catkin
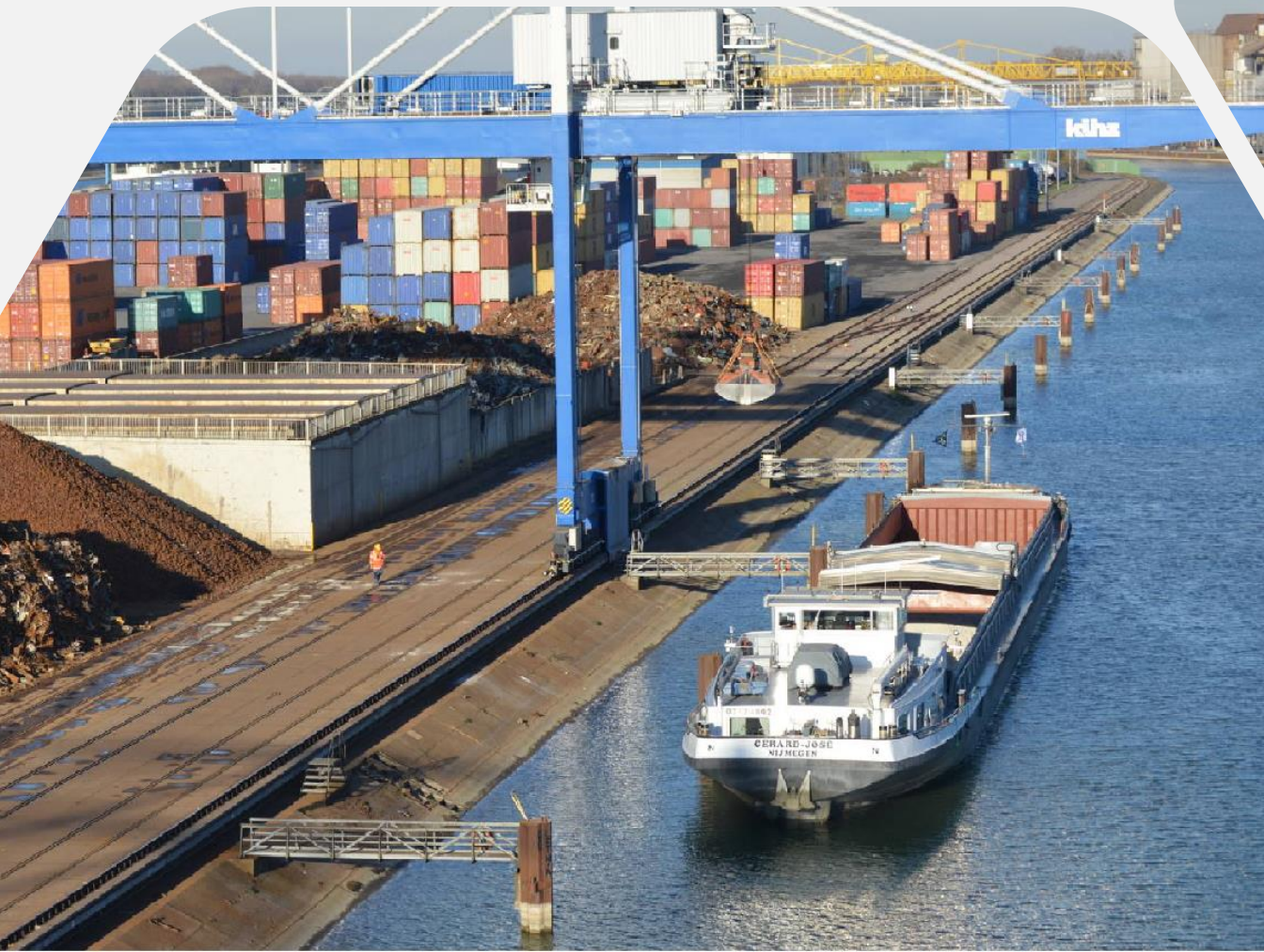
Combined Transport.
Finish discussions.
Digitalize!

