



The Trailer Company.

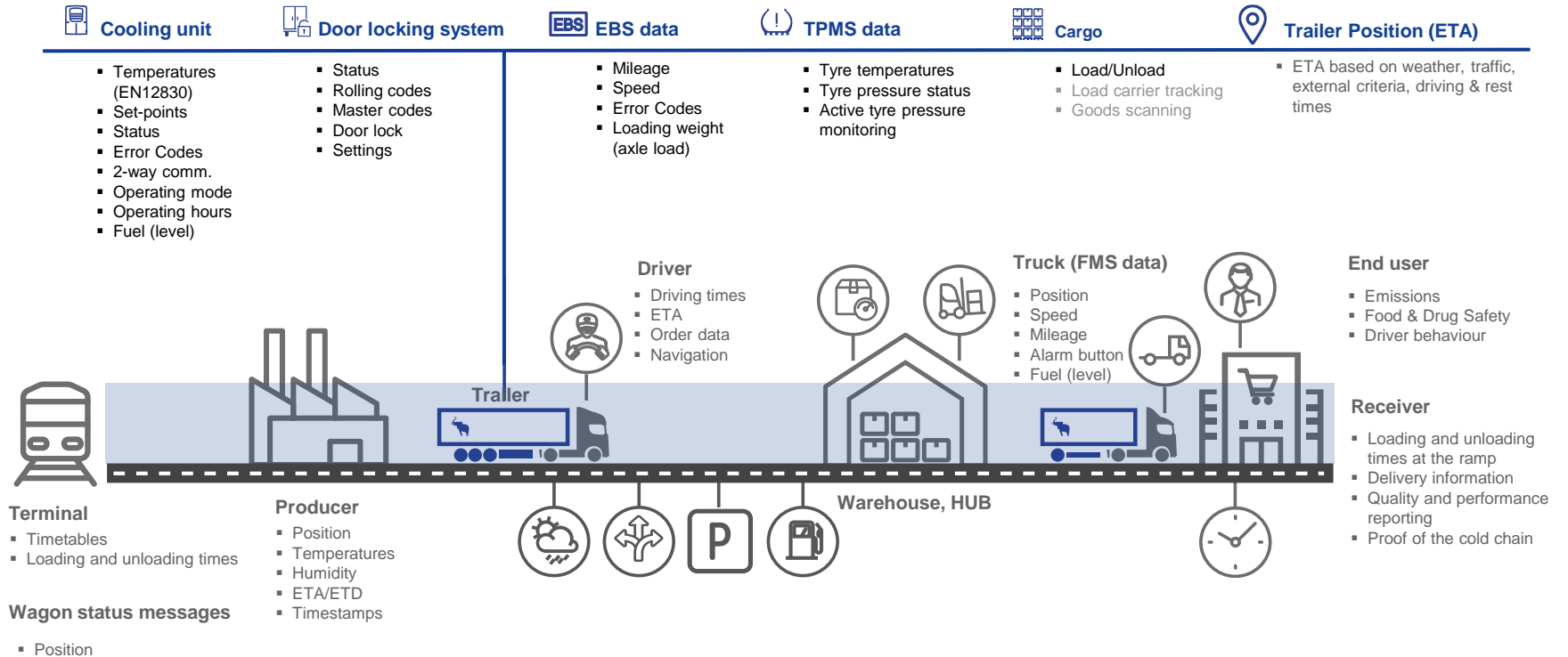
# How Collaboration in logistics will lead to Next Level End-to-End Visibility



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Today's logistic value chains need accurate information about the goods all the way from the sender to the final receiver. To create that information a large number of different IT solutions defines, generate, distribute and interpret the information. Unfortunately, there is no world standard that governs the information flow and large integrated systems as well as small stand-alone solutions are installed to try to meet the needs without much coordination or collaboration

# The complexity of distributing data efficiently



## Today the supply chain is a black box

End user confusion leads to less transport efficiency and unnecessary cost.

