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The power of paperless transportation

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#SELFIE

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Theory of Disruption

- Clayton M. Christensen -

New Market Disruption: The iPhone

hwtk Hochschule für Wirtschaft, Technik und Kultur
staatlich anerkannt - University of Applied Sciences

Sustaining Innovation

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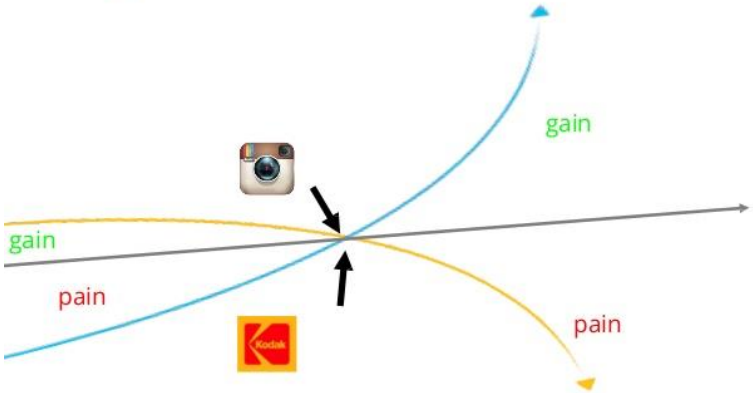
Things never went back to normal



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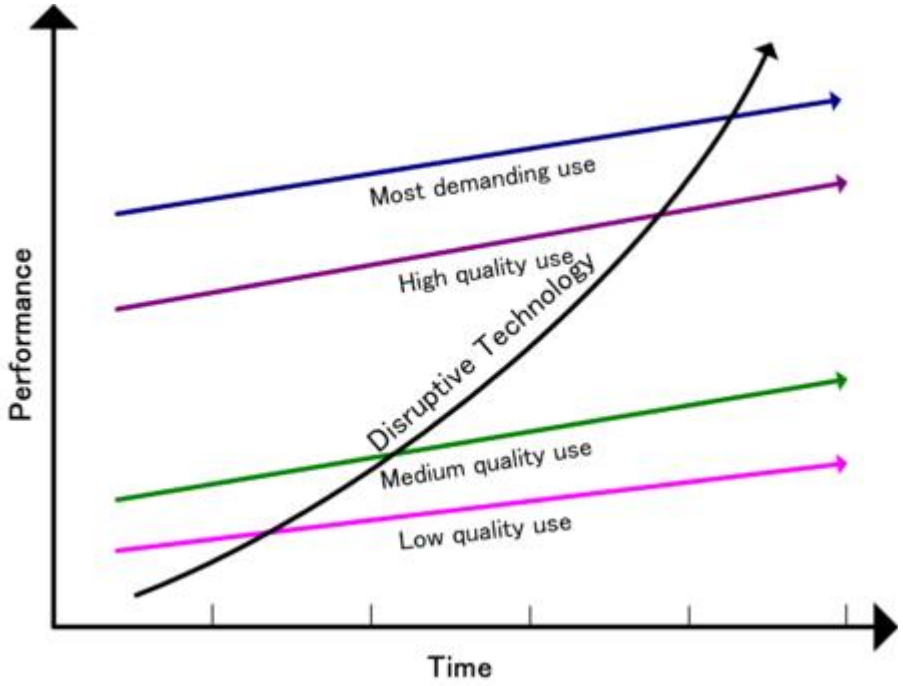

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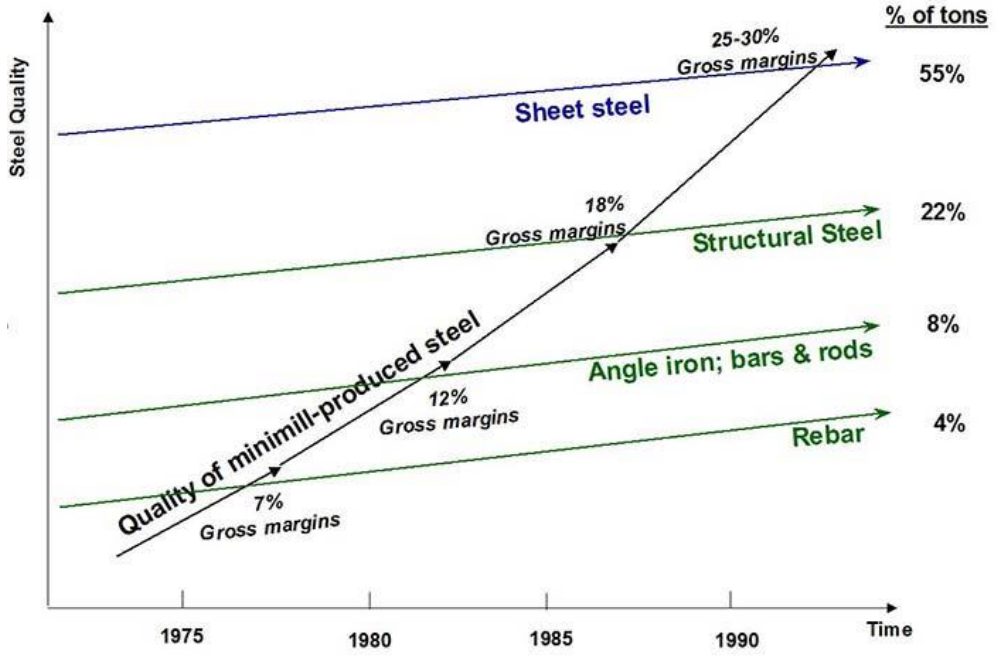

