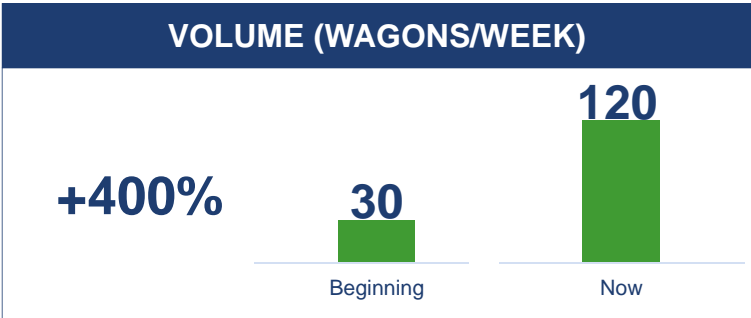
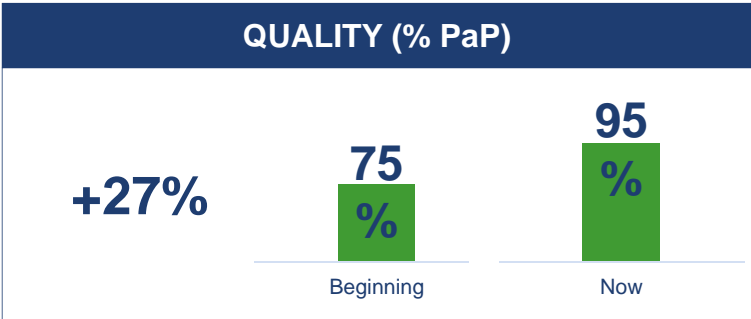
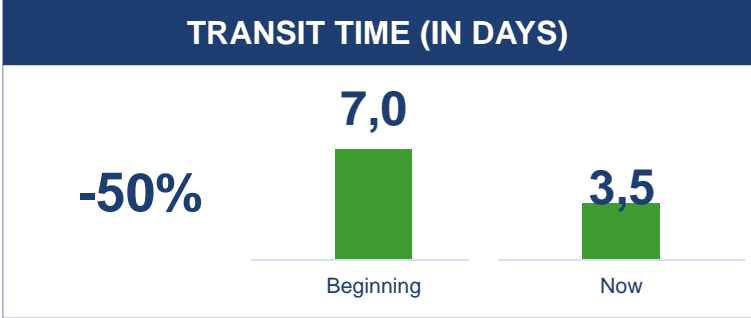
