

# Introduction of Clusters 2.0 UIRR digitalization workshop

April 13<sup>th</sup> 2018



# Introduction ArgusI

2005



PhD Bas  
Supply Chain  
Optimization  
*"Collaborative Logistics  
Transportation networks"*  
A modeling approach to  
Hub Network Design

2007



Start Argusi  
Supply Chain  
Optimization & Synergy



2006

PhD Frans  
Supply Chain Synergy  
*"Horizontal Cooperation in  
Transport and Logistics"*  
A gainsharing  
methodology

Independent **supply chain analyst** since 2007.  
Ready to work together with the latest techniques,  
methods and tools. **Methodical. Analytical. Creative.**  
Complemented with enthusiasm and motivation to  
search for **possible improvements to prevent waste.**

[www.argusi.org](http://www.argusi.org)

# Position of Argusi

At Argusi we want to contribute to the sharing economy in transport and logistics. We apply our optimization tools to find, analyze and support **collaboration projects** in which companies **share transport capacity, facilities, contracts, and expertise**. We do **matchmaking between shippers**, host inspiration sessions, perform **synergy calculations**, and advise on **gain sharing** before and during collaboration projects.

<b>Multiple Networks</b> Collaboration Multiple companies		 Supply Chain Synergy	
<b>Network Structure</b> Locations, links, functions Single company		 Supply Chain Optimization	
<b>Alignment</b> Within the structure			
<b>Scheduling</b> Detailed planning			
	<b>Governance</b> Who does what? Organisation	<b>Design</b> How is it structured? About services	<b>Planning &amp; Control</b> How is it controlled? About resources

Supply Chain Optimization and Supply Chain Synergy related projects and training in a Humanitarian and Emergency environment

Round tables and masterclasses on Supply Chain Optimization and Supply Chain Synergy related topics

# Why we need collaboration in transport

**SOCIAL RESPONSIBILITY**

**ECONOMIC EFFICIENCY**

**SUSTAINABILITY**

**CONGESTION**

**SERVICE**

**COST**



**ROAD TRANSPORTATION HAS 4X MORE CO2 EMISSIONS THAN RAIL/BARGE**

**COST OF CONGESTION IN EU28 IS ESTIMATED @ 1% OF THE GDP OR €170 BILLION**

**420.000 TRUCK DRIVERS ARE NEEDED IN THE EU28 BY 2020**

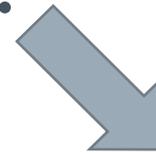
**57% INEFFICIENCY OF WHICH 15% IS LOW HANGING FRUIT VIA COLLABORATION**

**COMPANIES WILL TAKE SOCIAL RESPONSIBILITY IF SUPPORTED BY ECONOMICALLY EFFICIENT MEASURES**

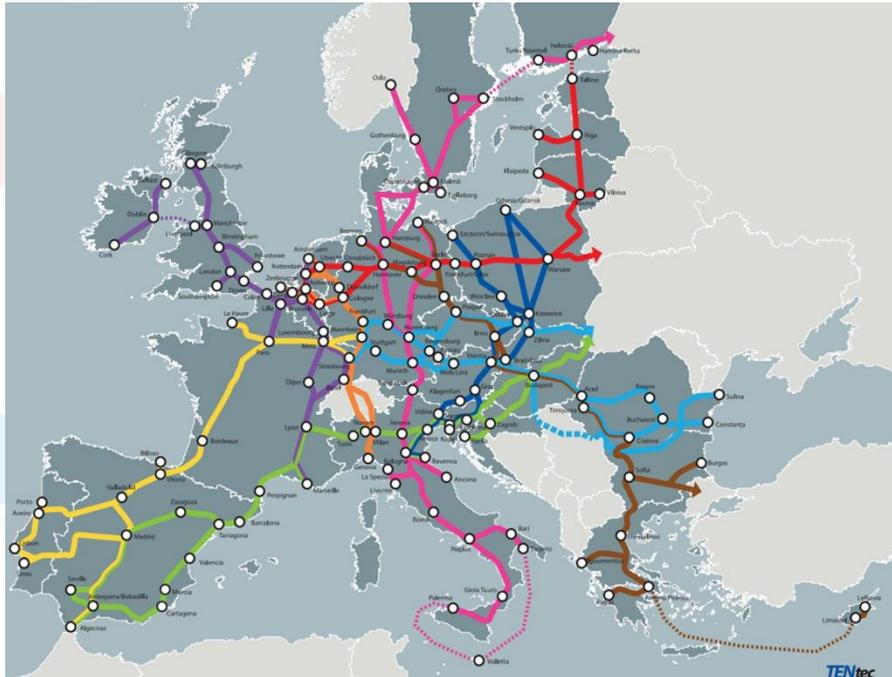
# Can we bundle flows between the important Clusters in the TEN-T by synchromodal connections?



