

IMPORTANCE OF DIGITAL INTERMODAL COMMUNICATION AND COLLABORATIONS

WHAT DO SHIPPERS AND LSP ACTORS NEED?

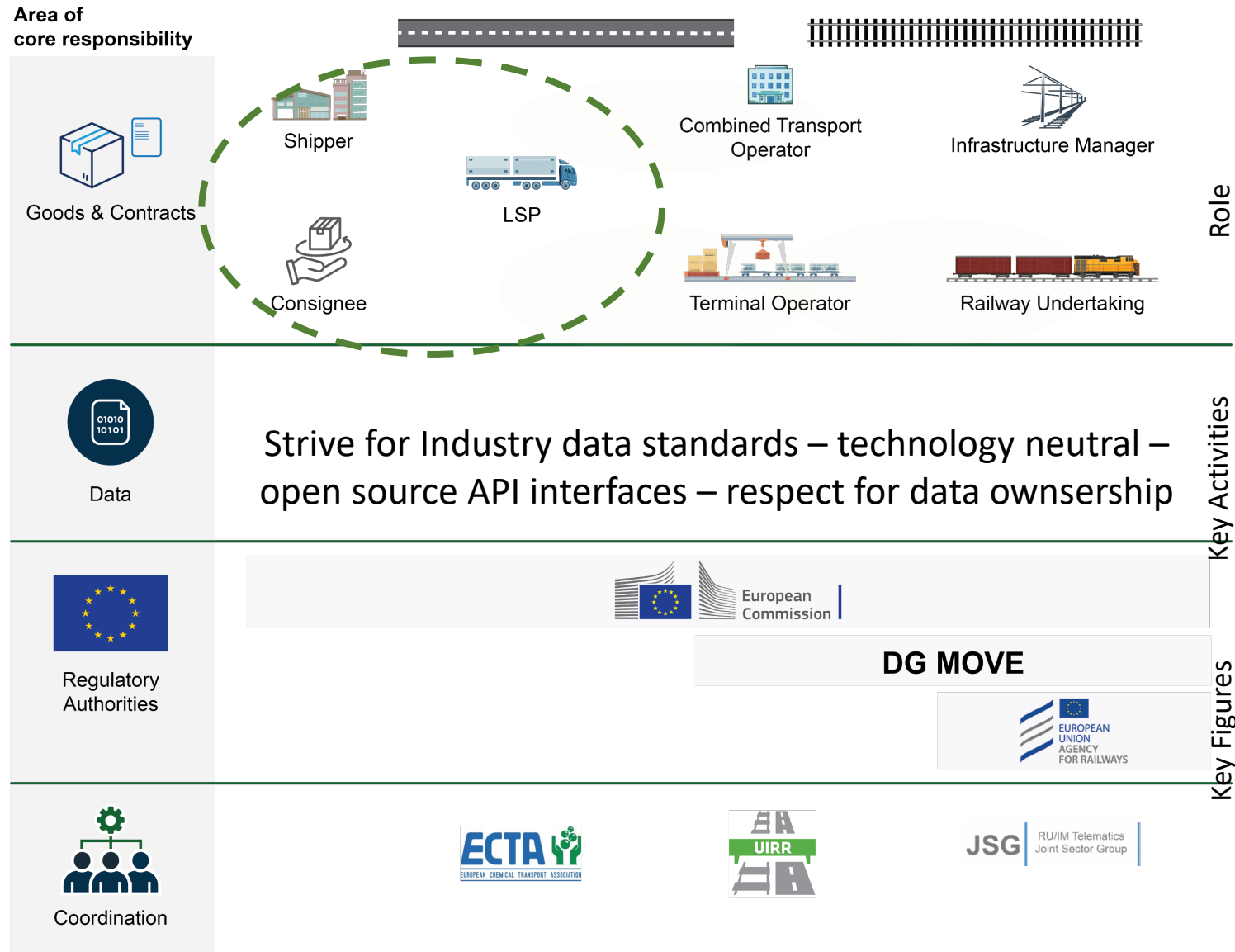
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Who is ECTA? Why is digital collaboration with B2G/B2B standards important?