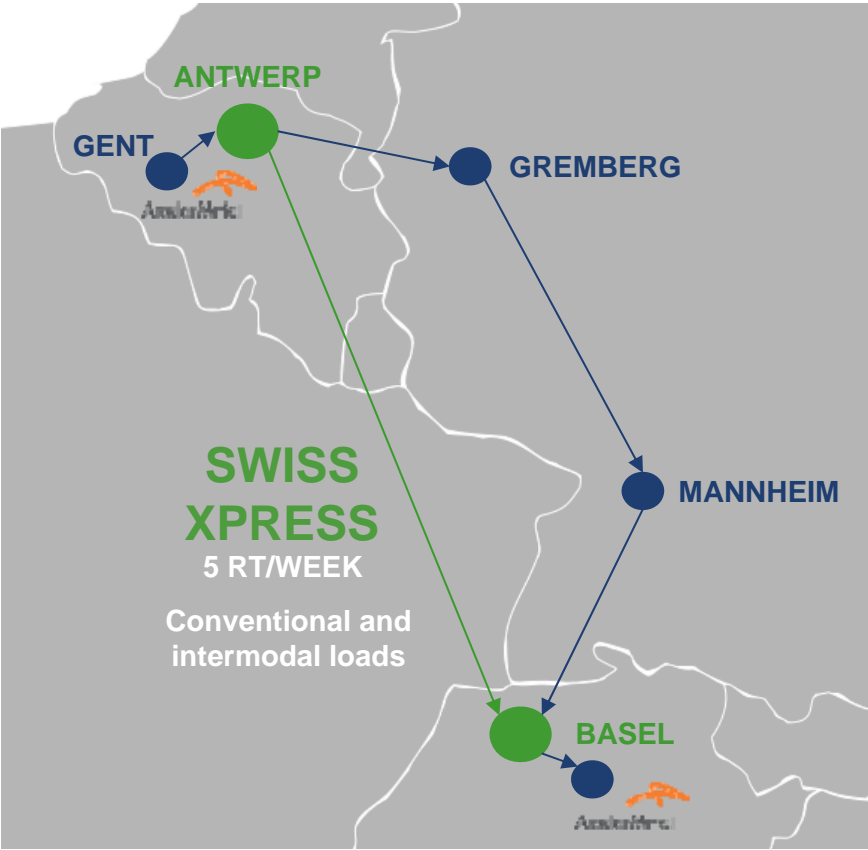
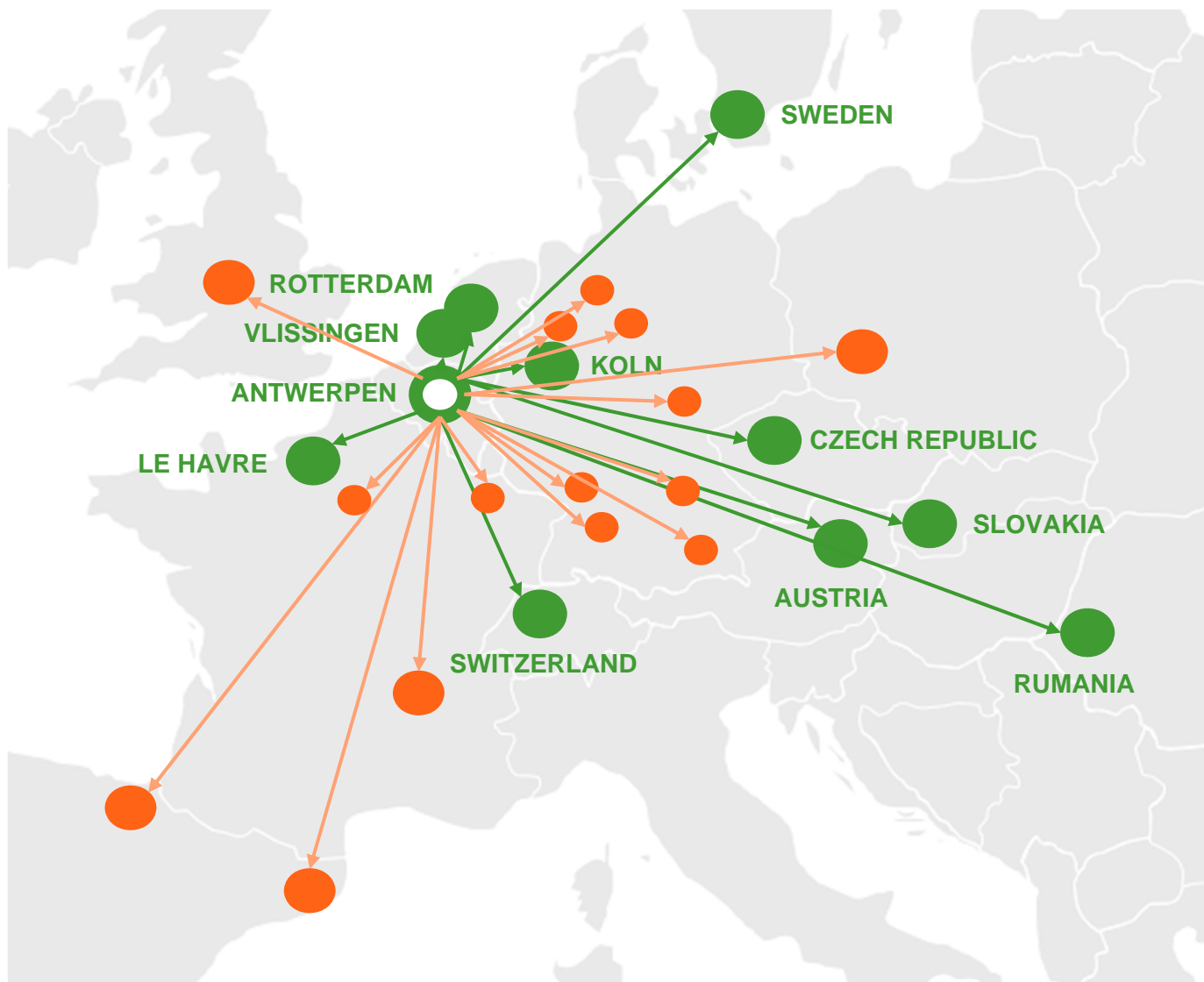