Dourges, Duisburg, Piraeus, Trieste/Bologna, Trelleborg, Zaragoza



***CLUSTERS 2.0 project***

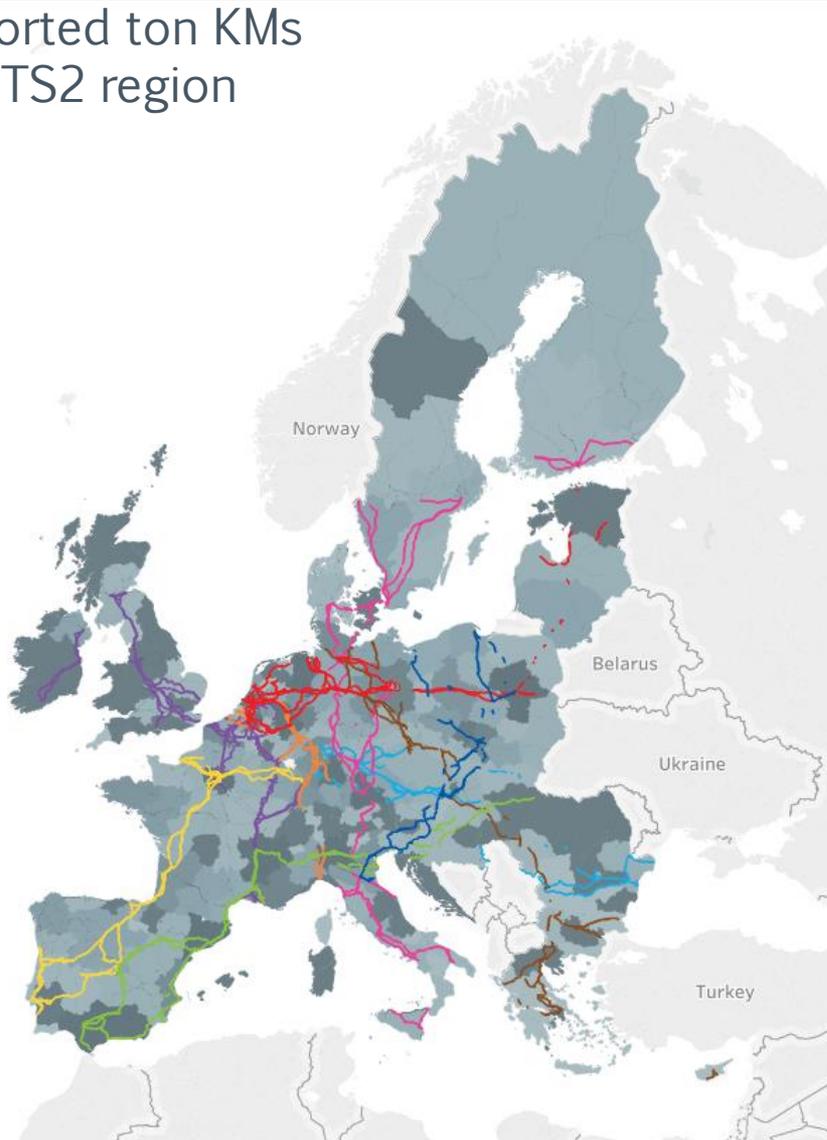


## Next steps

- › Get a combined overview of the transport in Europe and the Ten-T network
- › Zoom in on terminal areas/clusters in the project
- › Zoom in on companies, supported by CargoStream

