

## Introduction to NexTrust

May 2015-November 2018

## What is NexTrust?

- A 42 month, European Commission (EC) funded project to encourage the *“Fostering (of) synergies along the supply chain (including e-commerce)”*
- The EU grant was awarded from the Horizon 2020 competition entitled: *“Fostering synergies alongside the supply chain (including e-commerce)”*
- The project brings together 31 consortium partners from across Europe working together in over 20 pilot cases
- Collaboration can be a buzz-word; there are many initiatives in use: Control Towers, 4PL solutions, etc. **We believe that to provide real scalable collaboration we need innovative business models to unlock the benefits. The project pilots will test and verify in real-market conditions, these innovative business model approaches to collaborative logistics for future market uptake.**

## Why is the Project Needed?

Many experienced Supply Chain Managers believe that the unlocking of more efficiencies and sustainability in the Supply Chain requires active collaboration between companies.

- There are many barriers to collaboration in the supply chain, many real, many are myths and some are 'not invented here' problems
- Companies tend to try and optimise their own supply chain but many inefficiencies cannot be resolved
- Companies are wary of change in the supply chain as change can easily affect customer service
- Companies feel supply chains are a point of competitive difference, but all too often differences come at a cost (unknown)
- Companies need examples of successful collaboration to persuade themselves that such working methods will be good for them

NexTrust will show that collaboration will work to reduce cost, reduce environmental impact and simultaneously raise customer service.

## What will the Project achieve?

### Objective:

- Increase the efficiency and sustainability levels in the logistics supply chain by developing trusted, collaborative networks that enable horizontal and vertical collaboration across shippers, industry sectors, and last mile (e-commerce) in the European logistics market
- The project aims to:
  - Reduce deliveries by 20%, in turn reducing congestion
  - Reduce greenhouse gas (GHG) emissions by 50%
  - Increase load factors by 50%
  - Highlight the barriers to collaboration and suggest proven ways of eliminating them