Geert-Jan Gorter - catkin GmbH – Brussels - 26/09/2019

Europe **talks!**

World's major players act!

Alibaba set on European logistics investment

China's Manbang to open platform to foreigner freight users

Amazon and Walmart going direct to railroads with intermodal business

Flexport launches in Germany, challenging Berlin Startup FreightHub

Digital Freight Forwarder Flexport Hits $3.2 Billion Valuation After $1 Billion Investment

Leaving our logistics specialists **alone!**

Strengths and Weaknesses

	+	**-**
US / Chinese monopolists	• IT driven • Well thought out processes	• Amount of logistic solutions
EU Logistics Sector	• Specialists • Multimodal infrastructures • Diversity, many players	• Little transparency • Difficult bookings • Manual plannings • Isolated IT (or no IT)

So the battle is already lost? **Not yet...**
We must **start** to share relevant information
right now and **outrun monopolists**

Notice: Container Transportation Data is **just** about

DIN SPEC 91073	DIGIT – Standardization of data exchange between all stakeholders of the intermodal transport for efficient communication in digital future
	DIGIT – Normalisation de l'échange de données entre tous les parties prenantes du transport intermodal pour assurer la circulation efficace de l'information et une communication digitale viable

Actions to be taken

- **Universal High-Performance internet platform hosted in EU**

- Ownership of operational transport data in EU

- Agree on simple standards that bring huge benefit

- Share these data in a "workflow process context" with authorized participants -> in a **win-win** environment

- Blockchain: later (i.e. automating contracts)

Example: Container Status Exchange Terminal (Export / Import)

- Truck in / out
- Truck unloaded
- In Depot
- On Train
- Train in/out
- Release number (request, report)

Additional:

