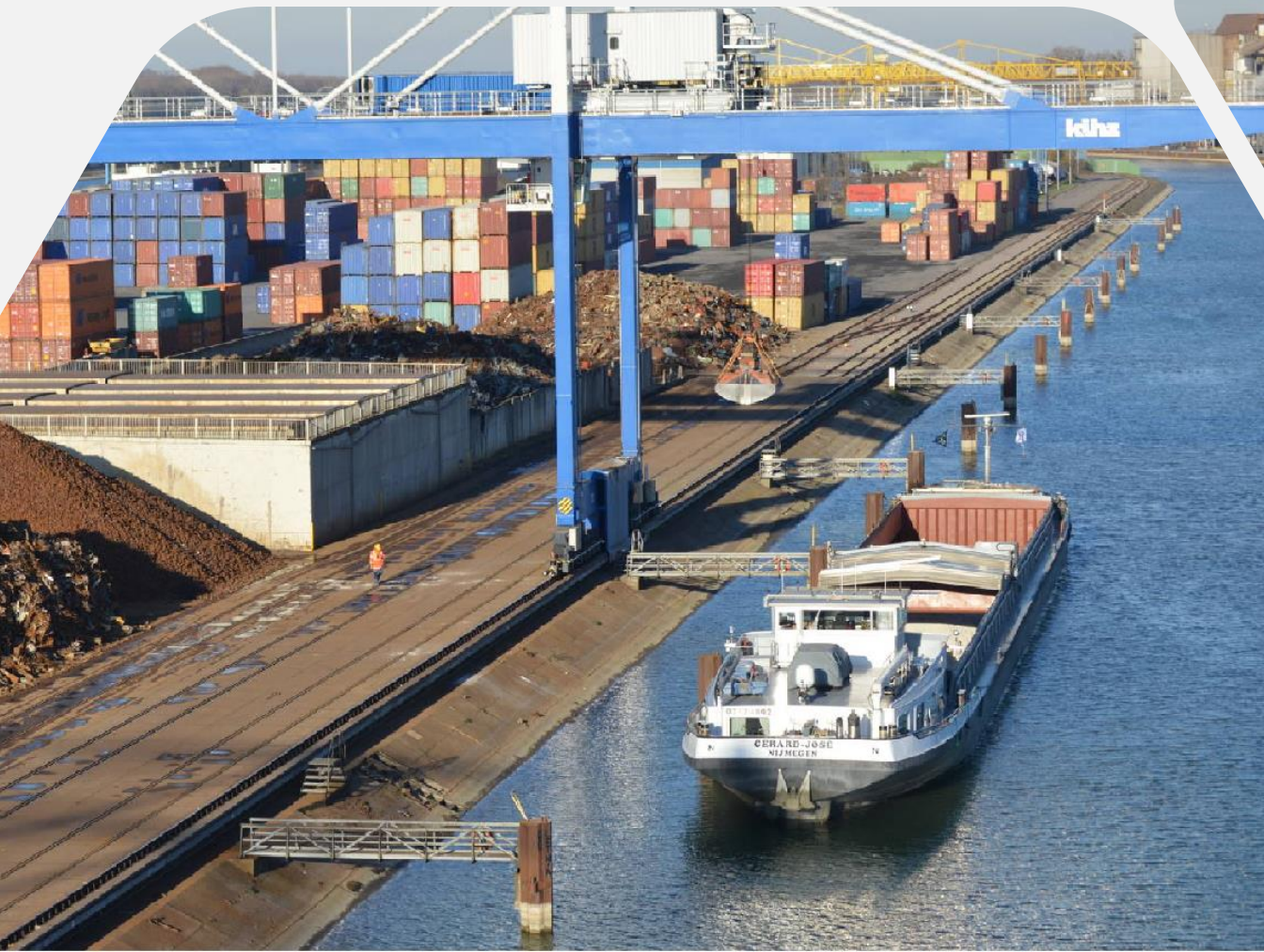




catkin®



Combined Transport.
Finish discussions.

Digitalize!