Non profit
Industry association

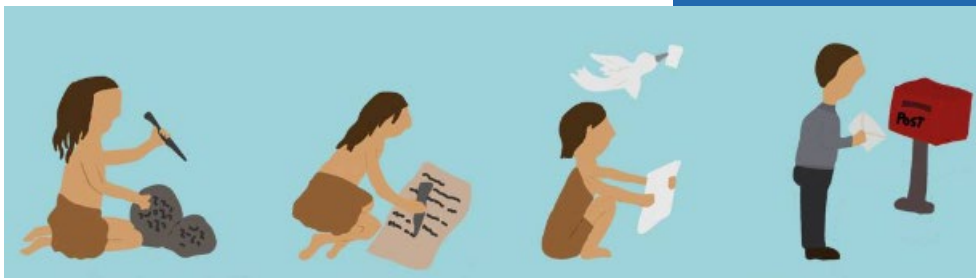


Focused on chemical transport & logistics

- ✓ Responsible Care program with Safety and Sustainability best practices
- ✓ Write and promote Digital data standards
- ✓ ECTA drivers APP to improve Driver shortage and well being
- ✓ Co- founder ECLIC digital collaboration platform

- 120 ECTA members whereof 50% active in intermodal freight

WAY OF COMMUNICATION IS CHANGING DRASTICALLY IN TRANSPORT & LOGISTICS



10.000 years



sms–whatsapp-apps



< 40 years

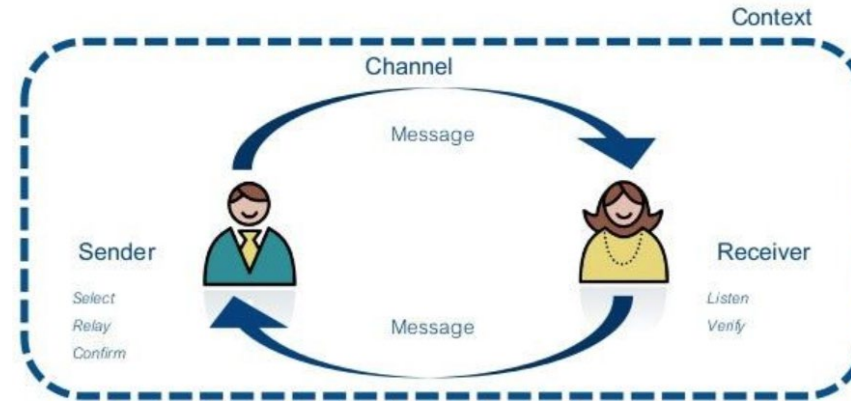
1985.....from “distribution of papers” to “distribution of data sets” 2025

REVOLUTION in BUSINESS COMMUNICATION – BUSINESS CONNECTIVITY – MODERN DIGITAL COLLABORATION

NEED for extra DATA COMMUNICATION GUIDELINES & RULES to improve DECISION MAKING

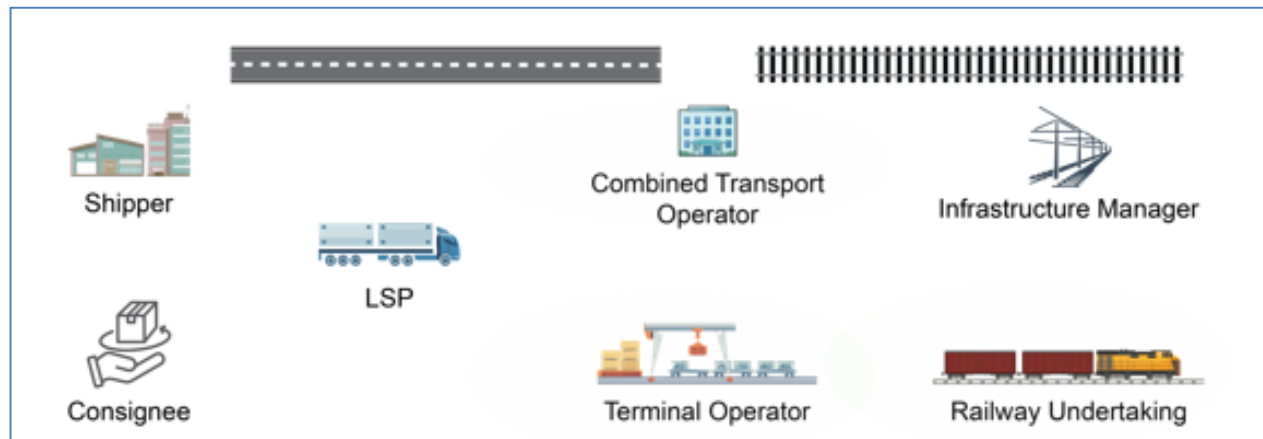
Communication is already complex with 2 parties...