- Train / Wagon position
- Train prenotification

Digital service based infrastructure **is the basis**

- that generates benefits immediately
- supplying data in a service context makes sense to all participants
- it will develop a momentum of it's own
- new technologies will integrate
  - IoT
  - AI / Algorithms
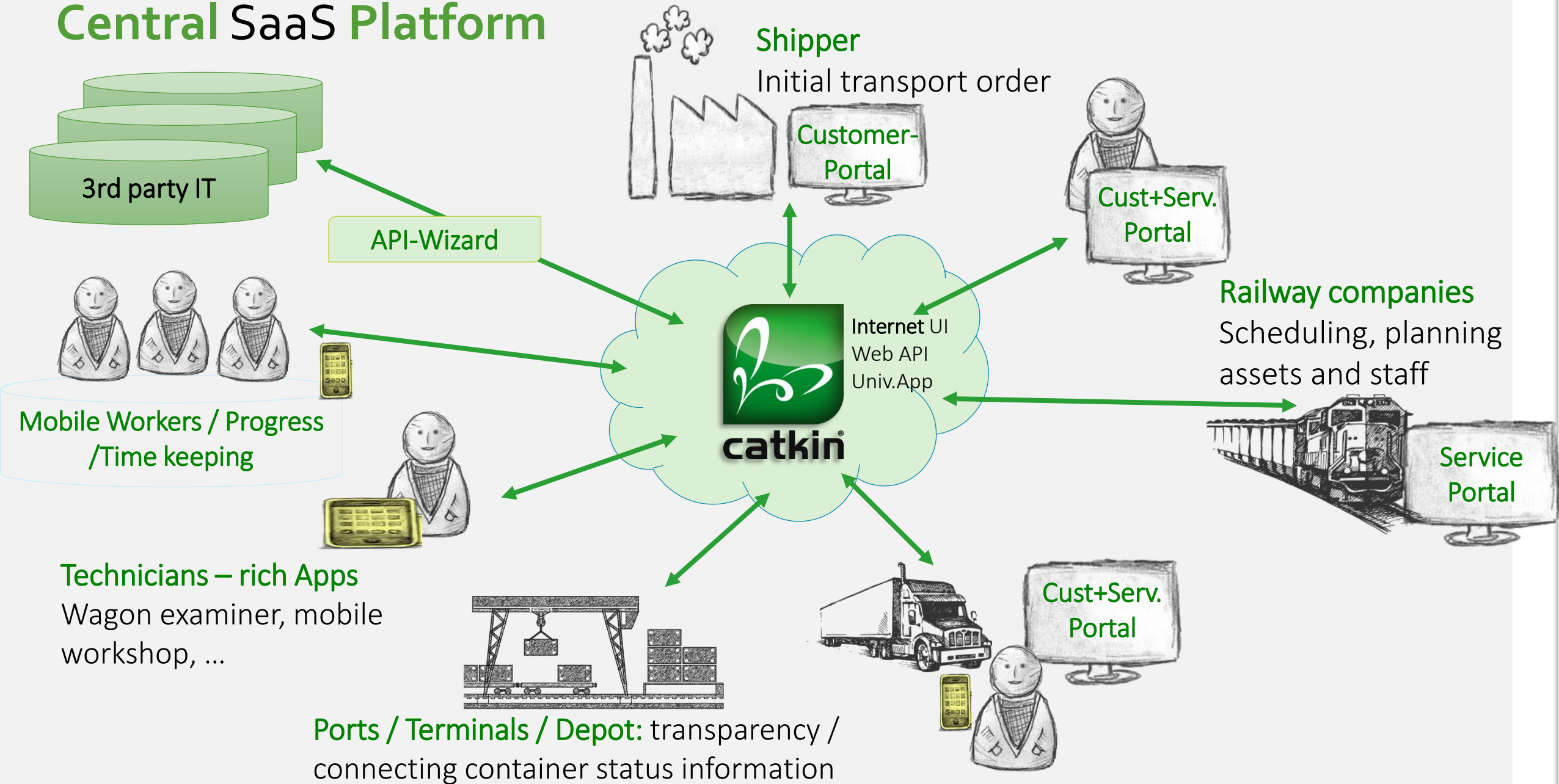 - Blockchain, Smart Contracts, Secure Protocolling

