Webinar

eCMR

Moving to Digital Consignment Notes -Trials & Tribulations-

Tuesday 15 July, 10am CET





What is the follow up plan of action



10:00-10:15

Welcome & Introduction to eCMR Namrita Chow, ECG

10:15-10:35

European Commission's Move to Digitalisation - eFTI Lia Potec, European Commission

10:35-11:05

Journey to Implementation & Main Challenges

Marc Billet, IRU Tobias Rösch, Mosolf Sven Weikum, Mosolf

11:05-11:25

eCMR Suppliers: Key Data Points, Data Challenges, and the Need for Standardization Moritiz Rossler, Transfollow Pierre Khoury, Shippeo

11:25-11:30

Wrap Up & Thanks Namrita Chow, ECG



WEBINAR 15 JULY, 10:00 – 11:30 CEST AGENDA



Webinar 15 July, Introduction

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The move to digitalisation

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ROAD -CMR moving to eCMR
 RAIL-COTIF moving to eCOTIF
 INLAND WATERWAY- moving to eCMNI

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Introduction:

The concept of **moving to digital & electronic forms** has now become common place in most sectors, but the **finished vehicle logistics sector still often needs and uses a paper trail for international transport notes**—for **CMRs in road transport**, **CIMs in rail** and **CMNIs in inland waterways**.

The CMR, born from the UN Convention in 1956, has itself moved to the **electronic eCMR** but this **is a 'choice' based option.** <u>The European Commission has intentions of speeding up the move to</u> <u>digitalisation in the logistics sector by introducing the electronic freight transport information (eFTI)</u> <u>legislation and regulations</u>. Here the eFTI draws upon the existing UN Convention documents, the eCMR, eCIM (combined with eCIV is the eCOTIF) and the eCMNI.

Now the European Commission has introduced dates to mandate the acceptance of electronic transport notes by Member States, across all forms of transport. From <u>9th July 2027</u>, all EU Member States must be technically equipped to accept electronic transport notes for international movements, or they will be eligible for fines. Q1 2026 finalisations of the eFTI platforms.

For FVL players the situation means they must prepare for use of electronic transport notes for international deliveries. So far there is **no mandatory date for FVL users to have transport notes in electronic form**, but this will likely be the next step once the Member States have their systems in place. In the meantime, it's making sure the CMR has an equivalent eCMR, the CIM an equivalent eCIM and the CMNI an eCMNI.





RAIL

La Convention relative aux transports internationaux ferroviaires (COTIF)



Inland Waterways

Convention de Budapest relative au contrat de transport de marchandises en navigation intérieure (CMNI)





Contrat de transport international de Marchandises par Route (CMR)



Business Intelligence



Lia Potec, Team Leader eFTI, Policy Officer, European Commission

eFTI

Towards a future-ready EU

The eFTI Regulation will promote innovation in freight transport and logistics, support more sustainable transport, and boost the global competitiveness of the EU transport and logistics sector.









Digitalising freight transport across the European Union

Mobility and Transport



INTRODUCTION TO THE EFTI REGULATION AND ITS IMPLEMENTATION



European Commission, Directorate-General for Transport and Mobility



Why eFTI? Objectives of the regulation



- Facilitate electronic communication of freight transport information
 - Focus on business-to-administration (legal scope)
 - Impact on business-to-business (implementation)
- Promote logistics sector digitalisation and interoperability across the EU
- Reduce administrative burden and reliance on paper
- Ensure data security, confidentiality, and reliability
- Support better enforcement by public authorities







What does the regulation require?



Regulation

- Authorities must accept regulatory transport information in digital form
- Operators may use certified eFTI platforms and service providers
 - Paper-based option remains available for operators
- Data must be shared in fully standardised format
 - Machine-to-machine format by default
 - Human-readable format only if specifically required by authorities

Use of secure, interoperable systems is mandatory for electronic communication







Scope of the eFTI Regulation



- Covers information from transport documents (e.g. consignment notes, waybills) required to be available for inspection by EU and Member States' transport laws
 - Rail, road, inland waterways, and air transport
 - Regular cargo as well as dangerous goods and waste
- Establishes requirements for the electronic communication of the freight transport information
 - eFTI common data set and subsets
 - use of certified eFTI platforms or certified eFTI service providers
- Does not include customs, maritime, taxation, elnvoicing, or statistical reporting
- Does not set new information, reporting or language requirements







IMPLEMENTATION

Process overview







Full application

start date: 9 July

2027

Timeline of eFTI implementation

First secondary

acts adopted:

July 2024

All remaining acts adopted: by end 2025

Regulation adopted: July 2020

Start preparing now!