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

Europe **talks!**



International Organization for Standardization

TAF-TSI Proposal and Budget
Estimate

EMC
17 October 2007

UIC Asia-Pacific
Vision 2050



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	<ul style="list-style-type: none"> • IT driven • Well thought out processes 	<ul style="list-style-type: none"> • Amount of logistic solutions
EU Logistics Sector	<ul style="list-style-type: none"> • Specialists • Multimodal infrastructures • Diversity, many players 	<ul style="list-style-type: none"> • Little transparency • Difficult bookings • Manual <u>plannings</u> • 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:

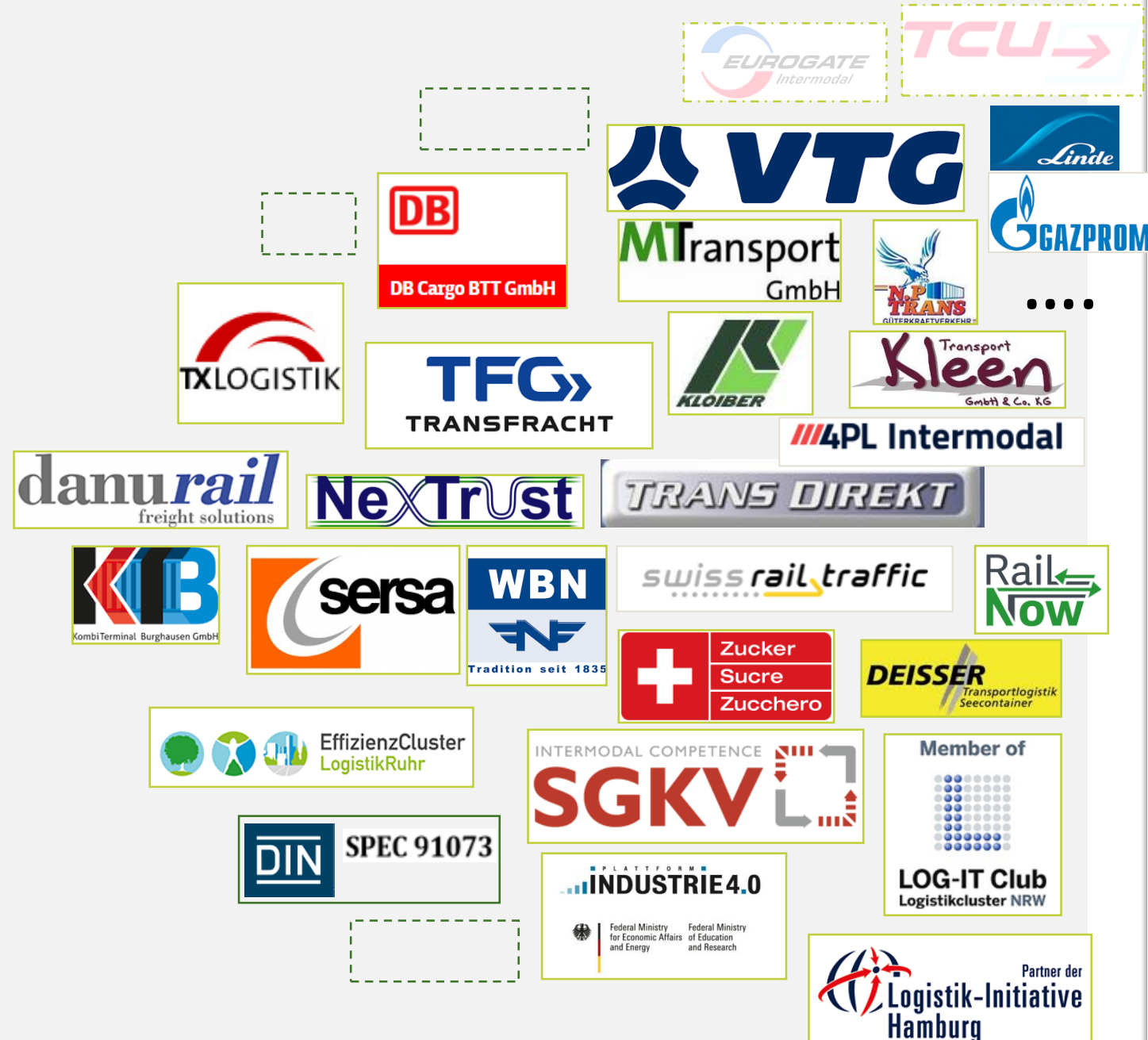
- Train / Wagon position
- Train prenotification