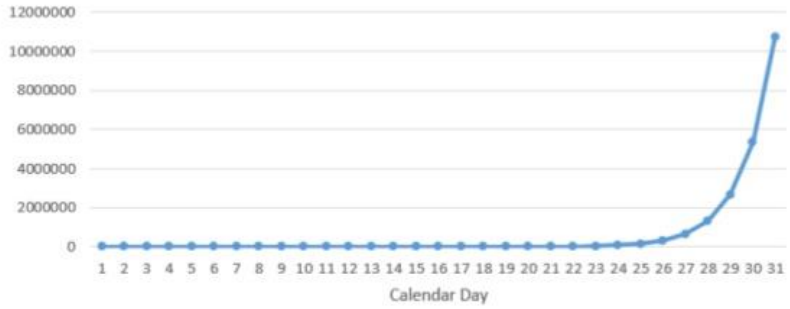

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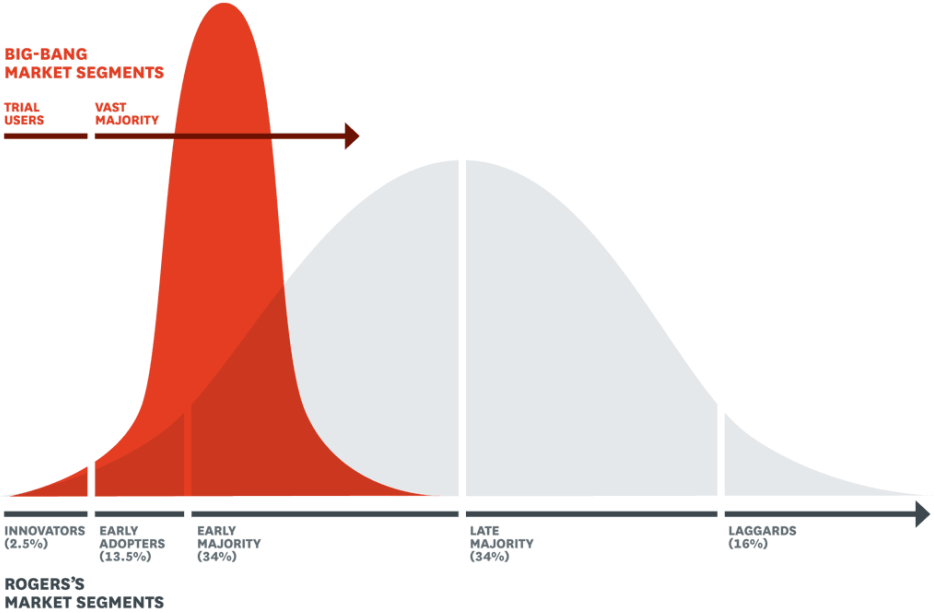
How do markets react?



