big Data

Data is a valuable resource within postal organisations, collected at a very deep level when looking at specific applications, however rarely shared outside of those systems. Recent surveys indicate that 67% of organisations know they need a big data strategy, but only 23% have started on that road. This represents a huge wasted opportunity, especially as posts are under incredible margin pressure, as maximising your exploitation of big data can prove pivotal in driving new efficiencies and additional revenue streams.



Falling Volumes

There are many challenges in moving to a more flexible structure but there are many techniques to assist in the transition. The process is better looked at as a journey rather than a destination. Constant development of the fundamentals necessary to become more flexible are often difficult for an organization to manage but once these challenges are in hand it becomes the new members corporate ethos.

Digital Mail Men

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Capacity Planning

It's well documented that letter volumes for postal companies are in decline, thanks largely to the growth of email, electronic invoicing, online bill paying and so on. This prompts the question of how postal companies remain both competitive and profitable, all while fulfilling their obligations to customers and without pushing up costs.