INTEROPERABILITY
same language



TRUST
Common outcome

...and it's even more complex in an intermodal freight context with multiple parties requiring answers or having expectations.

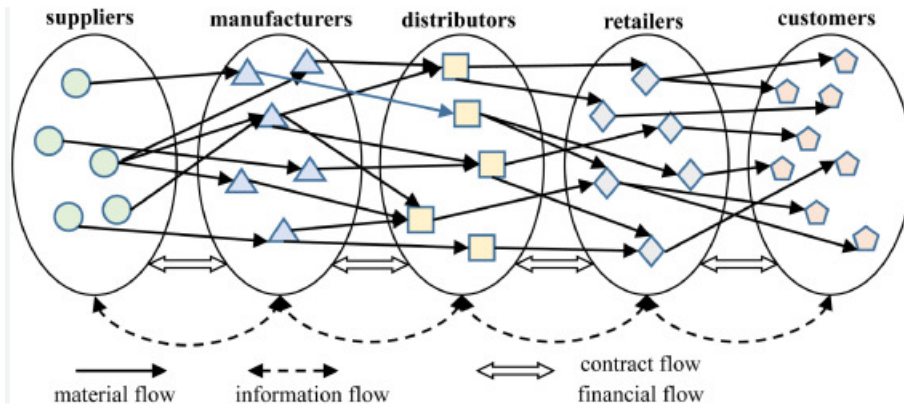


Multiple PARTIES - Senders & Receivers

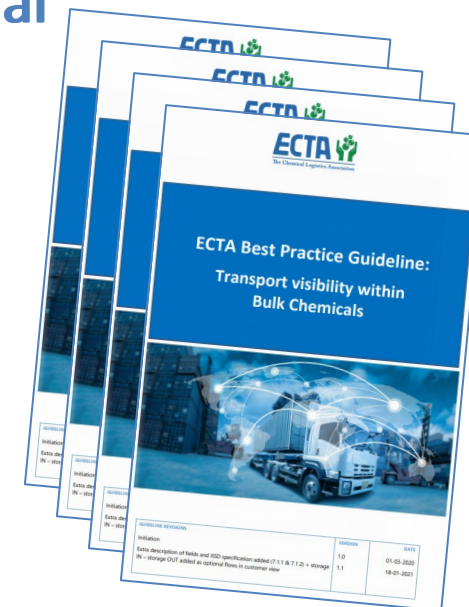
Different SYSTEMS & hand-off points

Fragmented – non uniform
DATA TRANSMISSIONS

SOLUTION is to use modern (real time) communication tools to allow automated “systems to systems” communications BUT first....



....we need to map the “end to end communication workflows” and introduce digital data standards to share data across all intermodal actors while keeping control of own data & decisions

