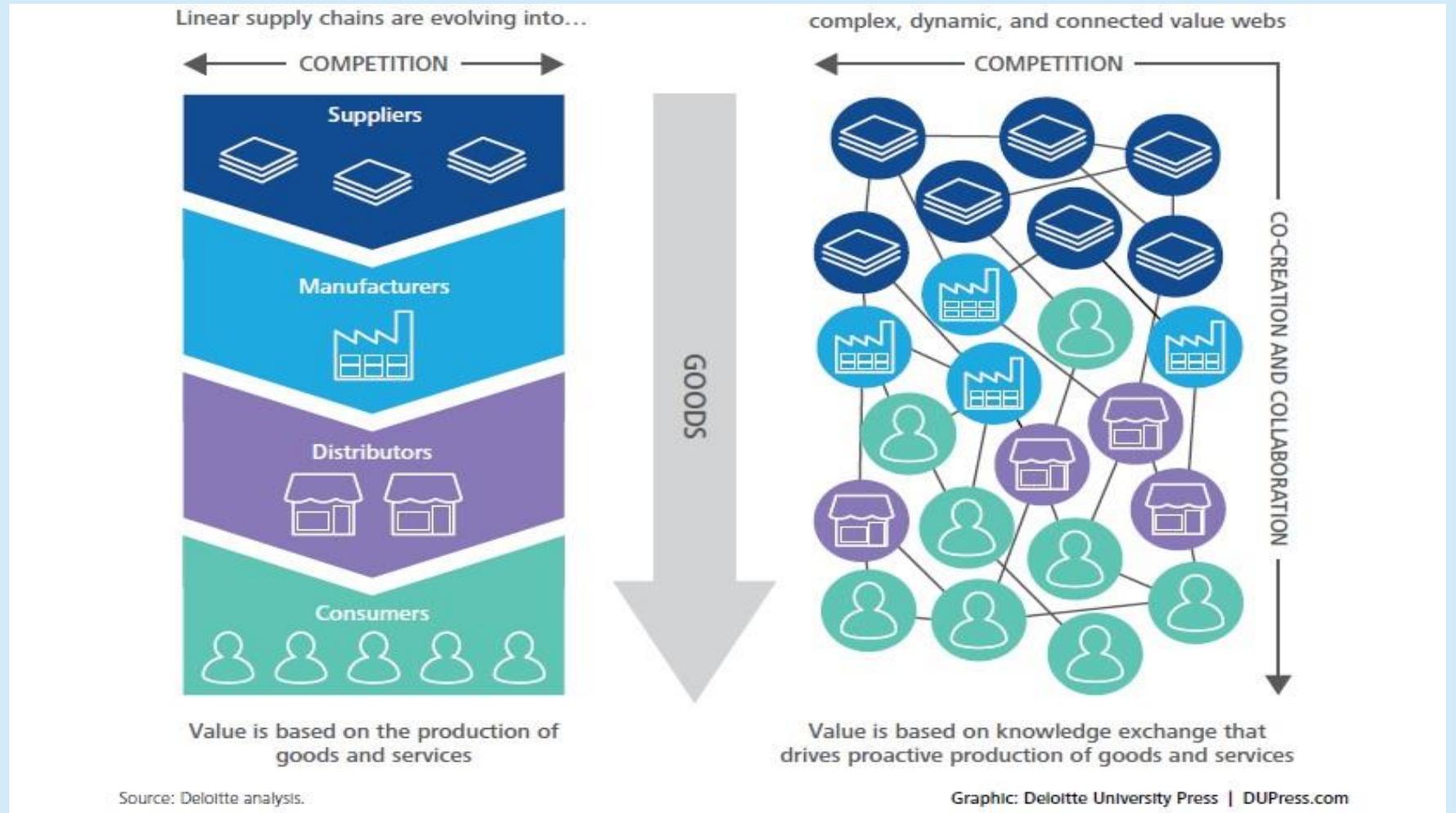




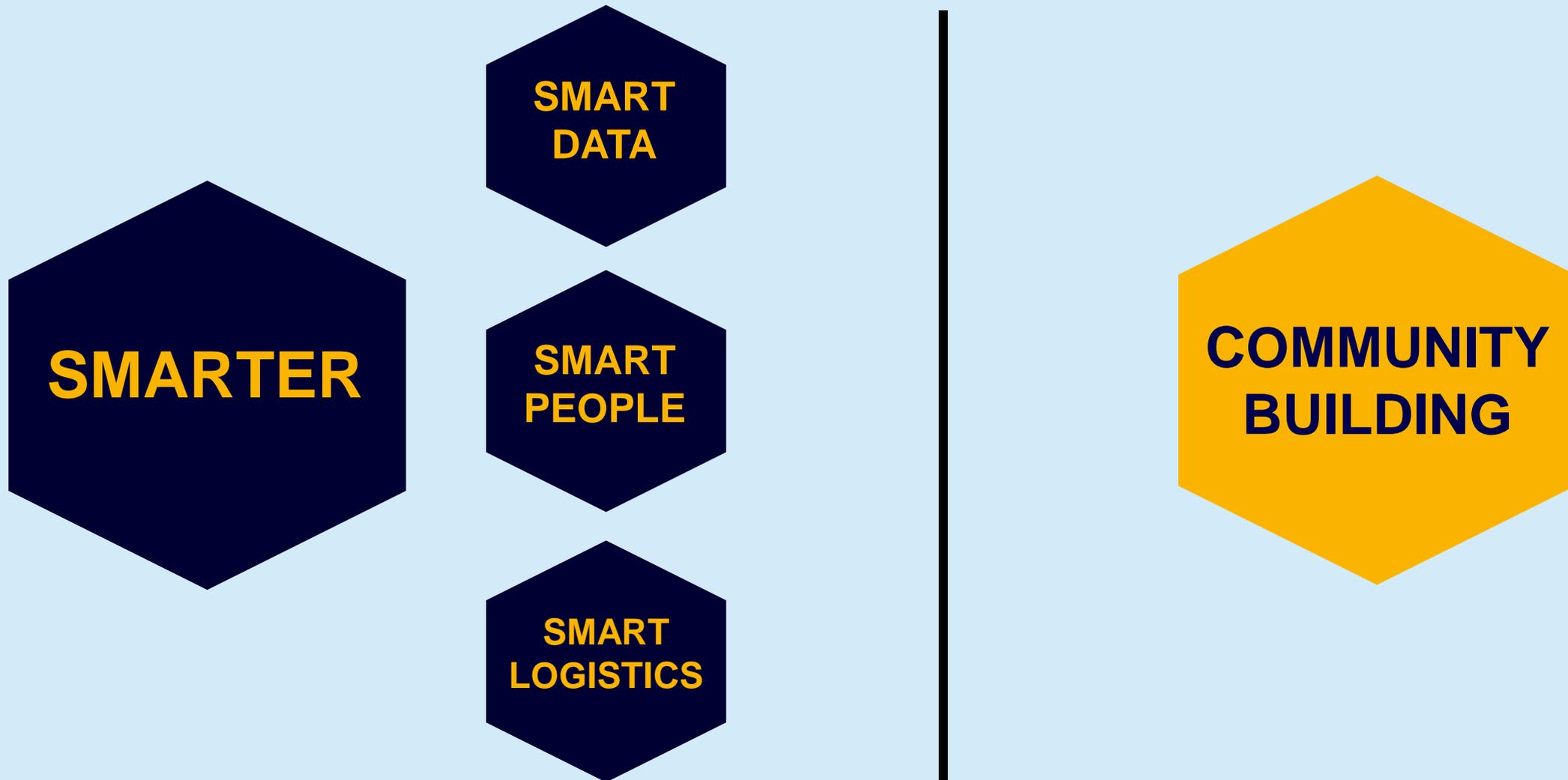
Ahlers Supply Network Innovation & Analytics (ASNIA)

BNP Paribas Fortis Port Co.Innovatiecafé

Disruptive innovation – What about Logistics?



Our Response: Ahlers Supply Network Innovation & Analytics (ASNIA)