Digitalizing collaborative B2B processes
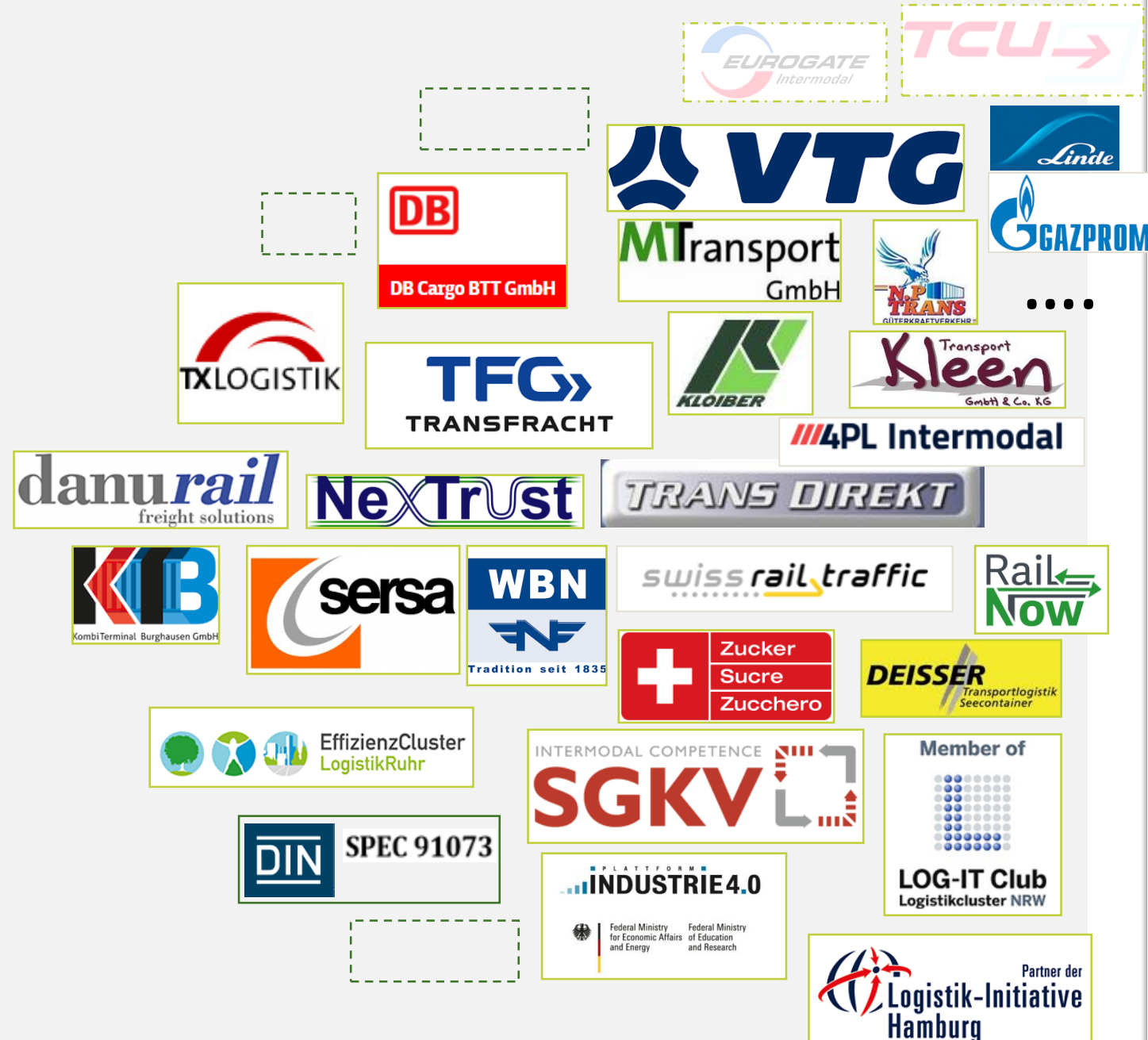
Founded 2013. Dortmund, Germany
IT Systems for Networked Logistics

Central SaaS Platform

Shipper
Initial transport order

Customer-Portal

Cust+Serv. Portal

3rd party IT

API-Wizard

Internet UI
Web API
Univ.App

catkin

Railway companies
Scheduling, planning assets and staff

Service Portal

Mobile Workers / Progress /Time keeping

Technicians – rich Apps
Wagon examiner, mobile workshop, …

Cust+Serv. Portal

Ports / Terminals / Depot: transparency / connecting container status information