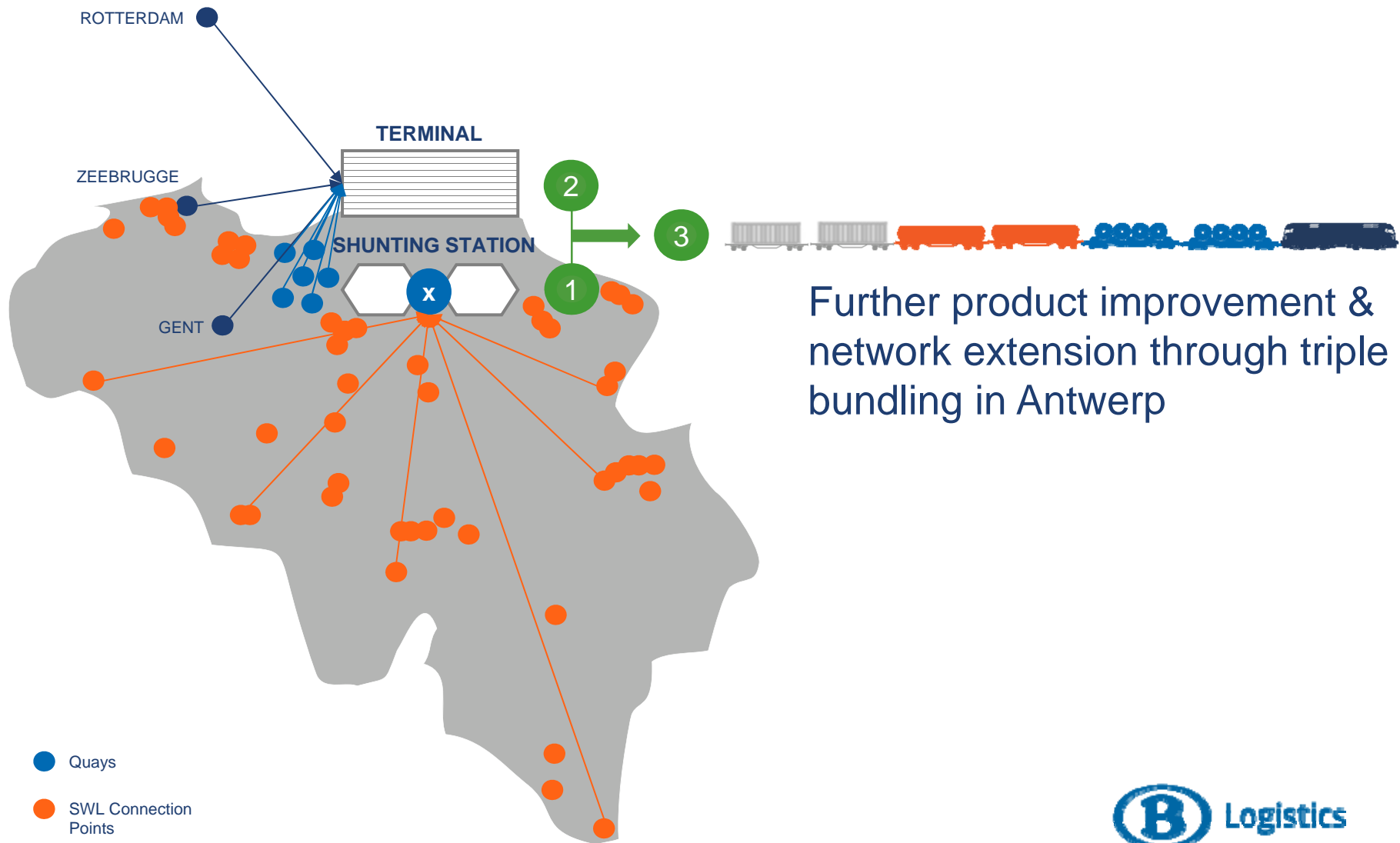
Port Co.innovation Café
BNP Paribas

17/11/2016

Customer needs at the center of product innovation







Innovation aims to digitalise rail transport

Control Tower



RITA

Customer Portal



Planning	ALL INFORMATION	VELOCITE PLANNING
23/06/2014 19:20 11:00	Antwerpen-Wil-Zuid 8.Zuid - #70780 Beperkte schouwing, Remproef	0153 125 m
23/06/2014 19:20 13:15	Antwerpen-Wil-Zuid 8.Zuid - #20960 Technische schouwing	0294 225 m
23/06/2014 14:15	Antwerpen-Wil-Zuid 8.Zuid - #54070 Rangering, Beperkte schouwing	0376 m

MIA

CargoWapp



Mapping Tool



EVA



Railnova



Moby

Fleet of the future



Wagon sensors

Innovative organisation




e-drivers

The customer needs are at the center of our product & process innovation



Together with our customers we determine the major pain points to improve the collaboration & we develop concrete solutions

- Extend product offering
- Improve quality
- Make operational processes more efficient
- Understand & add value to the supply chain
- Improve customer service
- ...
- Ex.  **EVONIK**
INDUSTRIES

What are your pain points?