Ahlers ASNIA Vision

Logistics can be more efficient



24% of freight vehicles in the EU are running empty

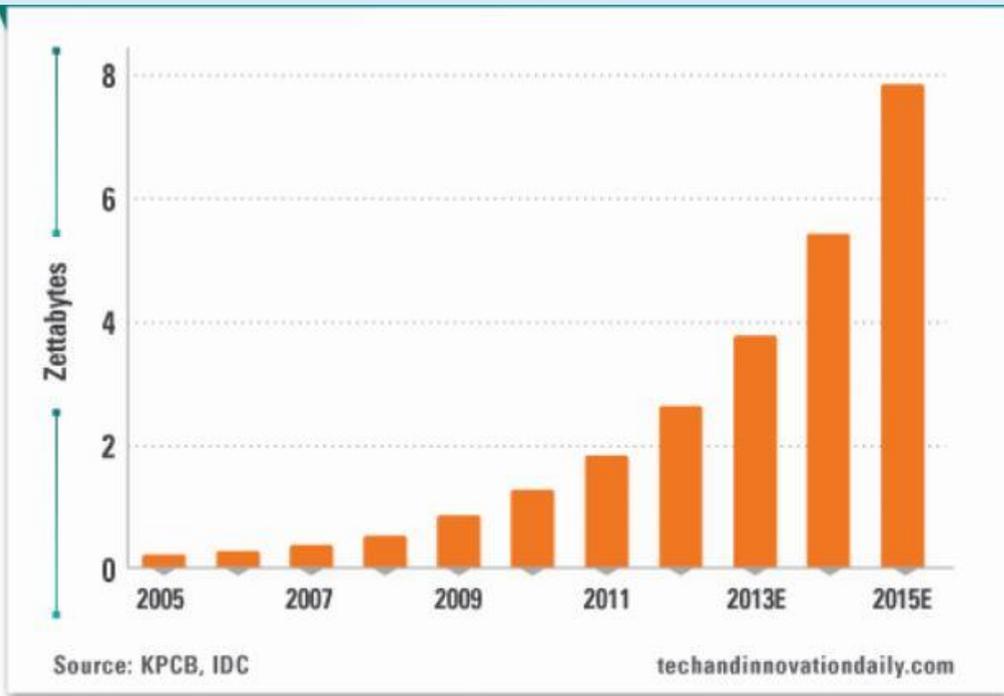
Of the rest, average loading is 57%

Overall efficiency: 43%

Flow imbalances can only explain half the problem

Estimated EU annual loss: € 160 billion

“Data is the oil of the 21st century”



Gartner.

WHY GARTNER ANALYSTS RESEARCH EVENTS CONSULTING ABOUT

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Gartner Says More Than Half of Large Organizations Will Compete Using Advanced Analytics and Proprietary Algorithms by 2018