# Combined overview of the transport in Europe and the Ten-T network

Transported ton KMs per NUTS2 region



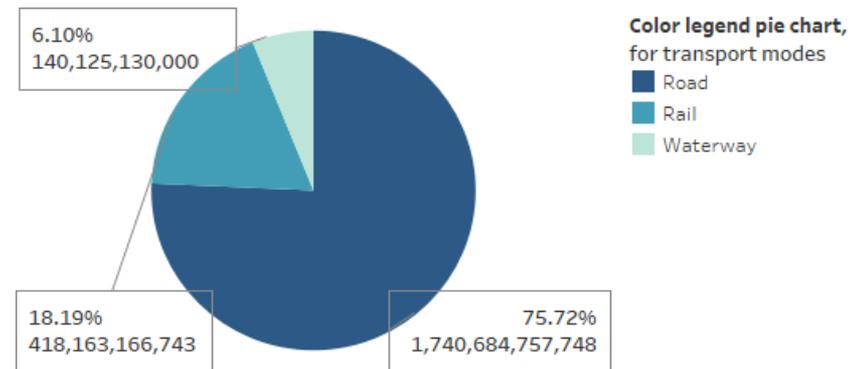
**Color legend map,**

for Ton(KM)s transported and TEN-T corridors respectively, where the Ton(KM)s transported per region are categorized

- 0 - 5,000,000,000
- 10,000,000,000 - 15,000,000,000
- 15,000,000,000 - 20,000,000,000
- 20,000,000,000 - 25,000,000,000
- 25,000,000,000 - 30,000,000,000
- 30,000,000,000 - 35,000,000,000
- 35,000,000,000 - 40,000,000,000
- 40,000,000,000 - 45,000,000,000
- 45,000,000,000 - 50,000,000,000
- 5,000,000,000 - 10,000,000,000
- > 50,000,000,000
- Corridor A
- Corridor B
- Corridor C
- Corridor D
- Corridor E
- Corridor F
- Corridor G
- Corridor H
- Corridor I