High complexity of transport networks

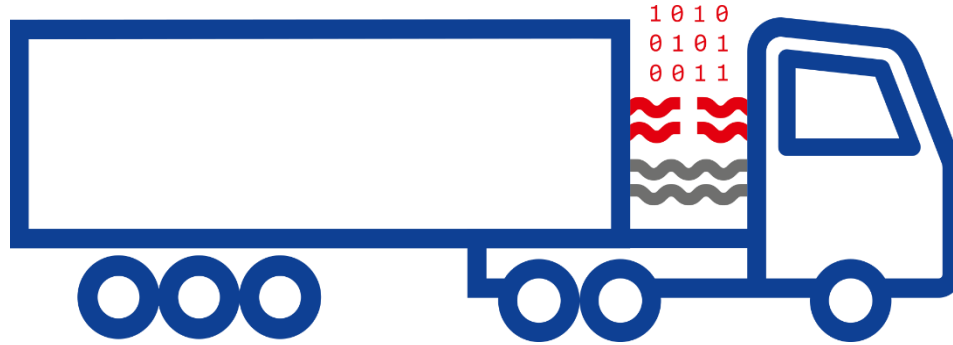
Plenty of telematic providers for truck & trailer

Lack of IT skills and resources

Poor regulation of data access and processes



# Challenges of digital non-collaboration between truck & trailer



No transparency of hours of service



Resources management is difficult for the LLSP



No exchange of workflow between driver and the LLSP



Carbon footprint is not possible



Data only available in Truck or Trailer portal



No unified view of resources available

# Truck - Trailer One Asset



## TRAILER Telematics



- Temp
- Weight
- Hours of serv.
- Door sensor
- Driver comm.
- Break sensor
- Consumption
- Coupling status
- Milage
- Reefer engine
- Driver behavior

1 0 1 0  
0 1 0 1  
0 0 1 1



Carrier

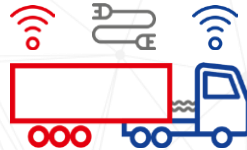
## Digital handshake

Exchange of data for visualization in lead system

1 0 1 0 1 0 1 0  
0 1 0 1 0 1 0 1  
0 0 1 0 0 0 1 1

## DataManagementCenter

Truck/trailer connects (EBS).  
Exchange of FIN/ID



## TRUCK Telematics



- Temp
- Weight
- Hours of serv.
- Door sensor
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- Break sensor
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1 0 1 0  
0 1 0 1  
0 0 1 1