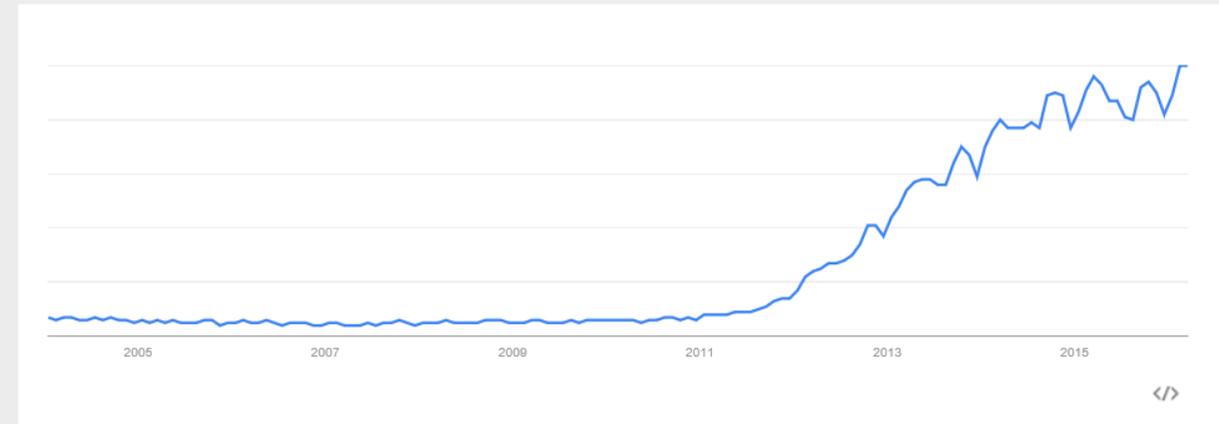
Vergelijken Zoektermen

big data
Zoekterm

+ Term toevoegen

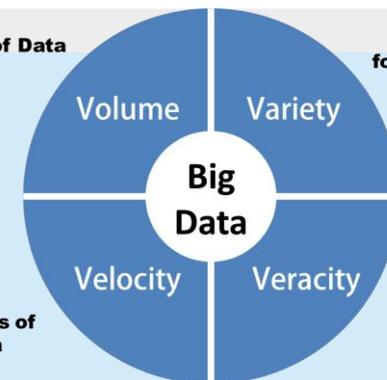
Interesse in de loop der tijd

Nieuwskoppen Prognose



Scale of Data

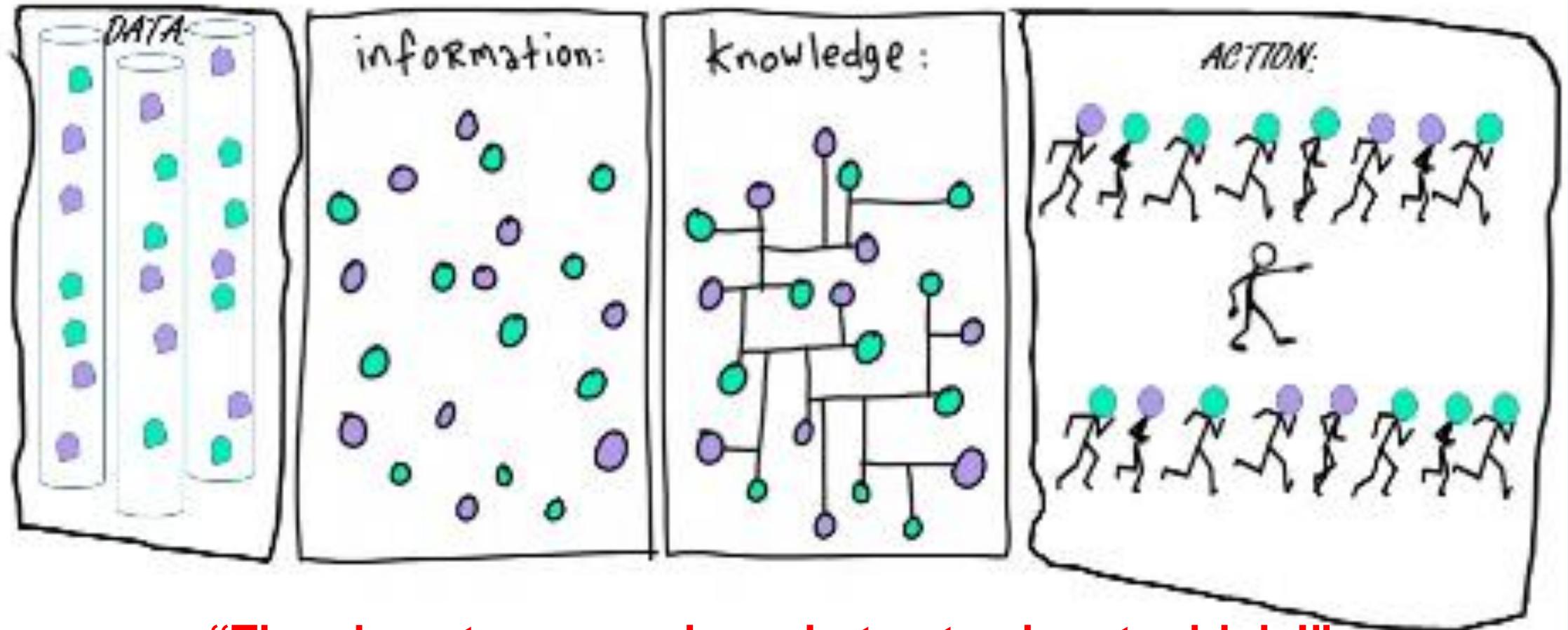
Different forms of Data



Analysis of Data