Thank you for your attention

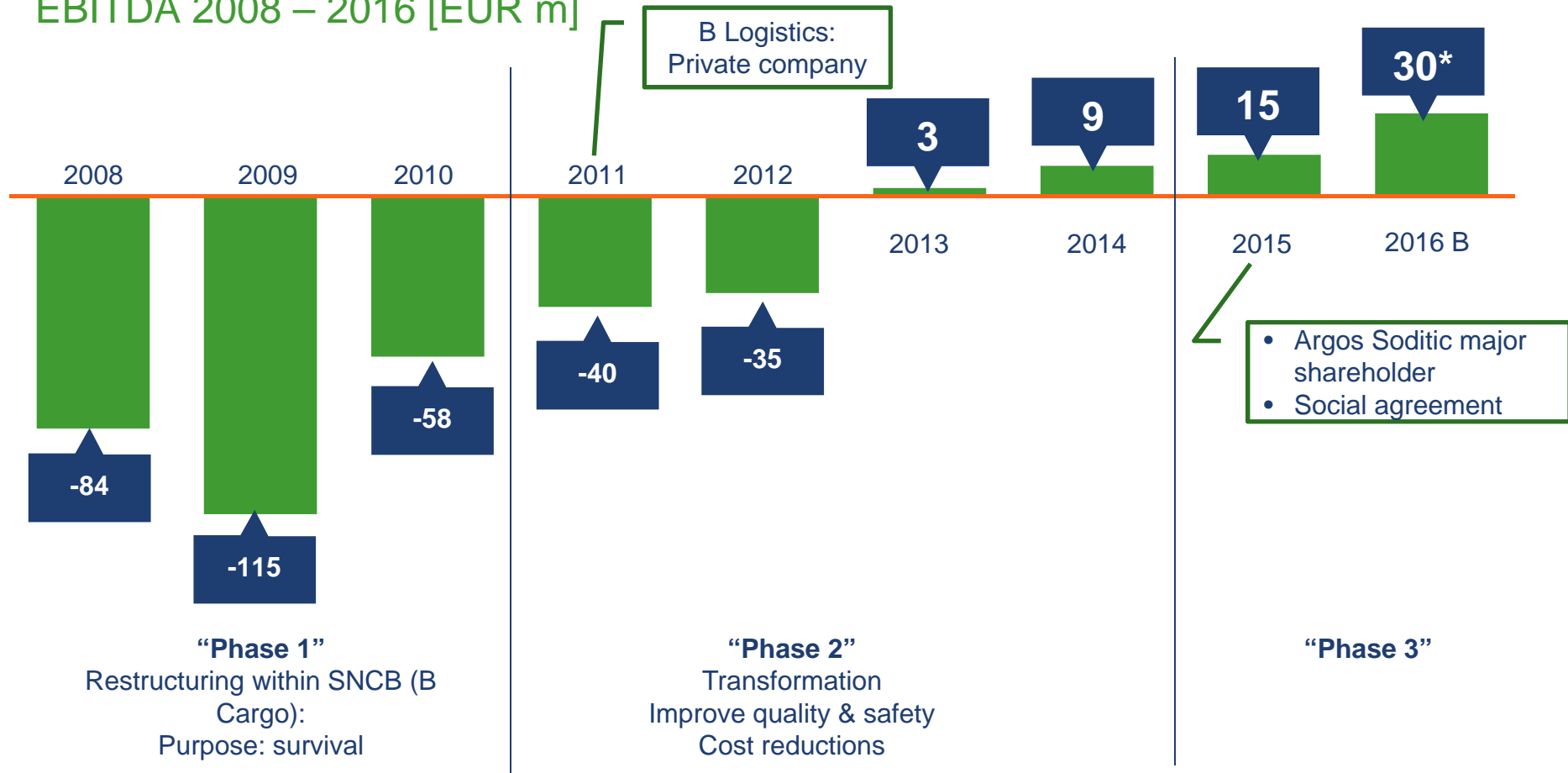


Let's
Modal!
Shift

In order to survive, B Logistics was forced to go through a tremendous transformation



EBITDA 2008 – 2016 [EUR m]



Case study: innovation together with customer



Workshop Evonik / B Logistics to define pain points

- Digital process for ops on site
- Transport neutral track & tracing
- Creation of consignment notes from within the operational systems

Short term solutions:

- Exchange of track & trace information between both companies
- Evonik will use B Logistics MIA system for own on site rail operations

Longer term:

- Development of automatic consignment note creation out of operational systems (and later on digital booking)
- Development of global transport information platform