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

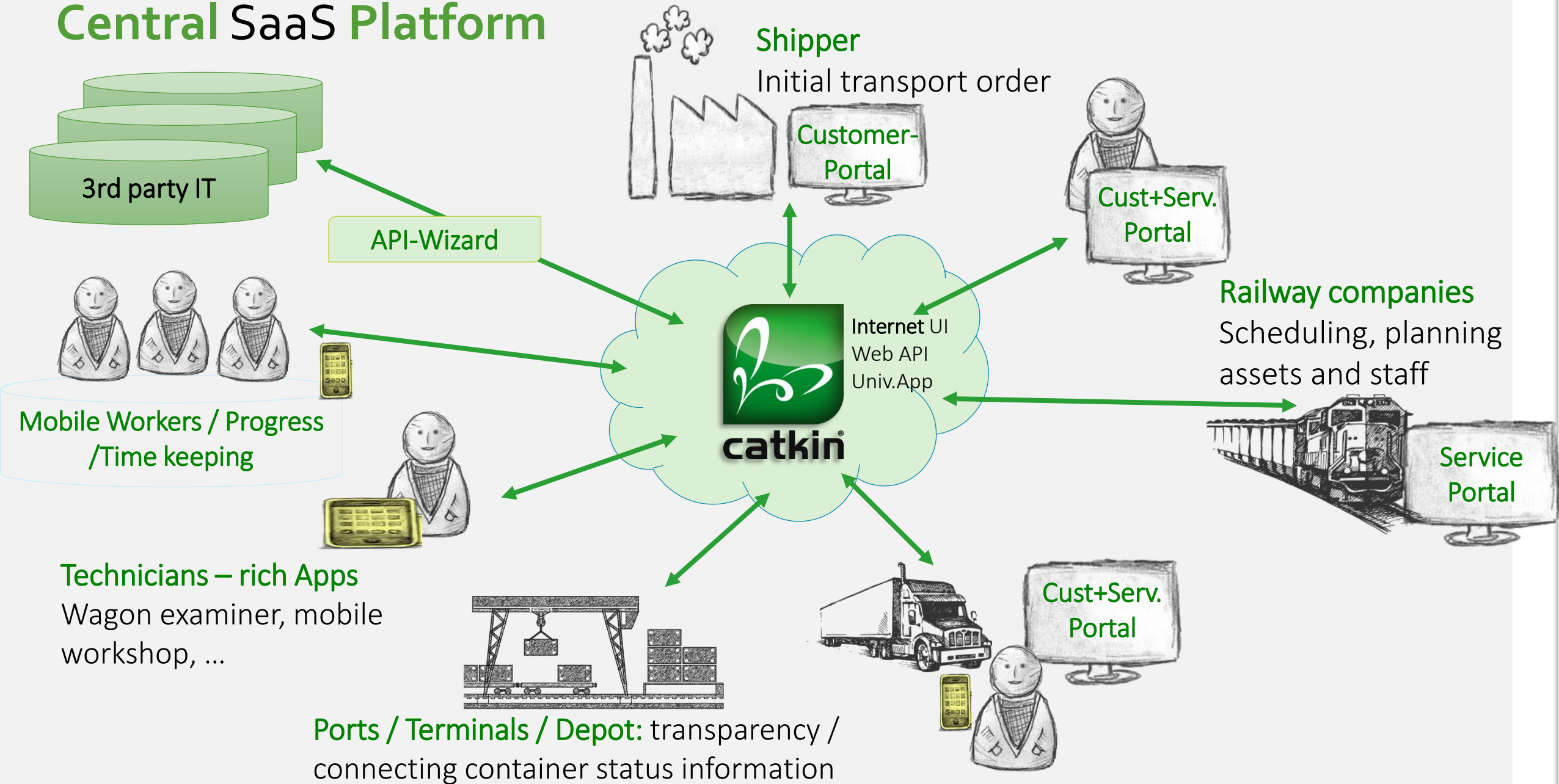


Digitalizing
collaborative
B2B processes



Founded 2013. Dortmund, Germany
IT Systems for Networked Logistics

Central SaaS Platform



Configure a process - then publish for your logistics partners

The screenshot displays the catkin web interface. The top section shows a list of orders with columns for status, ID, Nachrichten, Titel, Zugnummer, Bahnhof, Von, Nach, Auftragsart, geplant Start, Ist Start, geplant Ende, Ist Ende, Auftraggeber, Auftragnehmer, Zugnummer, Benutzer, Hat neue