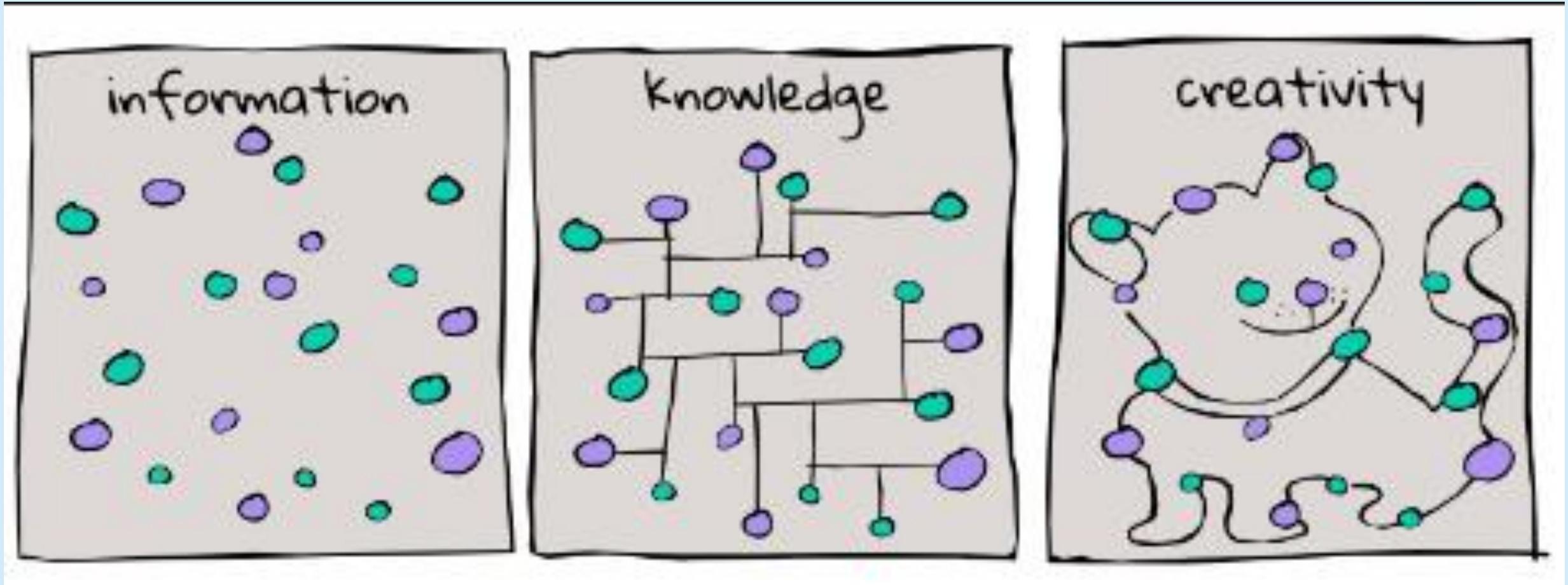
Uncertainty of Data

We transform raw data into information & knowledge...



“There’s water everywhere, but not a drop to drink !”

...and creative supply chain solutions



Contact

Sven Verstrepen

Head of Supply Network Innovation & Analytics

mob. +32 498 51 81 67

