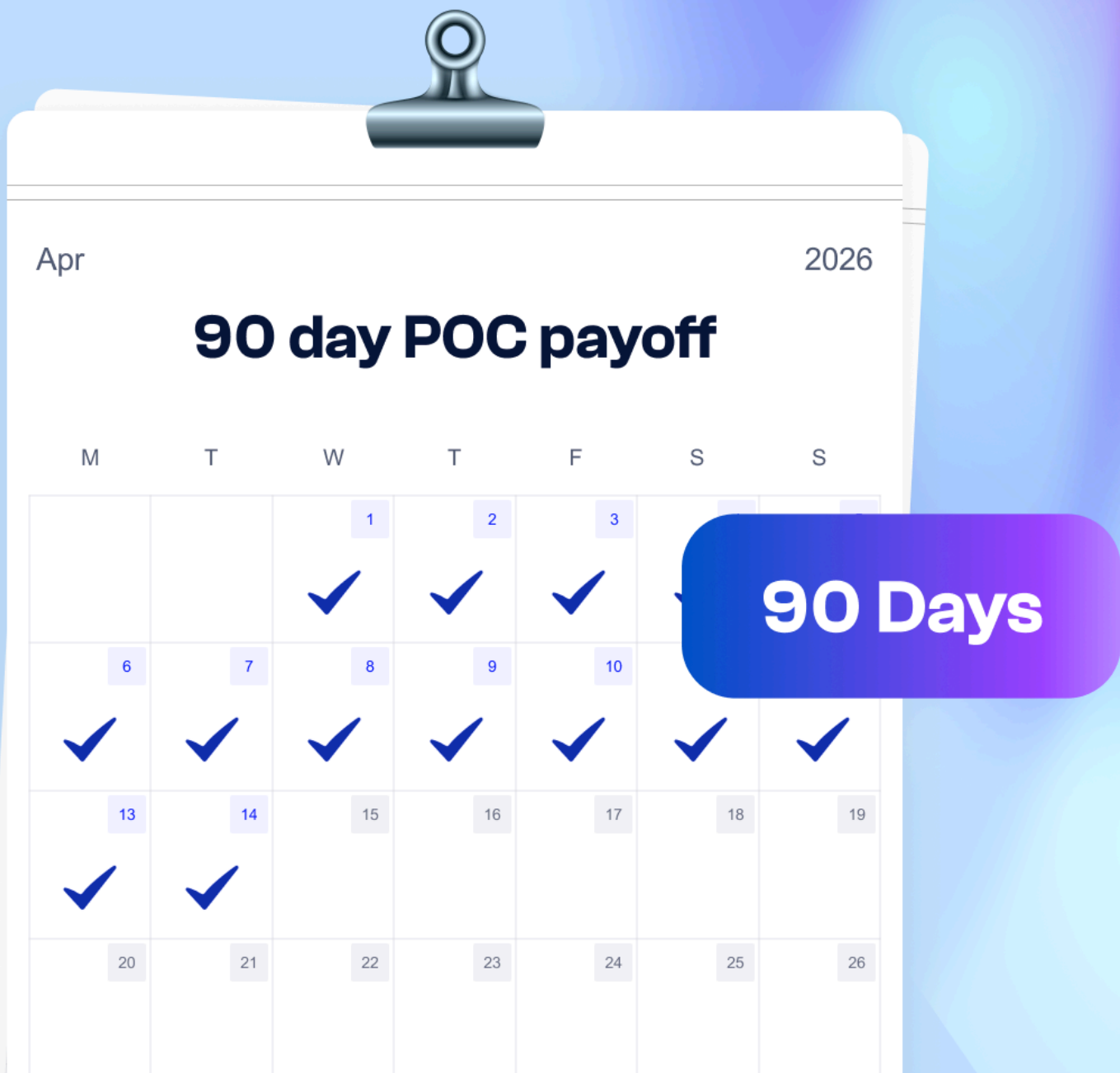


The 90-Day Path to Proof for AI Logistics Tech

What a 90-day proof of concept for AI-powered logistics tech actually looks like — milestone by milestone, and what you should be holding on day 90.



What a POC has to prove — and by when

A proof of concept, not a demo, is how orchestration technology should be bought. What follows is the practical shape of that window: one scope, one baseline, four phases, and the evidence that earns the next step.

