

**NexTrust Workshop:**  
**Legal Aspects of horizontal collaboration**  
**& FTL pilot case results**

*Rotterdam, Tuesday 25<sup>th</sup> September 2018*

**Provisional Agenda**

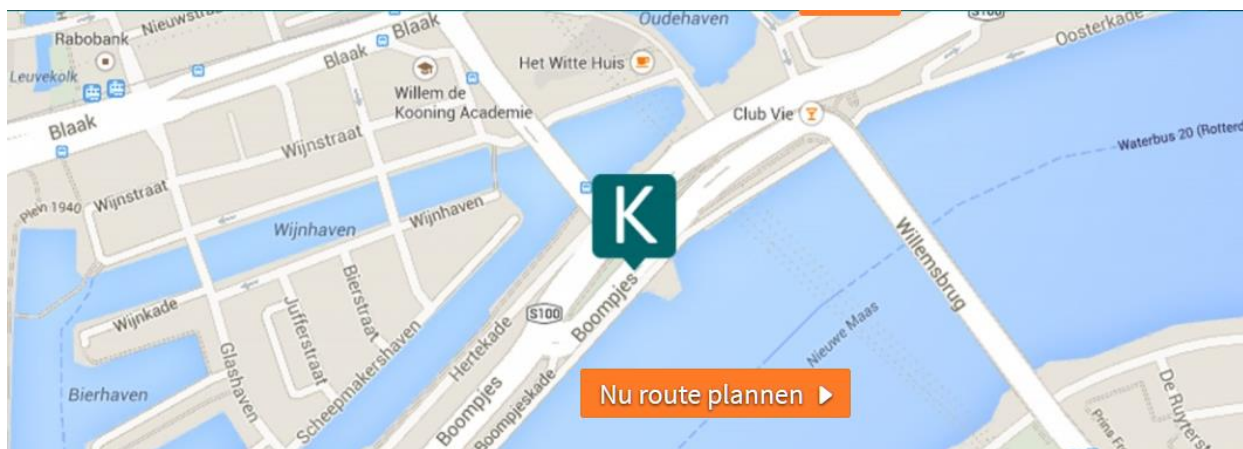
<b>09.30</b>	<i>Registration Process &amp; Welcome Coffee</i>
10.00	Welcome & introduction
10.10	NexTrust research project, introduction: <ul style="list-style-type: none"> <li>- Background and concept of the research project for horizontal and vertical collaboration</li> </ul>
10.20	The introduction of the 'neutral trustee' as a new player in the supply chain market <ul style="list-style-type: none"> <li>- the general role of the trustee, carriers and shippers in freight transportation</li> </ul>
10.30	Legal Aspects of horizontal and vertical collaboration: <ul style="list-style-type: none"> <li>- competition law</li> <li>- IT, IP law, privacy law</li> <li>- International transport law</li> </ul>
12.00	NexTrust in practice: <ul style="list-style-type: none"> <li>- 3-steps to successful horizontal collaboration</li> <li>- Results of Full-Truck-Load (FTL) pilot cases</li> </ul>
12.30	Question & Answer session
13.00	<i>Sandwich Lunch</i>
<b>14.00</b>	<i>Official end of Workshop</i>

*"Building sustainable logistics through trusted collaborative networks across the entire supply chain"*

This project has received funding from the EU Horizon 2020 research & Innovation programme under grant agreement 635874

## Workshop Location

**Offices of:**  
**Kneppelhout Korthals Lawyers**  
**Gebouw Willemswerf**  
**Boompjes 40**  
**3011 XB Rotterdam**



### **Route planner in google maps**

<https://www.google.nl/maps/dir//Kneppelhout+%26+Korthals+Advocaten,+Boompjes+40,+3011+XB+Rotterdam/@51.917038,4.491326,17z/data=!4m9!4m8!1m0!1m5!1m1!1s0x47c43342dc55093b:0xbc2913b4de7d8aa0!2m2!1d4.491326!2d51.917038!3e0>

**Parking available**

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## Background Information

In cooperation with several multi-national manufacturers and retailers, we are as trusted facilitators coordinating test cases as part of the EU-Horizon 2020 funded NexTrust project.

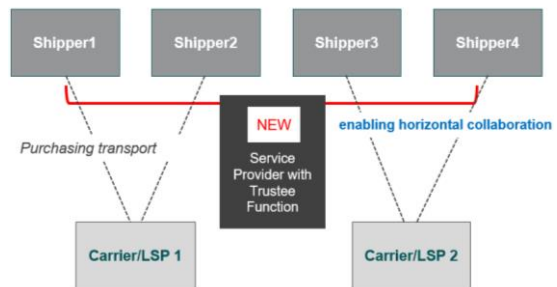


## The new way of working together

NexTrust is a complementary approach to the European transport market, an *innovative business model* where shippers and carriers are collaborating together to reduce empty kilometers or shift traffic to intermodal solutions.

All these in an environment where anti-trust and corporate compliance rules are strictly respected to meet highest legal standards.

## Collaboration with Disruptive Business Model



As a neutral entity (trustee), we are acting as a facilitator in the collaboration process. We help to distinguish what can be communicated among partners (protected visibility) and what information cannot be exchanged (blackbox – restricted), in particular, commercially sensitive information. We are as trustees assisted by the NexTrust legal partner, Dutch law firm Kneppelhout & Korthals Lawyers for any legal questions which may arise.

We are analyzing as trusted partners the structural full-truck-loads (FTL), which are running across Europe from production plant to distribution centers. With the IT platform by Giventis, we identify matches and synergies of thousands of FTL flows across Europe, which then can be implemented by the carriers as joined, collaborative freight lanes. The shippers and carriers are committed to cooperate in a fair and trusted environment. As trusted facilitators, we are responsible for calculating the fair risk and benefit share among the partners.

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**Workshop Carrier Invitation & Registration**

For any further questions at this stage, please feel free to contact us.

Yours sincerely,

*Jikke Biermasz, Kneppelhout Korthals Laywers BV*  
*Tamara Trarbach, Kneppelhout Korthals Laywers BV*  
*Dr. Patrick STUMM, Pastu Consult Sprl*  
*Mike BOGEN, Giventis International BV*  
*Martin Chilcott, 2degrees Ltd*  
*Charles Wark, 2degrees Ltd*



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