Configure a process - then publish for your logistics partners
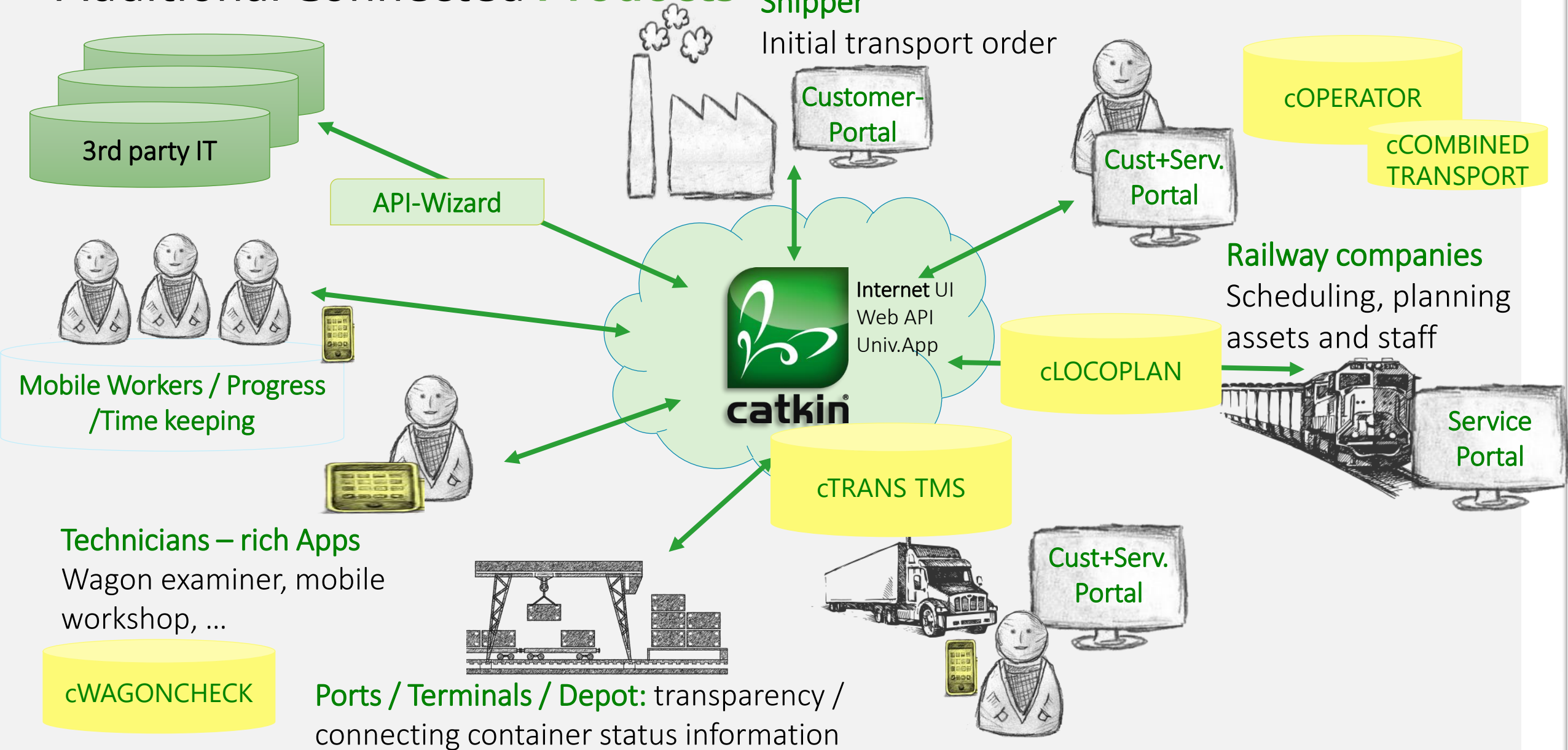

Internet monitor
- Overview of all operations
- Exception Handling
- Comm. workflow -Match & Pay

Detail views in Web & App adapt configured service structures

Web API:
Your ERP talks to catkin as well

Additional Connected **Products**

Shipper
Initial transport order

3rd party IT

API-Wizard

Customer-Portal

cOPERATOR

cCOMBINED TRANSPORT

Cust+Serv. Portal

Internet UI
Web API
Univ.App

catkin®

Railway companies
Scheduling, planning assets and staff

cLOCOPLAN

Service Portal

Mobile Workers / Progress /Time keeping

cTRANS TMS

Cust+Serv. Portal

Technicians – rich Apps
Wagon examiner, mobile workshop, …

cWAGONCHECK

Ports / Terminals / Depot: transparency / connecting container status information

cTRANS Cloud Transport Management System

Advantages of catkin

3. Basis for new
Business Models
and Technologies

2. Competitiveness
by Automation

Focus
container transports

1. Digital Operations,
Reduce manual effort

Getting **in touch**

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