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01 · SET YOUR EXPECTATIONS

Ninety days is deliberately focused

Ninety days sits at the short end of the three-to-six-month window most enterprises use before converting to a contract. The goal at this stage is proof, not a full rollout.

By day 90 you should have a clear before-and-after comparison for one operational metric, plus the business case to expand. Full network ROI comes after conversion.

The job of the POC is to prepare the next step of evidence — evidence you have seen with your own data.

One number almost everything downstream depends on

A POC proves the most when its scope is focused. For trust-scored data, a POC with Moddule’s ETA IQ could measure ocean freight arrival accuracy — the gap between estimated and actual time of arrival. It is easy to measure, and hard to argue with.

BASELINE METRIC

Ocean arrival accuracy

Agree the number on day one. One metric, one owner, no moving target — the whole engagement is judged against it.

WHERE THE RETURN SHOWS UP — FOUR USE CASES THAT QUALIFY MOST OFTEN

01

Capacity recovery

Your team stops chasing shipment status across disconnected systems.

02

D&D reduction

Predicted delays surface before they become demurrage and detention charges.

03

Inventory optimization

Confidence-scored ETAs support a smaller safety-stock buffer.

04

Freight cost optimization

Better arrival visibility supports smarter routing and consolidation.

Choose the one that matters most to your operation, and align on its baseline on day one.

AGREE THESE THREE THINGS IN WEEK ONE

The baseline number

Measured on historical shipments, signed off before anything runs.

The shipment set

Named lanes and carriers, wide enough to be representative.

The day-90 owner

One person accountable for the convert-or-stop decision.

Four phases, each earning the next

Day 1–20

FOUNDATION

Data foundation and baseline

Where you start depends on your setup. If you already have the data foundation of Moddule's Visibility Platform, you are a step ahead. If not, this phase connects your carrier and systems data so POC shipments become visible. You leave it with one use case, one agreed baseline metric, and one named owner for the day-90 decision.

Day 20–45

SHADOW MODE

Nothing is at risk

Moddule runs as an intelligence layer above your current process, producing predictions and confidence scores in the background. Nobody changes how they work. You compare predictions against actual arrivals as shipments close, and accuracy earns its credibility before anyone acts on it.

Day 45–75

RECOMMEND MODE

Predictions enter the workflow

Your team can act on predictions selectively, and impact against the baseline begins to show. This is the first stage of the trust graduation model that Moddule OS is built around: trust is earned in stages.

Day 75–90

VISIBLE PROOF

The after-number beside the before-number

You set the two numbers side by side in front of the decision makers, with the qualitative wins your team has felt. That evidence becomes the business case for the next use case and for wider rollout.

SCOPE IT AGAINST YOUR LANES

See this 90-day structure mapped to your own operation.

A 30-minute session with the Moddule team: one use case, one baseline, a named day-90 decision.

[Book a session →](#)

Prove the data can be trusted before you act on it

Investment into AI can feel risky, and research shows it does not always pay off. Moddulo is built to earn trust first — and the 90-day structure is how that principle plays out in practice.

89%

of operations leaders said in 2026 that their technology investments had not fully delivered the results they expected.

87%

pointed to poor data quality as a cause — the layer a POC in shadow mode tests first.

THREE SAFEGUARDS

01 Parallel, not in the way

Running alongside your live process, the technology proves its accuracy without touching a single decision.

02 One baseline metric

A single agreed number keeps success or failure unambiguous, with no moving target.

03 Trust is graduated

The system recommends before it acts, and acts before it runs autonomously. On ocean arrival accuracy we want to see performance well above 90 per cent before anyone trusts a platform to act on its own.

You are never asked to trust the software more than the evidence supports.

Prove one measurable win and let it fund what comes next

The teams that succeed with AI in logistics rarely open with their biggest ambition. Moddule runs structured proof of concept engagements for ETA IQ and Moddule OS, built around your environment — your lanes, your data, your baseline.

Visibility Platform The unified data foundation	ETA IQ Confidence-scored predictions	Moddule OS Orchestration and autonomous execution
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TALK TO THE MODDULE TEAM

Book a 30-minute POC scoping session

We will walk your lanes, agree the baseline metric, and show what a focused POC looks like against your own data.

module.com/get-in-touch →



SCAN TO BOOK

