MODDULE®

The 90-Day Path to Proof for AI Logistics Tech



MODDULE®

What a pilot has to prove, and by when

A pilot, 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.

Set your expectations 3

What you should be holding on day 90

Start where the value is measurable 4

One metric, and the four use cases that qualify

The 90-day structure 5

Four phases from data foundation to visible proof

Why the structure protects your investment 6

Three safeguards and the trust graduation model

Start with one win, then scale 7

Next steps and how to talk to us

MODDULE®

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.

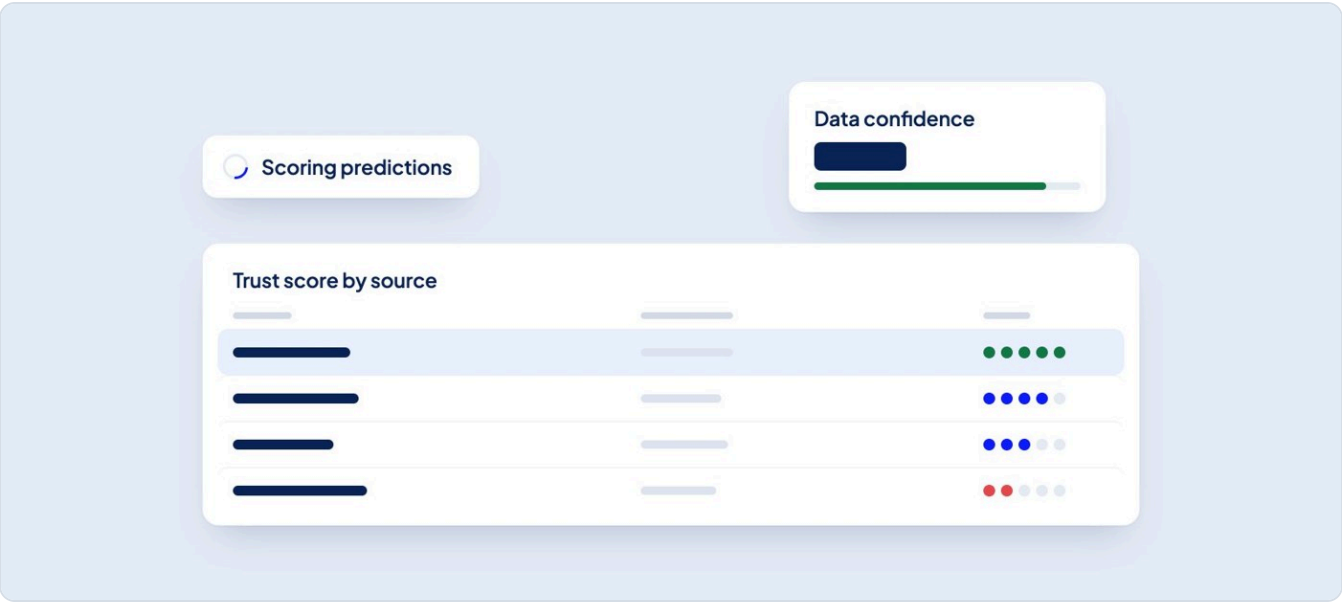
What you should hold on day 90

A clear before-and-after comparison for one operational metric, plus the business case to expand.

What comes later

Full network ROI comes after conversion, once the first use case has proven itself on your own data.

> The pilot's job is to give you the evidence for the next step, and that evidence comes from your own data.



MODDULE®

One number almost everything downstream depends on

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

Ocean arrival accuracy

Agree the baseline on day one. One metric, one owner, and no moving target, because the whole engagement is judged against it.

Four use cases that qualify most often

Capacity recovery

Your team stops chasing shipment status across disconnected systems.

D&D reduction

Predicted delays surface before they become demurrage and detention charges.

Inventory optimization

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

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 and 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.

MODDULE®

Four phases, each earning the next

Days 1–20

Data foundation and baseline

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

Days 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.

Days 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 Orchestration is built around, where trust is earned in stages.

Days 75–90

Visible proof

You put the after-number beside the before-number in front of the decision makers, along with the qualitative wins your team has felt. That evidence becomes the business case for the next use case and for wider rollout.

See this 90-day structure mapped to your own operation

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

Book a session

MODDULE®

Prove the data can be trusted before you act on it

Investing in AI can feel risky, and research shows it doesn't always pay off. Moddule 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, and data quality is the first thing a pilot in shadow mode tests.

Three safeguards

Parallel, not in the way

The technology runs alongside your live process and proves its accuracy without touching a single decision.

One baseline metric

A single agreed number keeps success or failure unambiguous.

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% before anyone trusts a platform to act on its own.

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

MODDULE ®

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 pilots for ETA IQ and Moddule Orchestration, built around your environment: your lanes, your data, and your baseline.

Visibility Platform
The unified data foundation

ETA IQ
Confidence-scored predictions

Moddule Orchestration
Orchestration and autonomous execution

Book a 30-minute pilot scoping session

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

moddule.com/get-in-touch

Scan to book

© 2026 Moddule Inc. Visibility and orchestration for global supply chains. moddule.com