Implementation process – overview





- Secondary legislation (delegated and implementing acts) define technical and procedural details – specifications for:
 - systems to be used by authorities
 - platforms and service providers to be used by operators
 - rules for certification and public authority procedures
- Implementation support material
 - technical guidance documents
 - frequently asked questions
 - reference implementation (open source)

Goal: Full eFTI exchange environment across the EU!





Implementation process – state of play



What has been adopted so far

- 1. Rules and procedures, including technical specifications, for authorities (implementing act) – July 2024
- 2. List of national provisions in scope (delegated act) – July 2024
- 3. eFTI common data set and subsets (delegated act) – July 2024

What's Still to Come in 2025

- Detailed specifications for eFTI platforms September 2025
- Specifications for eFTI service providers later in 2025
- Certification rules for platforms and service providers – end 2025
- Technical guidance documents end 2025







Stakeholder involvement



- Digital Transport and Logistics Forum (DTLF) expert input
- Member States Committee (and expert group) formal consultation
- 'Have Your Say' portal public feedback
- EU-funded projects support piloting and engagement

Objective: eFTI implementation specifications support re-use of existing systems wherever possible & prioritise secure, interoperable solutions









IN PRACTICE

- eFTI environment architecture
- eFTI data set





eFTI exchange environment: architecture



- Decentralised data exchange structure
- Secure Gate(way)s between platforms and authority access points
- Trust-based architecture supporting data confidentiality and integrity



















- Represents the information describing a "consignment movement" → consignment movement data set (CMDS)
- Consignment movement = technical concept introduced by eFTI (not [yet] a business concept)
 - movement of a given consignment by a given means of transport from loading/take-over to unloading/hand-over
 - the lowest common denominator of all transport operations
 - the focus of most legal requirements in scope of eFTI Regulation (exception combined transport)
 - allows for a single standardized eFTI data set → 1 eFTI CMDS or combination of eFTI CMDS can
 represent any variety of consignment note data sets (single mode w. single means of transport →
 single mode w. consecutive means of transport → multimodal w. consecutive means of transport)
 - allows for 'extracting' legally required information from business-to-business documents



eFTI CMDS – an illustration





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Key takeaways for stakeholders



- Familiarise yourself with the Regulation and its requirements
 - Stay informed via the European Commission's eFTI page: <u>https://transport.ec.europa.eu/transport-</u> <u>themes/logistics-and-multimodal-transport/efti-regulation_en</u>
 - Follow-us on LinkedIn: <u>https://www.linkedin.com/showcase/eu-transport</u>
 - Provide feedback via the 'Have Your Say' portal: <u>https://ec.europa.eu/info/law/better-regulation/have-your-say/initiatives_en?text=eFTI</u>
 - Follow the EU-funded projects that pilot the eFTI implementation (<u>eFTI4EU</u>, <u>eFTI4ALL</u>, eFTI4LIVE)
- > Assess readiness and plan for (system) adaptation
- Engage with consultations and provide feedback

eFTI implementation specifications will support re-use of existing systems wherever possible & prioritise secure, interoperable solutions





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THANK YOU!



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Marc Billiet, Associate Director, EU Goods Transport, IRU Permanent Delegation to the EU

Using eCMR Road Transport

Journey to Implementation & Main Challenges

> IRU Mosolf





Tobias Rösch, Process & Application Management, Mosolf







Advancing digitalisation in road freight transport – perspectives on eCMR. 15 July 2025



The world's road transport organisation

IRU is the global voice of companies providing commercial road transport, mobility and logistics services.

From safety to innovation, environmental standards to trade policy, urban access to driver shortages, IRU works on issues at the very heart of the industry.



From CMR to eCMR:

- CMR Convention = private legal instrument.
- The e-Protocol introducing e-CMR accession in Europe.
- Ratification versus implementation and usability transparency is lacking.

R.

- CMR versus e-CMR coverage.
- CMR used to prove compliance with at least Regulation 11, access to the market and posting.
- Digital paper versus eCMR datasets.
- Readability of the eCMR datasets.

e-CMR

Accession status

Countries having acceded to the Additional Protocol on e-CMR:

Austria, Azerbaijan, Belarus, Bulgaria, Denmark, Czech Republic, Estonia, Finland, France, Germany, Greece, Hungary, Iran, Italy, Kyrgyzstan, Latvia, Lithuania, Luxembourg, Moldova, Netherlands, Norway, Oman, Poland, Portugal, Romania, Russia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Tajikistan, Turkey, Turkmenistan, Ukraine, Great Britain, Uzbekistan.