## Consortium partners at a glance



Belgium & Luxembourg



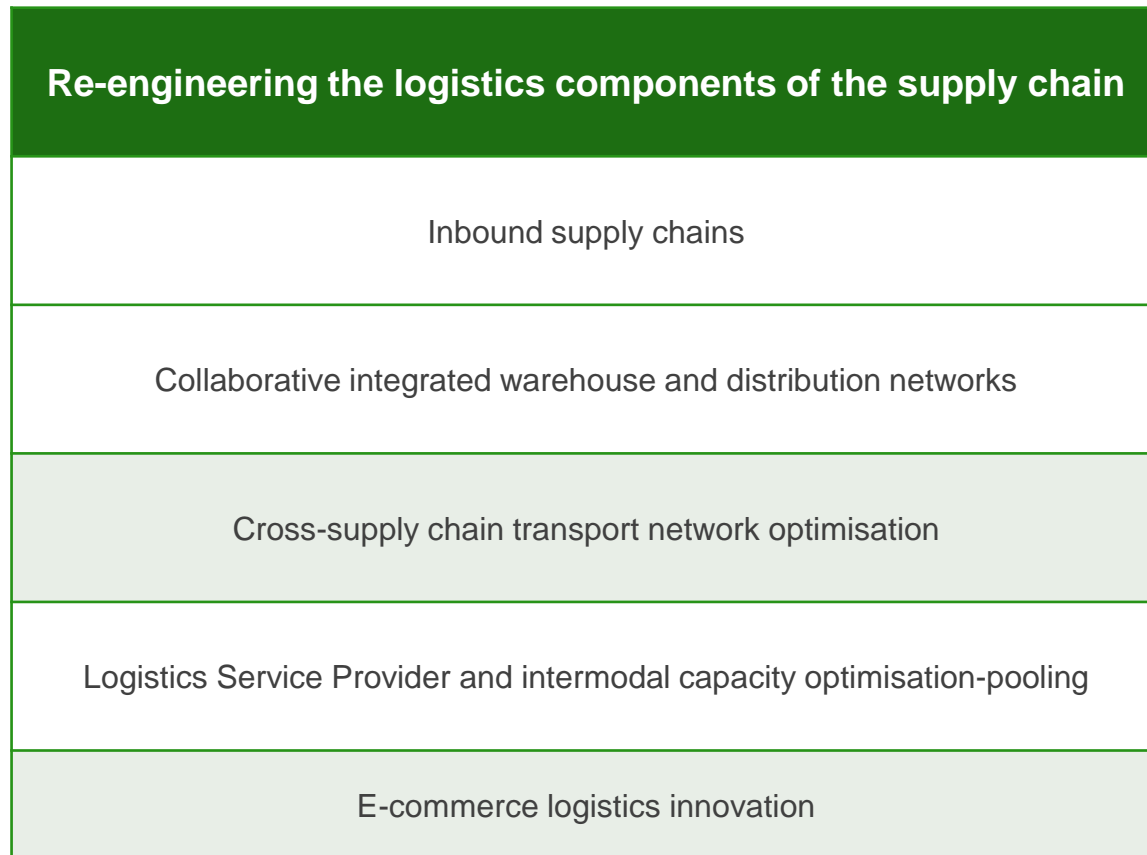
Germany



Switzerland



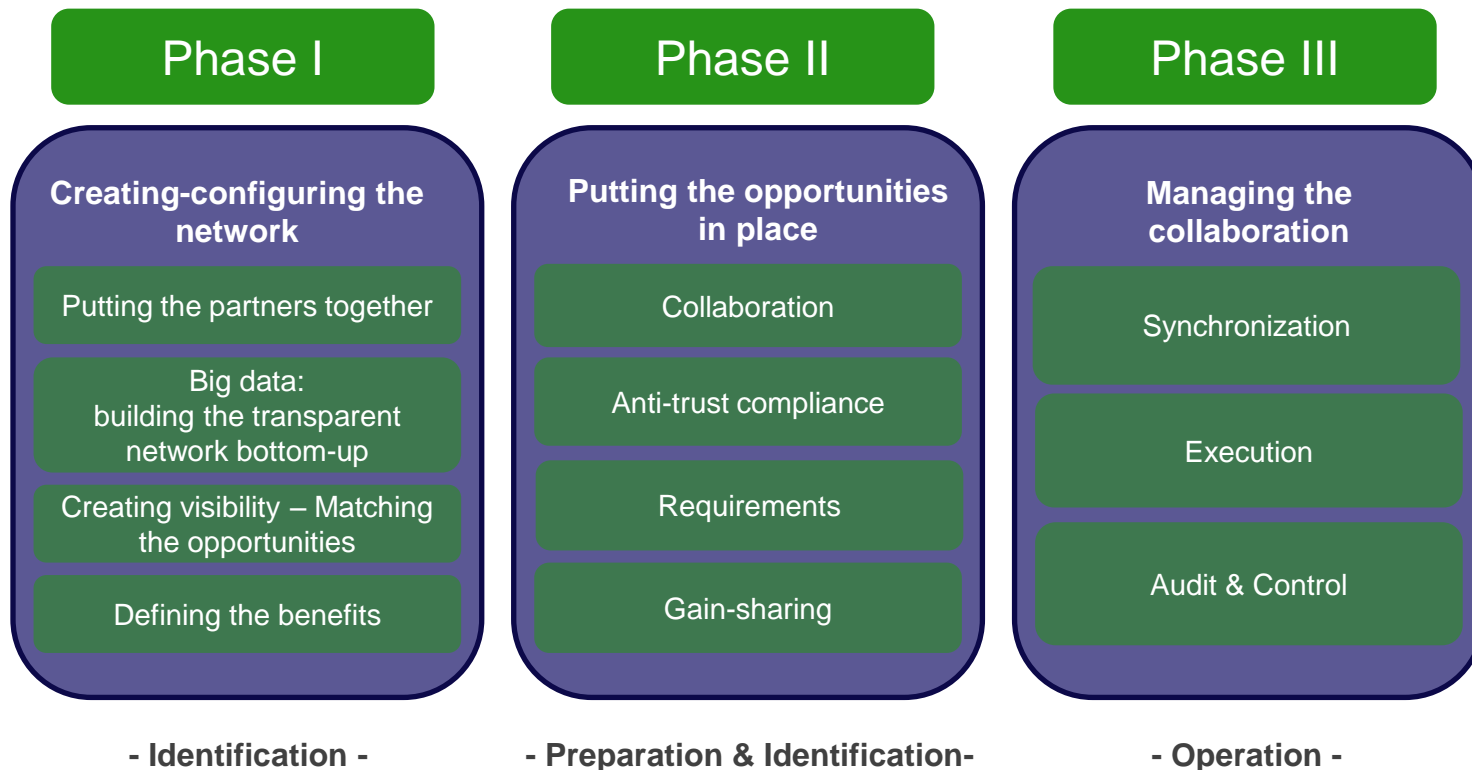
## Our Supply Chain of Opportunity



**Insert Specific pilot description from WP1/2 depending on participant.**

## How will pilots work?

NexTrust pilots will follow a tested 3-step methodology:





## What benefits can you expect?

- By working with and learning from like minded people, problems can be solved through new, innovative business models
- Consolidated deliveries into Full Truck Loads (FTLs); better truck utilisation to reduce CO<sub>2</sub> and congestion in communities and at the logistic nodes (eg. distribution centres)
- Access to potential backhaul/continuous FTL movements; better truck utilisation
- Opportunities for modal shifts to reduce CO<sub>2</sub> and noticeably cut road transport volumes
- Access to the latest research and peer review

## What benefits can you expect (2)?

- These pilots entail a multi-step process, starting with the collection of your organization's FTL, rail, and LTL European wide structural transport flows.
- The flows we collect will be matched anonymously (by a Trustee) against the flows of other shippers to identify potential "bundles" of flows (both FTL and LTL) moving in a similar direction under various scenarios, as well as potential FTL flows that can be matched with others for back hauls and continuous move opportunities that have the potential to reduce empty running.
- **Cost savings and CO2 reduction benefits that are derived from the pilots will accrue to the pilot participants. Additionally, benefits from pilots that are successfully implemented can be expected to continue after the project completion.**

## What will participation involve?

- A willingness to follow the NexTrust project protocols/methodologies; this is NOT a benchmarking exercise.
- Submission of your transport data for matchmaking opportunities
  - All data shared is protected under the Non-disclosure agreement (NDA)
- Pilots are designed to complement current operations, however time resource will be needed to attend meetings (primarily online)

## What will participation not involve?

- These discussions must and will take place in a way that meets the needs of the EU Anti-trust legislation and the data matching will be done by the Trustee (an independent third party). Thus matters of a market commercially sensitive nature: product pricing, margins and market shares cannot be discussed at all.

## Further information

- [NexTrust website](#)
- [NexTrust press release](#)