Most of the industry look ripe for digitization not disruption

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TransFollow history

- Golden era start-up
- POD since 1685
- Local shipper’s address
- Founding fathers CMR

- Established by the Dutch associations TLN & EVO
- From the market for the market: neutral and independent

- Focus on (freight related) data exchange
- No commercial focus on data as business model

- Cooperation with the IRU
  (International Road Transport Union)

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Some figures

The Netherlands :

- 40.000.000 CMR
- 100.000.000 AVC
- 265.000.000 Paper POD/SOG
- 405.000.000 drops annually

EU 28 :

- 377.000.000 CMR in cross border traffic
- 54 CMR countries

- 166.000 trees
- 15.000 pallets of paper CMR’s
- 600 trucks of paper CMR’s

Processing costs CRM

Paper

Item	Activity	Time (in min)	Costs (in €)
Issue	Printing	1	€ 0,31
	Distribution	3	€ 0,93
Use	Signing	5	€ 1,54
	Retreival (1%)	0,15	€ 0,05
Filing	Status update	3	€ 0,93
	Archive	3	€ 0,93
	Sent POD	5	€ 1,54
Total			**€ 6,23**

Administrative hassle retrieval of CMR costs € 15,00 !!

e-CMR

Item	Activity	Time (in min)	Costs (in €)
Issue	Printing	0	€ 0,00
	Distribution	0,5	€ 0,15
Use	Signing	5	€ 1,54
	Retreival (1%)	0	€ 0,00
Filing	Status update	0	€ 0,00
	Archive	0	€ 0,00
	Sent POD	0	€ 0,00
Total			**€ 1,69**

All e-CMR's retrievable with a click

Some more figures

Paper CMR vs e-CMR:

- € 6,23 vs € 1,69
- € 4,54 in savings potential per CMR

- Savings in supply chain efficiency!!!

- € 1,711,580,000

Paper CMR vs e-CMR:

- Paper vs digital
- Single use vs integration
- Print from system vs exchange with system

- € 0,10 vs € 0,25

- Return on Investment !!!

“If it’s worth doing three times, it’s worth not doing it at all.”

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- e-CMR is the vital puzzle piece for Supply Chain visibility
- We, the industry, must react now! It is unstoppable we need to adopt this technology otherwise we will be too late!
- Independent, neutral carrier for freight related data!
- From the industry, for the industry

e-CMR

Legislative

- CMR convention
- United Nations
- Equivalent to CMR
- Made out by electronic communication
- Same particulars as CMR

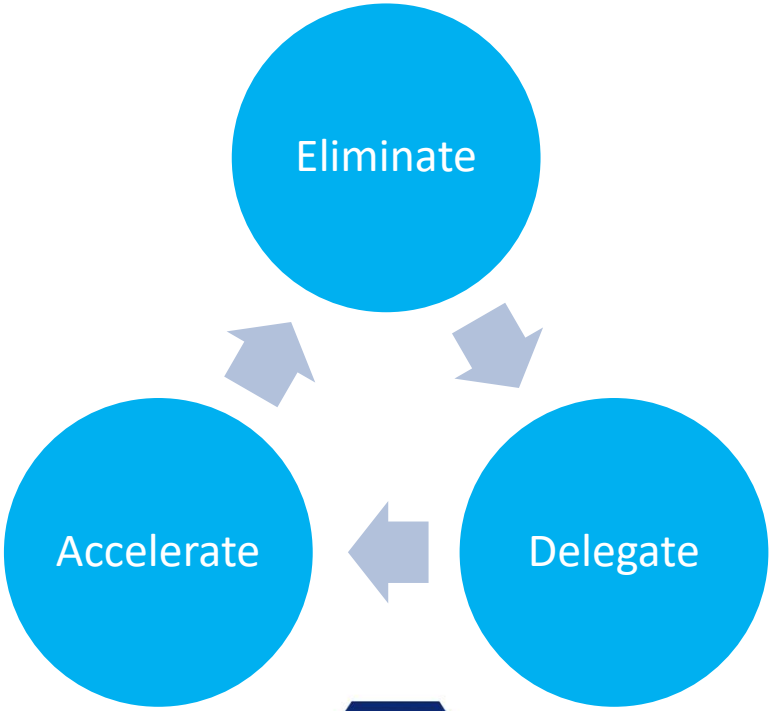
Content

- Electronic signature uniquely linked to signatory
- Identification of signatory
- Means under sole control
- Linked to data: subsequent change of data detectable

e-CMR

Signing procedure	Remarks
Delivery without consent of counterpart (no signature)	Least favorable action. No proof of delivery.
Sign-On-Glass (SOG)	Somewhat generally accepted, but ***not*** uniquely linked to the signatory! It could have been anybody! The device is ***not*** at your sole control!
TransFollow Show & Sign Component (TSSC)	Secure and guaranteed solution!