sven.verstrepen@ahlers.com

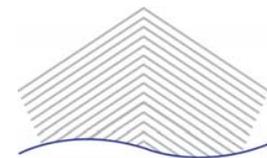
Ahlers Belgium n.v.

Noorderlaan 139

B-2030 Antwerpen (Belgium)

Twitter @sverstrepen

Towards a competitive advantage



NxtPort

BNP Paribas Port Co.Innovation Café

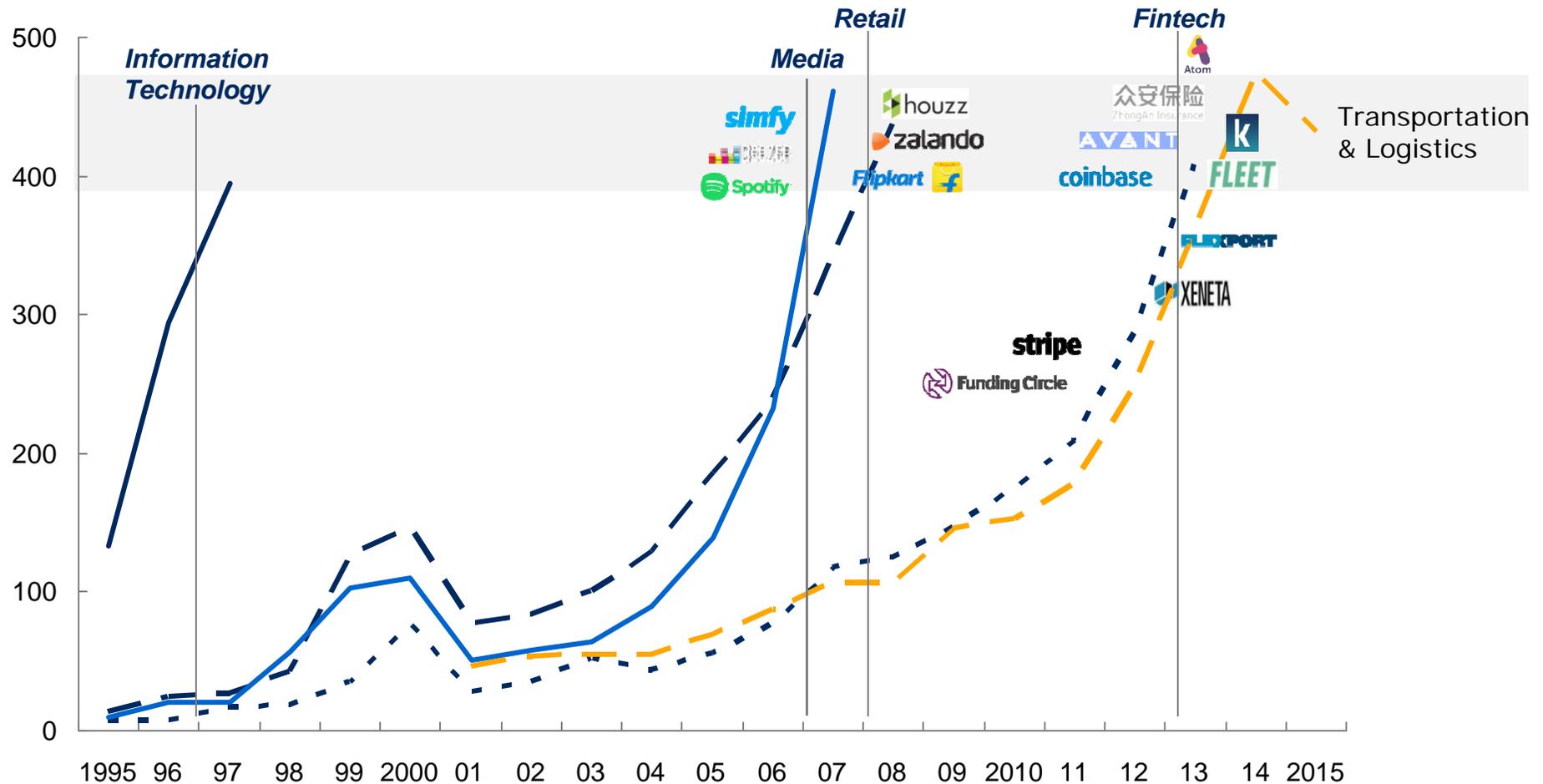
17-11-2016

Waarom NxtPort?