Source: EuroStat

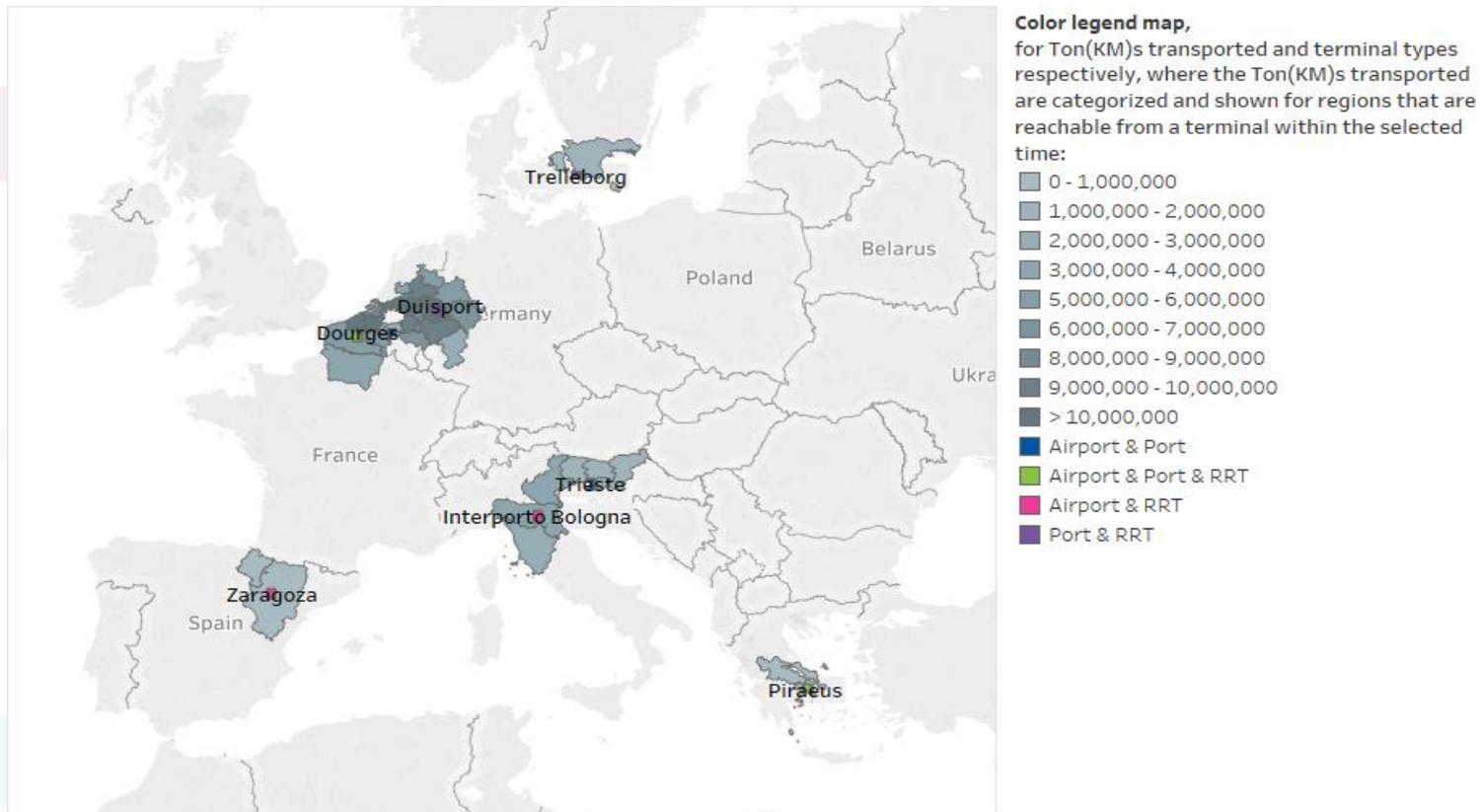
## Total transported ton KMs



# Zoom in on terminal areas (1/2)

## Reachable regions for the terminals

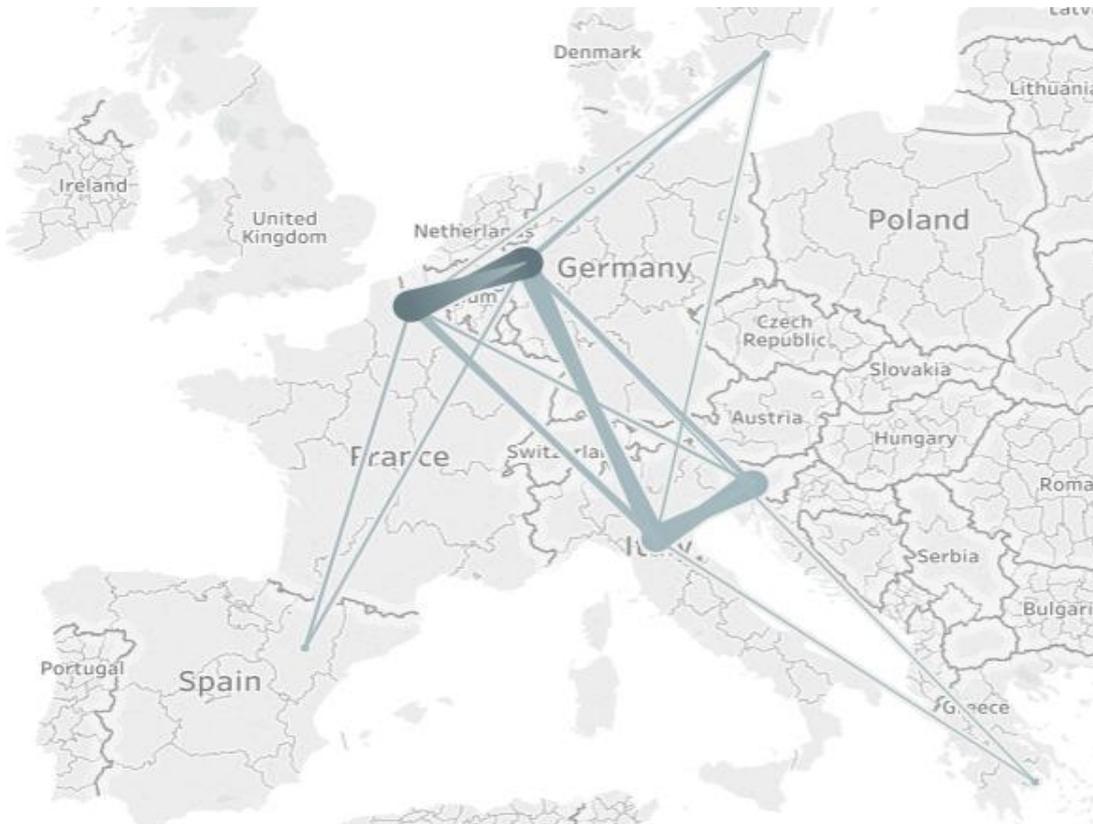
A NUTS2 region is in reach of a terminal if the transport time (by road) to a terminal is less than 2 hours



## Zoom in on terminal areas (2/2)

### Transport between the terminal areas

Map shows the lanes that have enough tons for at least one train (i.e. 150,000 tons per year)



# Zoom in on companies

## CURRENT SITUATION

- Each actor is optimizing with a few usual suspects, resulting in limited volumes, limited insights, limited gains.
- We all act local with ad hoc measures.