EU Member States not in the Additional Protocol on e-CMR: Belgium, Croatia, Cyprus, Ireland and Malta
2024 high-level eCMR market analysis



 Benefits of electronic consignment notes (eCN) vary widely in different business contexts



- Current eCMR offering is currently limited
 - Primary challenge: lack of appropriate enabling conditions
 - Key obstacles:
 - Level playing field
 - Interoperability
 - Authorisation
 - Communication / market awareness

- ➔ Minimum criteria for eCMR platforms
- →Interoperability standards
- → Simplified authorisation process
- →Marketing campaigns
- Discussions in UNECE on amending the e-protocol of the CMR Convention
- IRU initiatives to pave the way for e-CMR



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eCMR - some points to consider:

- CMR or equivalent can be used to prove compliance with certain EU rules. eCMR is also accepted since 21/2/22. Interaction with eFTI will be important in future.

- Very limited use of eCMR – encouragement necessary

- Not even all Member States have enabled eCMR.

85% for the road goods transport companies in the EU are SME's – digitalisation not always a priority.
Subcontracting is frequently used.
Trend setting may have to come from the bigger companies and the shippers.



RJ

TIR



OUR JOURNEY











DEVELOPMENT HISTORY



© MOSOLF Group

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DEVELOPMENT HISTORY





2018/2019

Further development of our telematics solution to enable the digital consignment note for all transports

2022

Stagnation: no new pilots

Strategic decision for a Big Bang rollout in Germany

July 2023

Big Bang rollout with exceptions for border crossing and factory collection

Extensive hypercare phase

2018

Project start with a closed solution for a fixed relation with one customer

2020/2021

First major pilots with customers and dealer groups

Development of **Platform for external access** to freight documents and claim reports

2022/2023

Preparation for Big Bang with **customer and dealer information** (Landing page, flyer, note on the paper CMR) **Parallel phase** for our transports (paper + digital)

2024 - Today

Line process covers approximately **70%–80% of** order volume









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TELEMATICS SYSTEM BY BOSCH SOLUTIONS

Solution for our drivers Updates on transport status processing of the digital consignment note including damage recording

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CUSTOMER PLATFORM BY ETECTURE

Access to the completed consignment note via platform

Possibility of automatic e-mail delivery of completed consignment note

Possibility of creating damage reports for overnight deliveries



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THIRD PARTY CARRIER BY ETECTURE

Web application for carries who take over orders from MOSOLF Updates on transport status processing of the digital consignment note including damage recording Launch 2026













1,200 users contacted

210 survey participants







Usability of the platform

44% of participants use both the digital consignment note retrieval via e-mail and via platform







KEY POINTS

The introduction of the **digital consignment note** is seen **positively** overall, and its **added value** is appreciated.

Satisfaction with the **platform** is also rated **as good to very good**.

Potential for **improvement** lies in the process of **damage recording/reporting** and its **transparency**.



MAIN CHALLENGES



MAIN CHALLENGES

PROCESS

- Special features of the delivery/pick-up processes made implementation difficult
- For example: Factory pick-ups or delivery to other logistics centers



MDSDLF///

STAKEHOLDER

- Not everyone involved in the process was sufficiently informed about the digital process (Third-party provider)
- There was a varying degree of digitalization (paper-driven processes)

TECHNOLOGY

- Poor network reception in some areas therefore transmission delays due to lack of connectivity
- alternatives were needed for defective hardware



STANDARDS

- Concerns regarding the exact implementation of the eCMR protocol (e.g. Articles 3 and 5)
- There are various digital solutions in use that do not have a standardized data structure and standardized interfaces

CONTACT PERSON

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WE WOULD BE HAPPY TO WORK WITH YOU ON THE E-CMR !