- Omdat verdere efficiëntie maar kan bereikt worden over de keten heen en er nog heel veel “waste” in de keten zit (nog weinig te rapen binnen activiteiten & processen van 1 bedrijf).
- De technologie is er klaar voor.
- Deze uitdaging kan je niet alleen aan.
- De digitale transformatie van de sector is begonnen

Trends : Transportation and logistics is attracting similar VC attention as other industries at their point of disruption

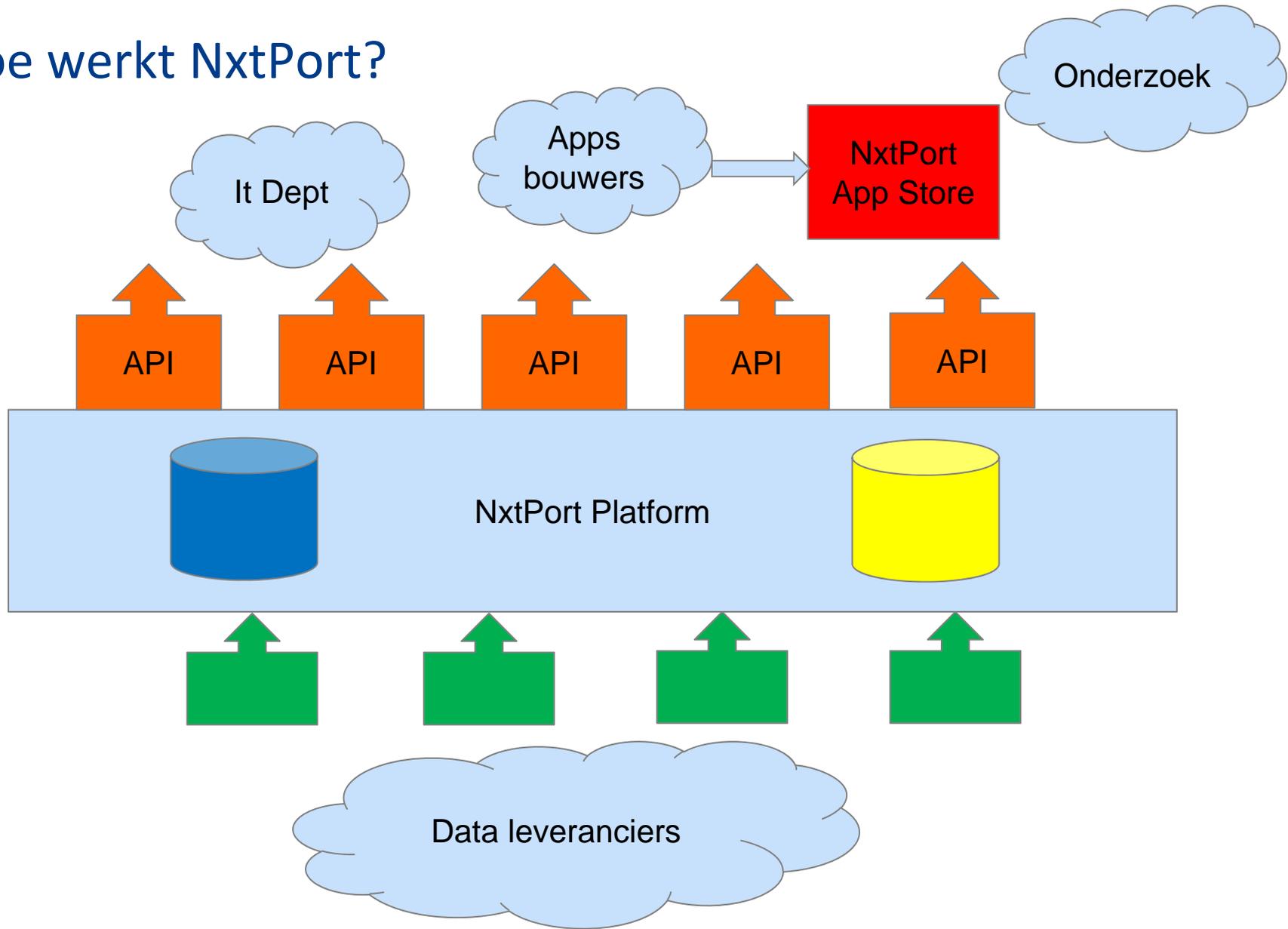
Number of global venture capital deals¹



Note: Vertical lines illustrate estimated "point of disruption" of an industry
 1 Capped at number of deals reaching current level for transportation & logistics

