TransFollow

A GS1 Enabler

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10th October 2017; Brussels
Agenda

- History TransFollow
- e-CMR
- TransFollow platform / GS1
- Advantages
- Call to action
TransFollow history

- Golden era start-up
- POD since 1685
- Local shipper’s address
- Founding fathers CMR
- Established by the Dutch logistic associations
- From the market: neutral and independent
- Focus on (freight related) data exchange
- No commercial focus on data as business model
- Strong cooperation with the IRU since 2016
The standard for the digital consignment note

TransFollow

VIDEO LINK
Some figures

**The Netherlands**

- 40.000.000 CMR
- 100.000.000 AVC
- 265.000.000 Paper POD/SOG
- 405.000.000 drops annually

**EU28**

- 377.000.000 CMR in cross border traffic
- 54 CMR countries
- 166.000 trees
- 15.000 pallets of paper CMR’s
- 600 trucks of paper CMR’s
## Processing costs CMR

### Paper

<table>
<thead>
<tr>
<th>Item</th>
<th>Activity</th>
<th>Time (in min)</th>
<th>Costs (in €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issue</td>
<td>Printing</td>
<td>1</td>
<td>€ 0.31</td>
</tr>
<tr>
<td></td>
<td>Distribution</td>
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<tr>
<td>Use</td>
<td>Signing</td>
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<td>€ 1.54</td>
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<td>Retrieval (1%)</td>
<td>0.15</td>
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<td>Status update</td>
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<tr>
<td></td>
<td>Archive</td>
<td>3</td>
<td>€ 0.93</td>
</tr>
<tr>
<td></td>
<td>Sent POD</td>
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<td>€ 1.54</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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<td></td>
<td><strong>€ 6.23</strong></td>
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</tbody>
</table>

Administrative hassle retrieval of CMR costs € 15,00 !!

### e-CMR

<table>
<thead>
<tr>
<th>Item</th>
<th>Activity</th>
<th>Time (in min)</th>
<th>Costs (in €)</th>
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<td>Use</td>
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<td>5</td>
<td>€ 1.54</td>
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<tr>
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<td></td>
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<td></td>
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<tr>
<td><strong>Total</strong></td>
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<td></td>
<td><strong>€ 1.69</strong></td>
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</table>

All e-CMR’s retrievable with a click.
TransFollow

- e-CMR is the vital puzzle piece for Supply Chain visibility (remove the Chinese whisper in the logistical chain)
- e-CMR is unstoppable and could help to deploy the GS1 standards further
- Solves the returnable transport items (RTI) issues regarding visibility/administrative burden
- Independent, neutral carrier for shipment related data!
- From the industry, for the industry
E-CMR

Legislative

- CMR convention
- United Nations
- Equivalent to CMR
- Made out by electronic communication
- Same particulars as CMR

Content

- Electronic signature uniquely linked to signatory
- Identification of signatory
- Means under sole control
- Linked to data: subsequent change of data detectable
Overview of developments - countries

Ratified countries

- Bulgaria
- Czech Republic
- Denmark
- Estonia
- Latvia
- Lithuania
- France
- Netherlands
- Slovakia
- Slovenia
- Spain
- Switzerland
- Turkey
Overview of developments – TF connected

- Belgium – pilot government
- Benelux – pilot 01-12-2017
- Portugal – start up
- Greece – pilot on its way
- Poland – pilot with Czech Republic
TransFollow platform
TransFollow system components

- **Public API**
  - developer.transfollow.com

- **TSSC**
  - developer.transfollow.com

- **Portal**
  - tf

- **Apps**
Public API

- Open API, accessible to all systems
- System and user authorisation and authentication mechanisms
- Very well documented
- Easy to connect
Platform

• Centralized, fully secure
• High availability (target 99.99%)
• Storage, distribution and archiving of consignment notes
• Governance, distribution and storage of transactions
GS1 and TransFollow

Green in TransFollow
Orange partly in TransFollow
Red not in TransFollow
Available in TransFollow

- **SSCC (Serial Shipping Container Code):** available in TransFollow transactions (at structured goods level, per line)
- **GRAI (Global Returnable Asset Identifier):** available in TransFollow (at RTI level, per line)
- **GTIN (Global Trade Item Number):** available in TransFollow (at structured goods level, per line)
- **GLN (Global Location Number):** available (per party/address)
Advantages

- Reduce paper
- No CMR check required
- Access to all CMR’s
- Instant proof of delivery
- ETA visibility
- Reduce costs & failures
- One protocol for all LSP

- Improve efficiency (stay in truck)
- CMR always obtainable
- Real-time Proof-of-Delivery
- Reduced administration
- Faster payment
- Safety

- Reduce paper
- Secure and legally correct signature
- Pictures / remarks to be added to CMR
- Supply chain visibility
Call to action

GS1/TransFollow cross border showcase
- RECADV / GLN / SSCC scanning on eCMR
- Intensive implementation support / consultancy
- International exposure
- Valuable long-term conditions

GS1/TransFollow RTI showcase
- GLN / GRAI
- Intensive implementation support / consultancy
- National exposure
- Valuable long-term conditions