Änderungen, and Aktionen. Below this, there are tabs for various functions like 'Aufträge', 'Fremdverplanungen (AD)', 'Stammdaten', 'Controlling', etc. A detailed view of a specific order is shown, including 'Status von Auftrag', 'Ressourcen Status', 'Kopfdaten', 'Zugdaten', 'Druckansicht', 'Vorgänger / Nachfolger', 'Rechnung', 'Statusübergänge', and 'Änderungsprotokoll'. A map is also visible in the bottom right corner of the detailed view.

Internet monitor

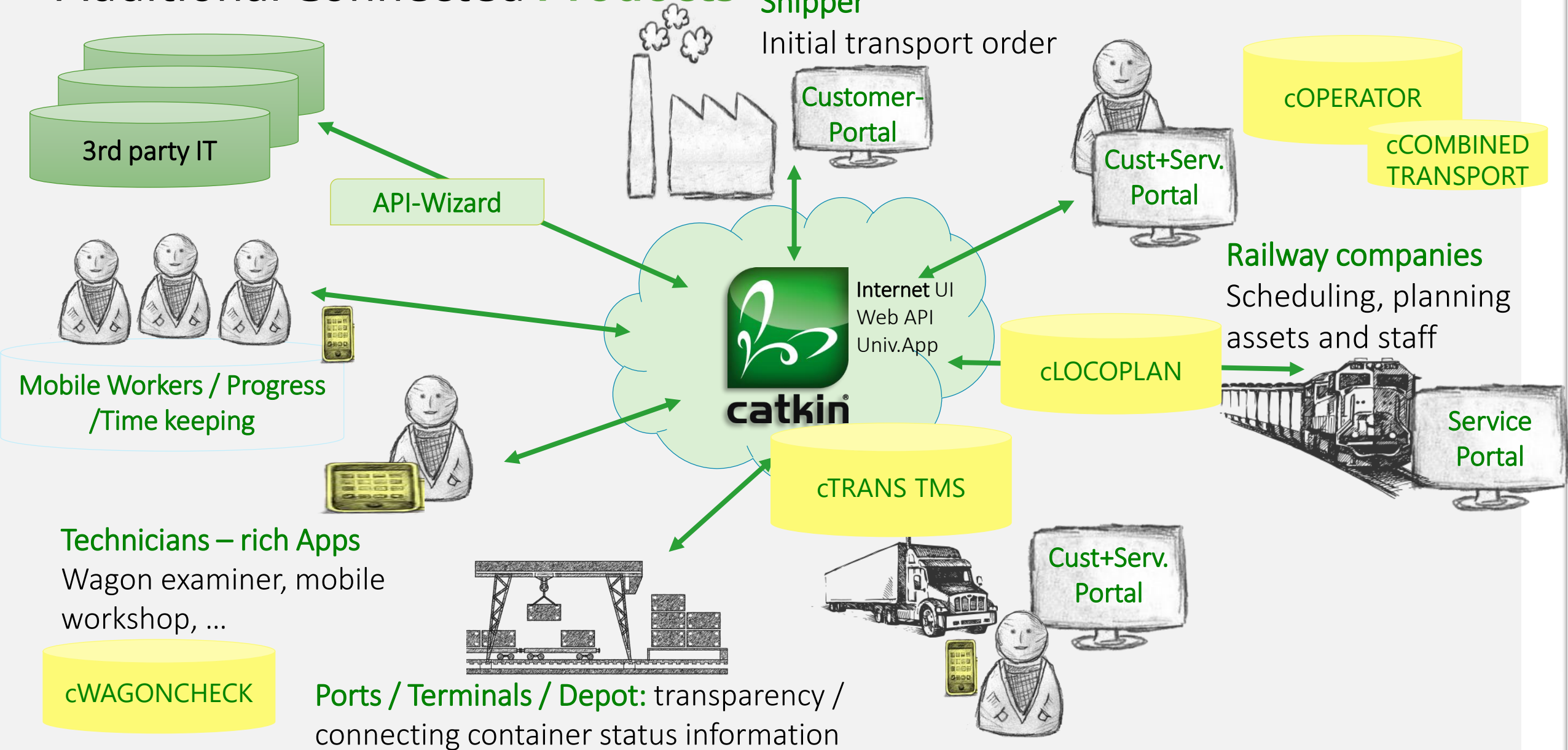
- Overview of all operations
- Exception Handling
- Comm. workflow -Match & Pay