The power of paperless



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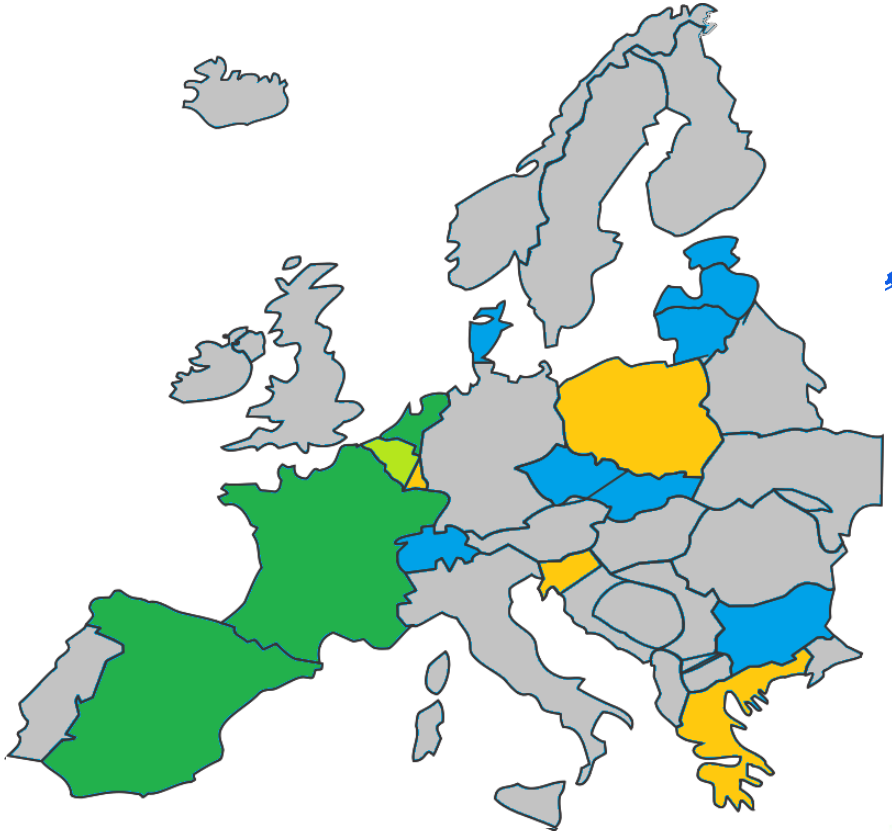
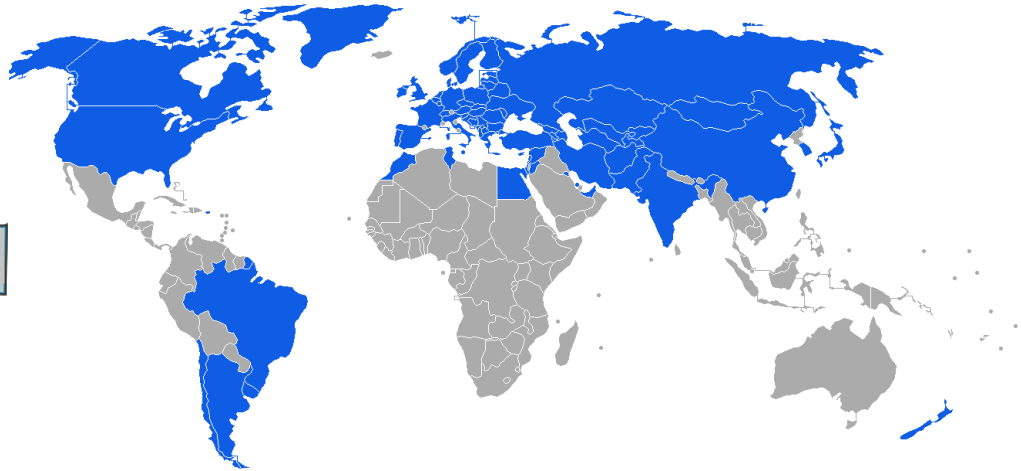
Advantages

- Not a PDF on a screen
- Time and money efficiency in the Supply Chain
- Shorten process
- Trucker advantages

- Implementation easy
- Options :
  - Via software providers
  - “build” into company own system
  - TF Portal and apps

Overview of developments - countries





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Advantages

- Reduce paper
- No CMR check required
- Access to all CMR's
- Instant proof of delivery
- ETA visability
- Reduce costs & failures

- Improve efficiency (stay in truck)
- CMR always obtainable
- Realtime Proof-of-Delivery
- Reduced administration
- Faster payment
- Safety

- Reduce paper
- Secure and legally correct signature
- Pictures / remarks to be added to CMR
- Supply chain visability

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TransFollow system components

Paperless transportation, always and everywhere.

That is why, TransFollow !

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