## CHALLENGE

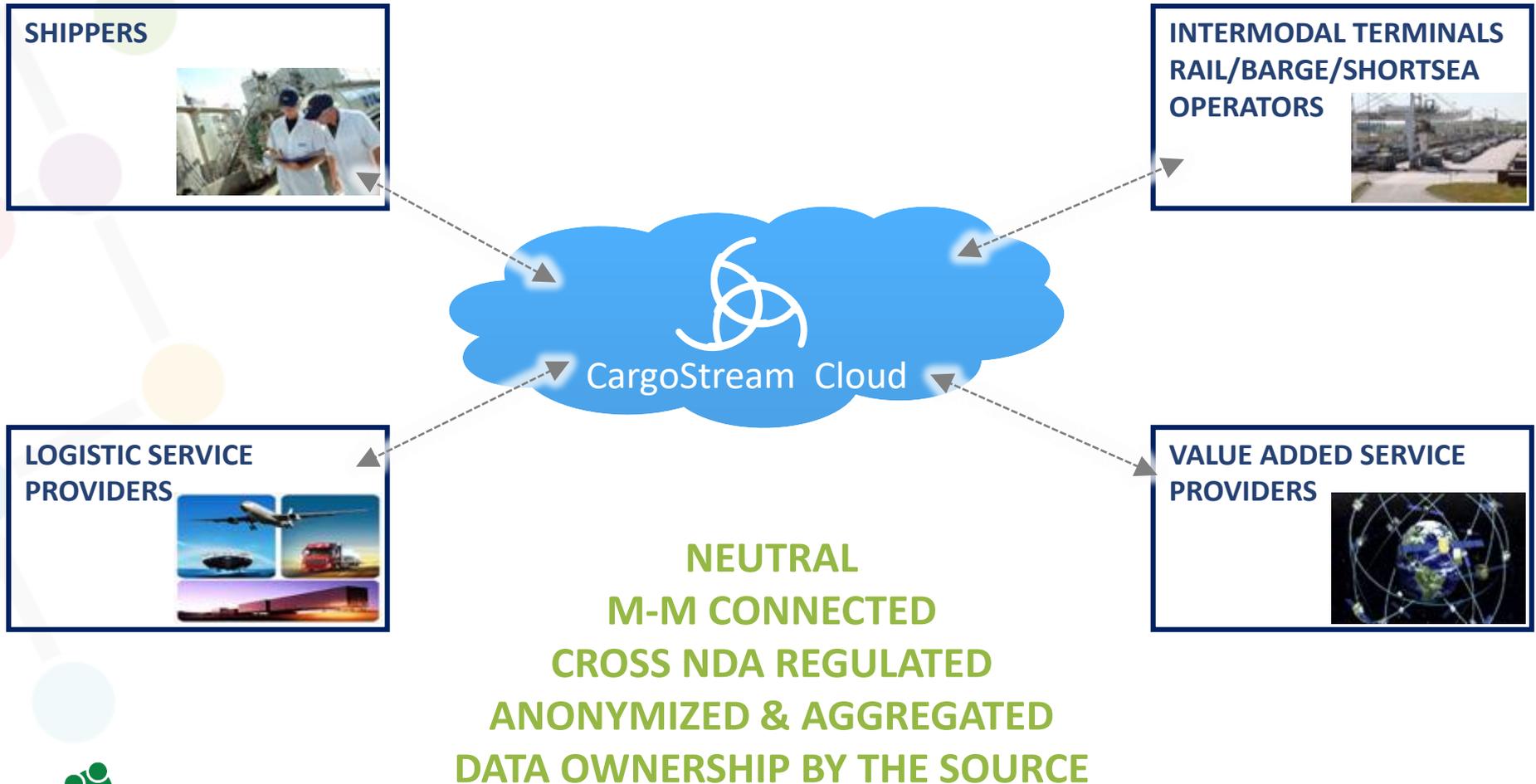
- How to go from local actions to a global playing field?
- How to go from ad hoc measures to a holistic approach?