Carrier

# The trailer becomes a rolling IoT device



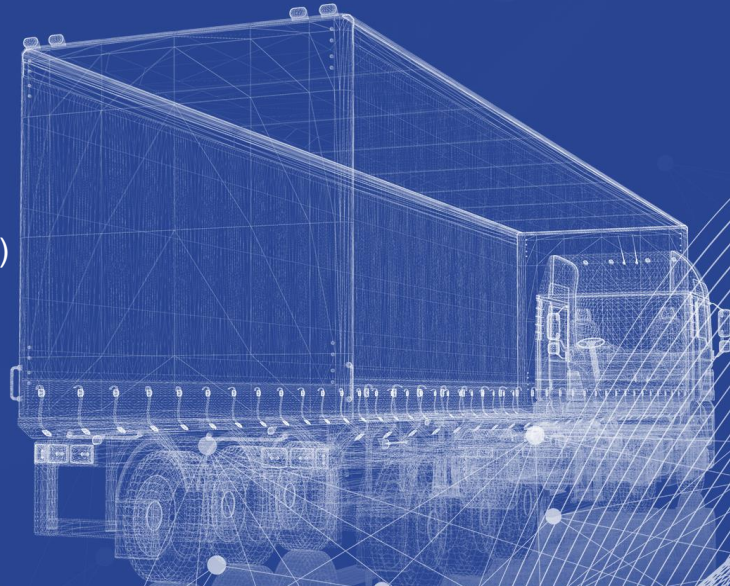
Digital match between truck and trailer



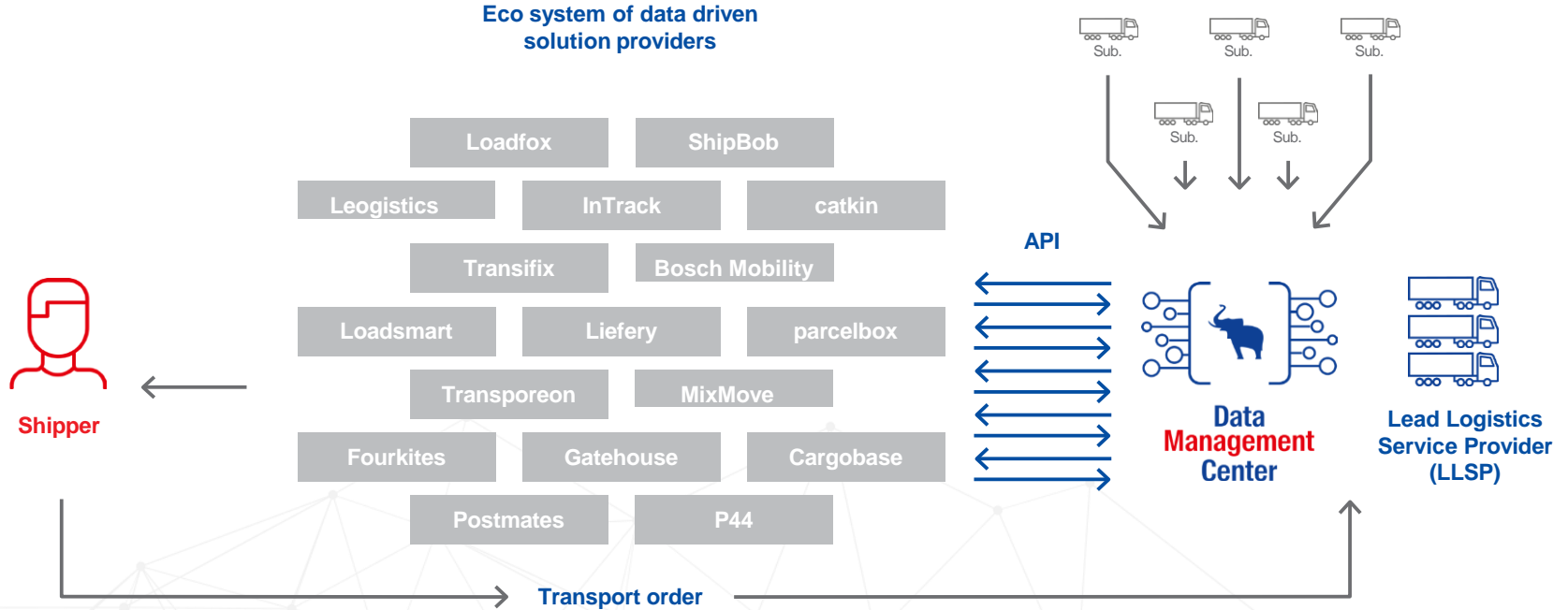
Transparent trailer capacity utilization (real time)



Process optimization and automation



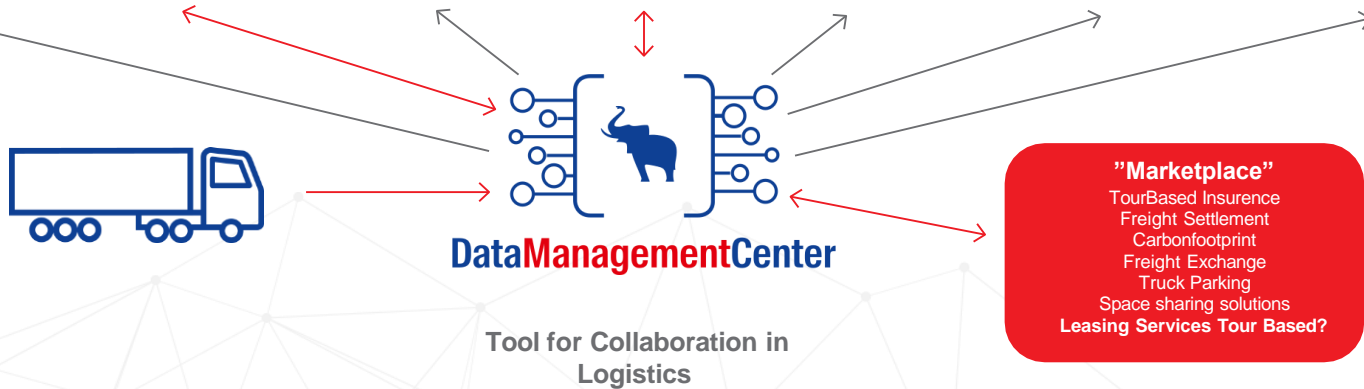
# Enabling carriers to collaborate with the IoT world





# Collaborative solution – Enabling future digital opportunities

Carriers with need for visualization & management	TMS/planning tools in operation by carriers to organize transports	RTV's benefitting from access to infrastructure and network	Direct customers needing consolidation services. Shippers ?	Enabling data driven services and improved customer service	OBU Systems. Connecting trailer data to workflow and In-cab screen.	Timocom TransEu. Teleroute Wtransnet 123Cargo
Fleet Management system	TMS/Planning systems	RTV Platforms	Client/market specific solution	Rental Solutions	OBU systems	Freight exchanges



By 2030 1 mio assets -  
+50.000 carriers connected,  
enabling fingertip connectivity

Thank you for coming