Providing eCMR platforms to FVL



Pierre Khoury,

CEO &

Founder,

Shippeo

Part 3

Data Points & Data Challenges; the Need for Standardization

SHIPPEO TRANSFOLLOW





How Mobile App & E-CMR can help solve FVL visibility

ECG Webinar - June 2025



Shippeo is a leading real-time transportation visibility partner for global and complex supply chains

240 IT & logistics experts in 12 offices across the world

228k+

connected carriers in our global network

1,100+ connected systems TMS, WMS, ERPs, telematics, etc



shipments tracked

per year across all continents for all modes

150 countries

within EMEA, APAC, US, LATAM, where shipments are actively tracked



200+ Customer with strong footprint in Automotive / FVL



3

Current market situation: Complex and slow visibility of transportation execution





Driver Mobile App is the best source of visibility for all parties





Driver Mobile App need to combine all FVL visibility requirements





Shippeo is developing a state-of-the art Mobile App that combine all requirements of FVL visibility



SHIPPEO

Interconnection is mandatory and should be a topic of discussion within the ECG





Benefits of Driver Mobile App, eCMR and Damage Report





If you want to join our "Beta" program to test and work with us on the future of FVL visibility and E-CMR

Contact us !





TransFollow®

TransFollow: Leading eCMR Innovation – Secure, Standardized & System-Neutral

Moritz Rössler, Manager Sales International 15/07/2025

Uniting Supply chains



The Road to Paperless: Why eCMR matters today

- Paper CMRs still drive millions of waybills annually—slow, error-prone, costly
- Manual handovers introduce up to 20% data discrepancies and disputes
- Regulators worldwide now accept—and in many cases mandate—digital consignment notes
- eCMR delivers speed, transparency, auditability and legal certainty in one package
- POD vs eCMR
- Future-ready ->eFTI



Today's Agenda

- 1. Key Data Points every eCMR must capture
- 2. Top Data Challenges in digital consignment notes
- 3. The Power of Standardization: UNECE eCMR Protocol
- 4. TransFollow's Edge: Vendor-agnostic, ISO 27001 secured
- 5. Benefits for FVL—and the broader road-transport sector





Key Data Points in an eCMR

- Transport & Contract Details
 - Order/Freight Note numbers, sender & recipient info, pick-up/delivery times
- Driver & Vehicle Information
 - o Driver ID, vehicle registration, digital signature metadata
- Cargo & Handling Data
 - Descriptions, quantities, special handling or safety instructions
- Audit Trails & Compliance Logs
 - Every creation, change and sign off is date/time stamped and immutable



Top Data Challenges

- Inconsistent Formats
 - Multiple IT systems -> difficulty to connect, manual entries -> data drift
- Lagacy System Integration
 - Migrating from paper or siloed e-tools is complex
- Regulatory Diversity
 - Varying national rules demand a harmonized digital solution
- Security & Privacy
 - Protecting stakeholder data under GDPR, local data laws etc.
- Industry-wide Impact
 - These issues span every road transport sub segment, not just FVL



The Power of an Existing Standard – UNECE eCMR Protocol

- The globally recognized legal foundation for digital consignment notes
- Defines the data model, signature methods and transmission rules
- TransFollow helped shape the protocol and had led its real-world rollout for years
- Difference to POD
 - POD = Confirms that the delivery was completed
 - eCMR = Acts as the legally binding contract of carriage, outlining responsibilities, liabilities, and how disputes are handled throughout the transport



Data Security & ISO 27001

- ISO 27001- Certified Information-Security Management System
- End-to-end encryption, role-based access and continuous vulnerability management
- Signature compliance -> from simple to advanced
- Applies to all data flows: customers, suppliers, employees, third parties
- Ensures confidentiality, integrity and availability of every eCMR transaction









TransFollow's Vendor-Agnostic Integration

- Open Data Exchange Platform
 - Connects with any TMS, ERP, propriety solution or visibility tool
- Standalone eCMR Engine
 - No forced bundling of TMS, tracking or analytics modules
- Preserve your existing IT investments
 - Add compliant eCMR with zero disruption
- Delivery & Damage registration incl. pictures & additional documents



Benefits for FVL & All Road Transport

- Operational Agility
 - 50% cost savings from digitalization of transport documentation
 - 75% increase in document handling efficiency
- Real-Time Transparency
 - Live status, automated alerts and audit logs for every stakeholder
- Legal Certainty & Risk Reduction
 - Comply with UNECE Protocol, avoid fines and disputes
- Universal Impact
 - While FVL gains huge efficiency, these benefits apply equally to all road transport operations





Thank you

We are here, supporting you in every step of your digitalization journey. Do you have additional questions about the TransFollow products, feel free to contact me directly: Moritz Rössler Manager Sales International +31 6 506 547 85 mroessler@transfollow.org



Thank you for attending!

Please do email any questions or suggestions to info@ecgassociation.eu