Detail views in Web & App adapt configured service structures



Web API:
Your ERP talks to catkin as well

Additional Connected **Products**



cTRANS Cloud Transport Management System

Neuer Transport

Transportmanagement

Kapazitäten

Import dreher

Neue Aufträge 322

Aufträge

Offene Absattler

Planung

Falsche Orte

Stammdaten

Kunden

Dienstleister

Adressen

Trucks

Chassis

Fahrer

Anforderungen

Ablaufende Anforderungen

Verknüpfungen

Verträge

Distanzmatrizen

Direktfahrten

Trucking Verfügbarkeiten

Preismatrizen

Verträge

Email

Rechnungsabgleich

Aktuelle Gruppe:

Zwischenfälle 0

St.

Referenz

Ziel

Start Gest.

N883-1069006A

DUSS Terminal Ulm

07:00 09:00

N193-1073230

KECK LANG GMBH

07:15 08:30

N193-1073230B

KECK LANG GMBHN193-1073230CN063-1073448N849-1074126AN849-1074617EN024-1073194AN849-1063025N849-1074126BN849-1074160N024-1073199AN024-1074489A

Start / Planung

ADR Bescheinigung

Kranen

KW 18

Mo

Di

Mi

Do

Fr

Sa

So

29 Apr 2019

06:15 - 07:30
20 DC (21.23 to)
N024-1073195A

Absattler 569

Kundenreferenz	Zielort	ContainerNumber
N209-1038743A	DUSS Terminal Ulm 89160 Dornstadt	CMAU1277268
N209-1038786A	DUSS Terminal Ulm 89160 Dornstadt	CMAU1514673
N209-1038742A	DUSS Terminal Ulm 89160 Dornstadt	TLLU4269139
N209-1039040A	DUSS Terminal Ulm 89160 Dornstadt	SEGU6380226
N209-1040659A	DUSS Terminal Ulm 89160 Dornstadt	

Unverplant 323

Status	Fahrer	Termin Gestellung
		28.02.2019 11:00
		05.03.2019 08:00
		05.03.2019 08:00
		05.03.2019 08:00
		05.03.2019 08:00
		05.03.2019 08:00

Unbestätigt 68

Kundenreferenz	Zielort	Status	Termin Gestellung
N209-1040659A	DUSS Terminal Ulm 89160 Dornstadt		28.02.2019 11:00
N209-1054417A	Suedtrikot GmbH & Co. KG 89075 Ulm (Donau)		05.03.2019 08:00
N015-1056343	DACHSER GMBH LIEFERANTENZENTRUM 87700 Memmingen		05.03.2019 08:00
N209-1059635A	Erwin Mueller Versandhaus GmbH 86647 Buttenwiesen		05.03.2019 08:00
N015-1061141	GRUSCHWITZ GMBH TECH-TWIST		05.03.2019 08:00

Abrechenbar 76

Advantages of catkin

3. Basis for new
Business Models
and Technologies

2. Competitiveness
by Automation

1. Digital Operations,
Reduce manual effort

Focus
container transports

Getting **in touch**

catkin® GmbH

Hafenpromenade 3 | 44263 Dortmund

+49 231 187 515-60

Christian.Krueger@catkin.eu

+49 231 187 515-10

Geert-Jan.Gorter@catkin.eu



WWW.CATKIN.EU



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