**WE NEED TO SCALE COLLABORATION**

# How do we scale collaboration

## VIA A DATA SHARING PLATFORM: CARGOSTREAM



# SOME CURRENT MEMBERS

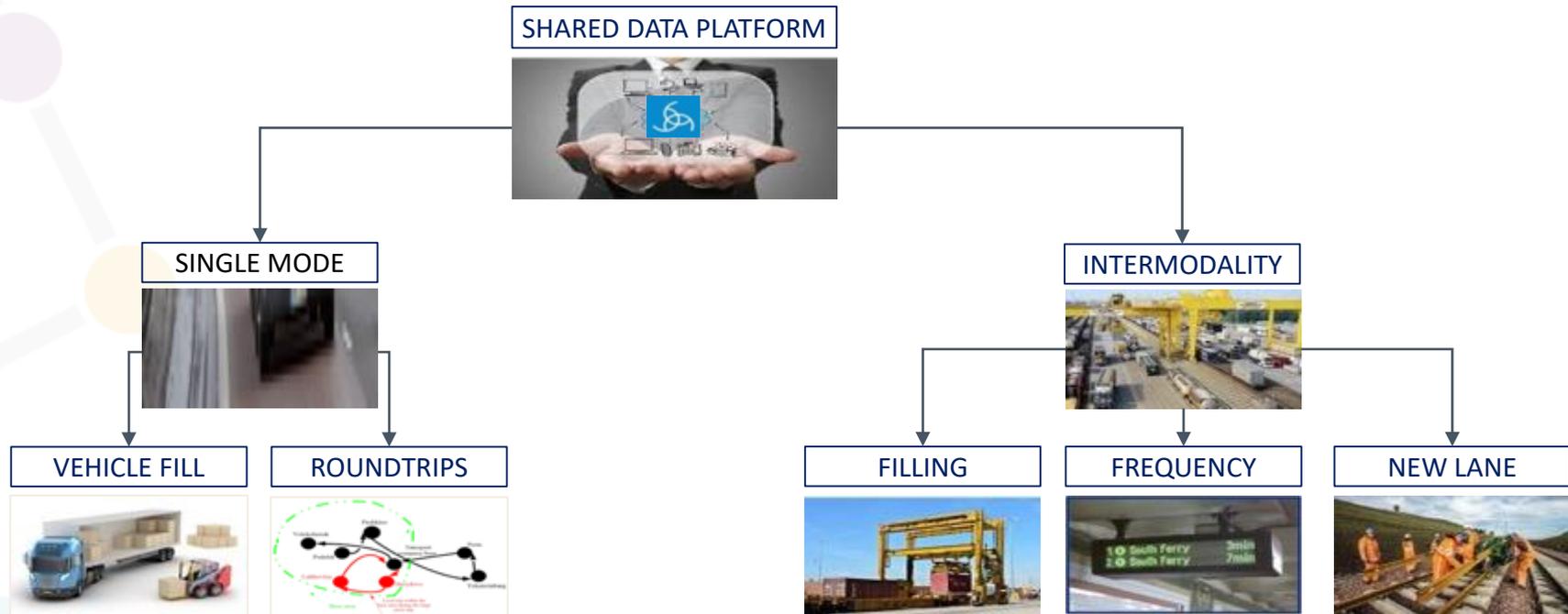


RENAULT



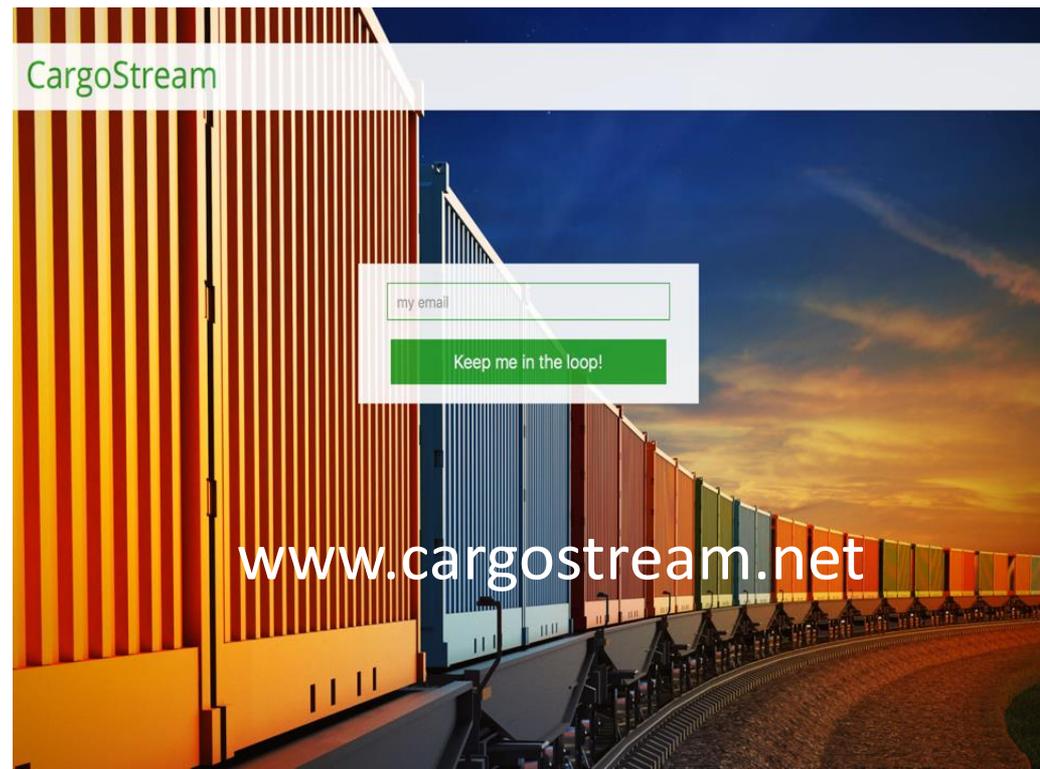
# What can we achieve with CargoStream?

BY JOINING ONE CARGOSTREAM COMMUNITY,  
YOU ACCESS A WIDE RANGE OF OPTIMIZATION POSSIBILITIES



# Optimization possibilities that Argus provides in Clusters 2.0

- › Collaboration and modal shift optimization
  - At macro level based on EuroStat => insights in maximum potential
  - At company level based on CargoStream => matchmaking, synergy calculation, customized insights in own potential





# Clusters 2.0



Questions?

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[info@clusters20.eu](mailto:info@clusters20.eu)