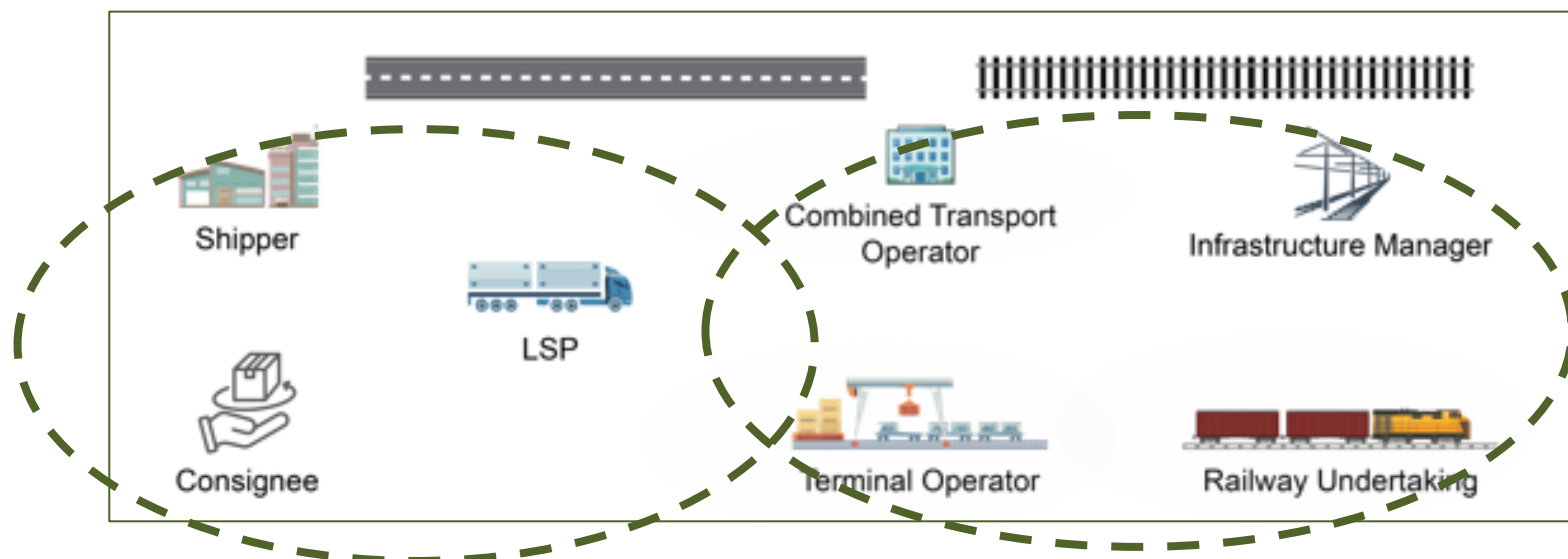


Electronic EFTCO Cleaning Document
EECTD 0000 0000 0301

1 Cleaning station Chemical for use: CLEANCOOL - CLEANING STATION WEST Customer ref. number: 123456789 Equipment type: TRANSPORTER Equipment ref. number: 123456789 Equipment ref. name: SANG Equipment ref. code: 123456789	2 Customer ref. number 123456789	3 Internal ref. 123456789	4 Identification numbers Equipment type: TRANSPORTER Equipment ref. name: SANG Equipment ref. code: 123456789
5 Nature of product Cleaning station	6 Previous load 123456789	7 Next load 123456789	8 Cleaning properties 123456789
9 Cleaning station 123456789	10 Additional services 123456789	11 EFTCO Code 123456789	12 Comments 123456789
13 Cleaner name 123456789	14 Date, Time in 12/12/2023 12:00 (UTC)	15 Date, Time out 12/12/2023 12:00 (UTC)	16 Driver 123456789
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Eclitc
European Chemical Logistics
Information Council

Main requirements and service perception gaps between shipper/LSP's and Rail freight service actors



The end customer sees major shortcomings in missing information links while the rail sector doesn't share this perception

- Requirements shipper:**
- Reliable intermodal transports
 - Price competitiveness
 - OTD Responsiveness to "late arrivals"
 - Accurate data to serve end customer

- Requirements LSP's:**
- ETA-ETP visibility
 - Data sharing quality - accuracy
 - Timely standardized communications
 - Uniform performance KPI's
 - Admin cost reductions

- Main "perception" gaps (*)**
- SC visibility – trustworthy ETA-ETP's
 - Integration of information between IT solutions
 - "On time" performance at (un)loading handoff points
 - Reliable transit times
 - Provide customer centric info (to do exception mgt)
 - Automated notification messages

Standardization of Digital Processes in Intermodal Chains

Goal: Significantly improve competitiveness of intermodal in Europe „door to door“

- **Higher reliability**
 - ➔ real time visibility - ETA
 - ➔ reduced complexity
 - ➔ higher resilience
 - ➔ much less manual data entry & mistakes, better OTD
- **Cost reduction**
 - ➔ overhead costs from 29% ➔ ~15% of total IM costs from terminal to terminal
- Standardization based upon DXI-Ediges standards
- 3 intermodal BP digitalization guidelines being prepared in 2025

What's required to streamline business communications between logistics actors

Business requirements

- Interoperability – standardized data sets – start with ETA-ETP
- Trust - Controlled and governed data sharing
- Respect for data ownership - share limited data sets with a PURPOSE
- Compliant and in line with EU regulations (eFTI)
- People mindset – willingness to work together

System requirements

- Simplified, industry standard IT systems & interfaces
- Business to Business IT investments
- Clear data governance
- “Connect One – Connect many”





Thank you!

In terms of communication and data exchange Where is the biggest perception gap between a shipper vs the railsector?



Figure 4. ALICE survey 2022. Perception gap on all 12 detailed performance criteria. Shipper perception versus rail sector.