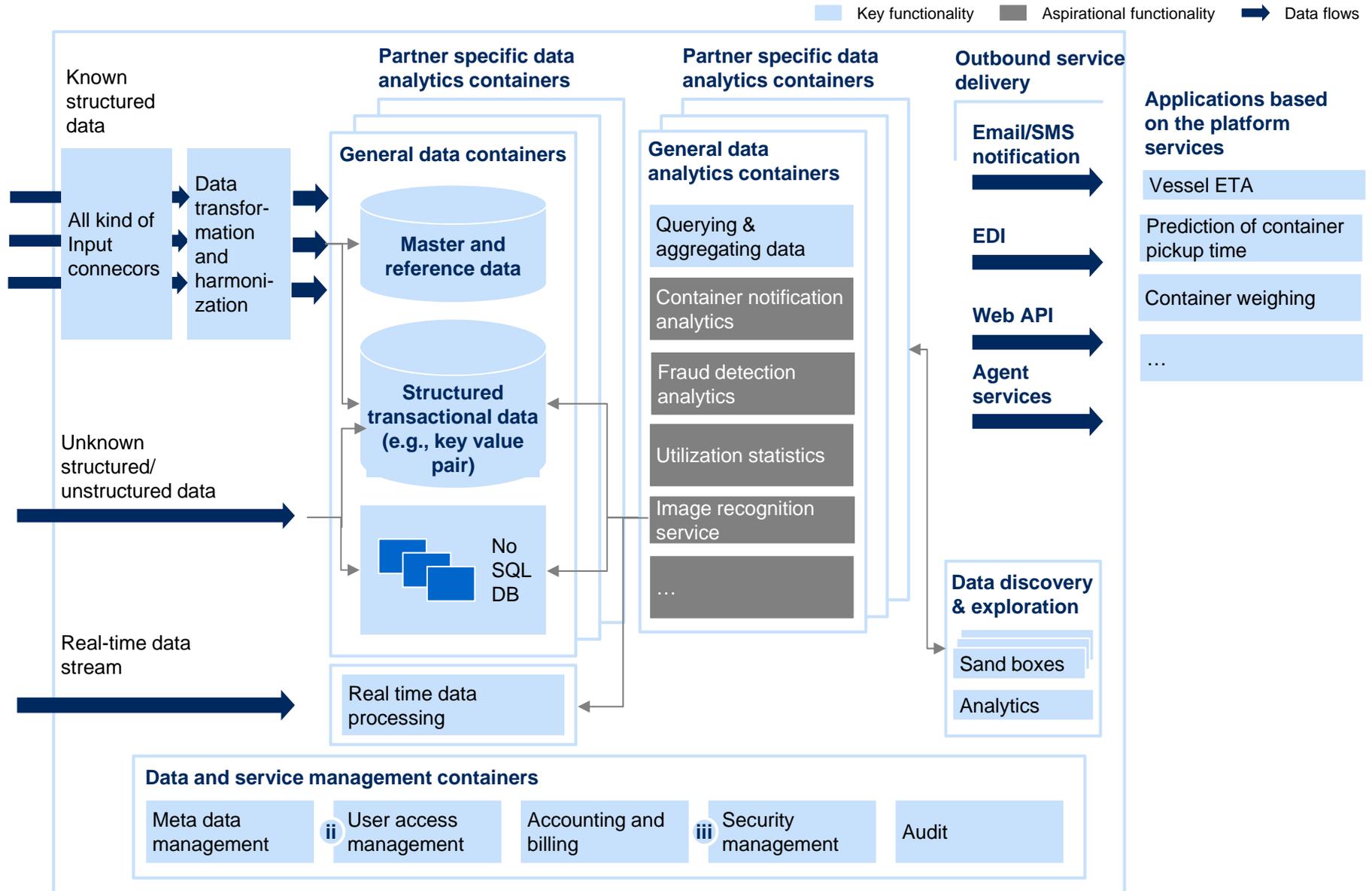
SOURCE: Pitchbook; McKinsey analysis

Hoe werkt NxtPort?



Architectural concept

Example



Wat doet NxtPort?