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**JOIN!**

argus I

CARGO  
STREAM

**JOIN CARGOSTREAM AS A SHIPPER.**

**JOIN CARGOSTREAM AS A TERMINAL/OPERATOR.**

**JOIN CARGOSTREAM AS A LOGISTIC SERVICE PROVIDER.**

**JOIN CARGOSTREAM AS A VALUE ADDED SERVICE PROVIDER.**

**JOIN NOW!**



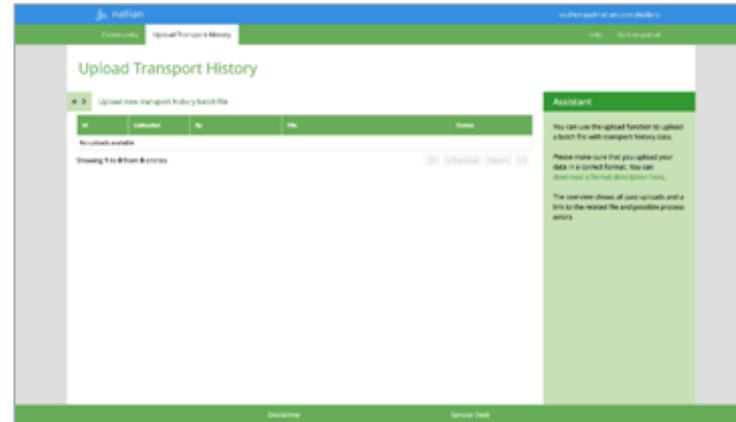
**WELCOME ON BOARD OF THIS OPEN NETWORK**

# Steps to join CargoStream

## 1. Agree with GT&C + NDA



## 2. Upload your transport instructions



## 3. Get bundling suggestions



## 4. Activate membership

### Monthly member fee

Shipper Category (Annual Turnover)	1 year commitment
<b>SME (≤ € 50 million)</b>	<b>€ 250</b>
<b>Large (≤ € 500 million)</b>	<b>€ 500</b>
<b>Enterprise (&gt; € 500 million)</b>	<b>€ 1.000</b>