- NxtPort is een data sharing platform, waarbij
 - De leverancier van data ten allen tijde eigenaar blijft van de data.
 - De leverancier van data beslist in welke context de data gebruikt kan worden.
 - NxtPort voor de leveranciers van data optreedt als een “fiduciaire” van de data.
 - NxtPort de aangeleverde data omzet naar bruikbare data formats.
 - NxtPorten via gebruiksvriendelijke services de data kan aanleveren aan gebruikers van data.

NxtPort's Business Model

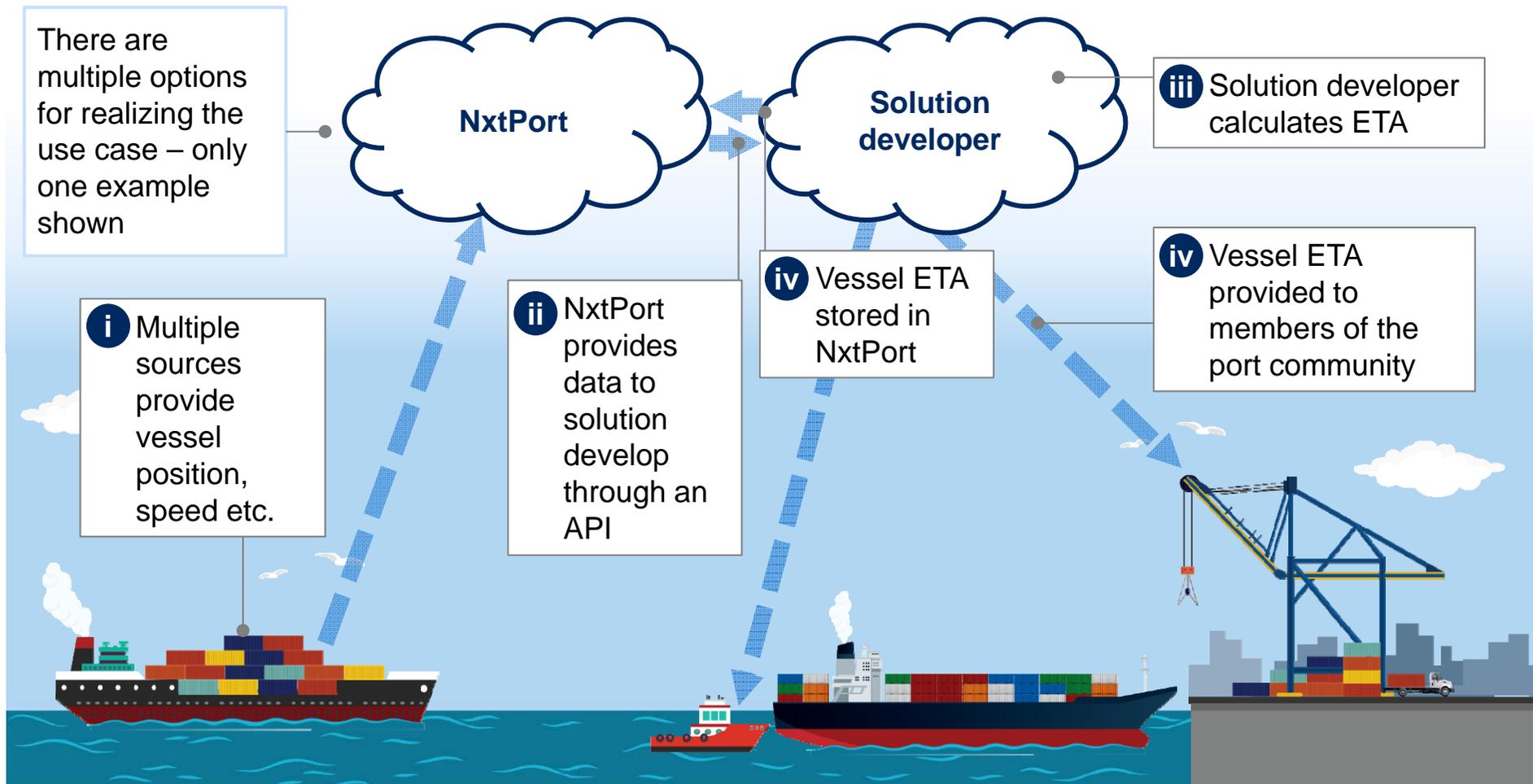
- “Value at stake” is zeer groot .
- NxtPort platform is een cost plus model
- Zowel kwantitatieve (€) als kwalitatieve voordelen liggen bij de verschillende actoren in de haven alsook bij IT providers
- Data leveranciers leveren data gratis aan NxtPort.
- Data gebruikers betalen een transactiefee aan NxtPort en een fee aan de data leveranciers indien en wanneer er toegevoegde waarde is gecreëerd.

Digitally providing the vessel ETA could provide benefits to the whole port ecosystem

← Data flows

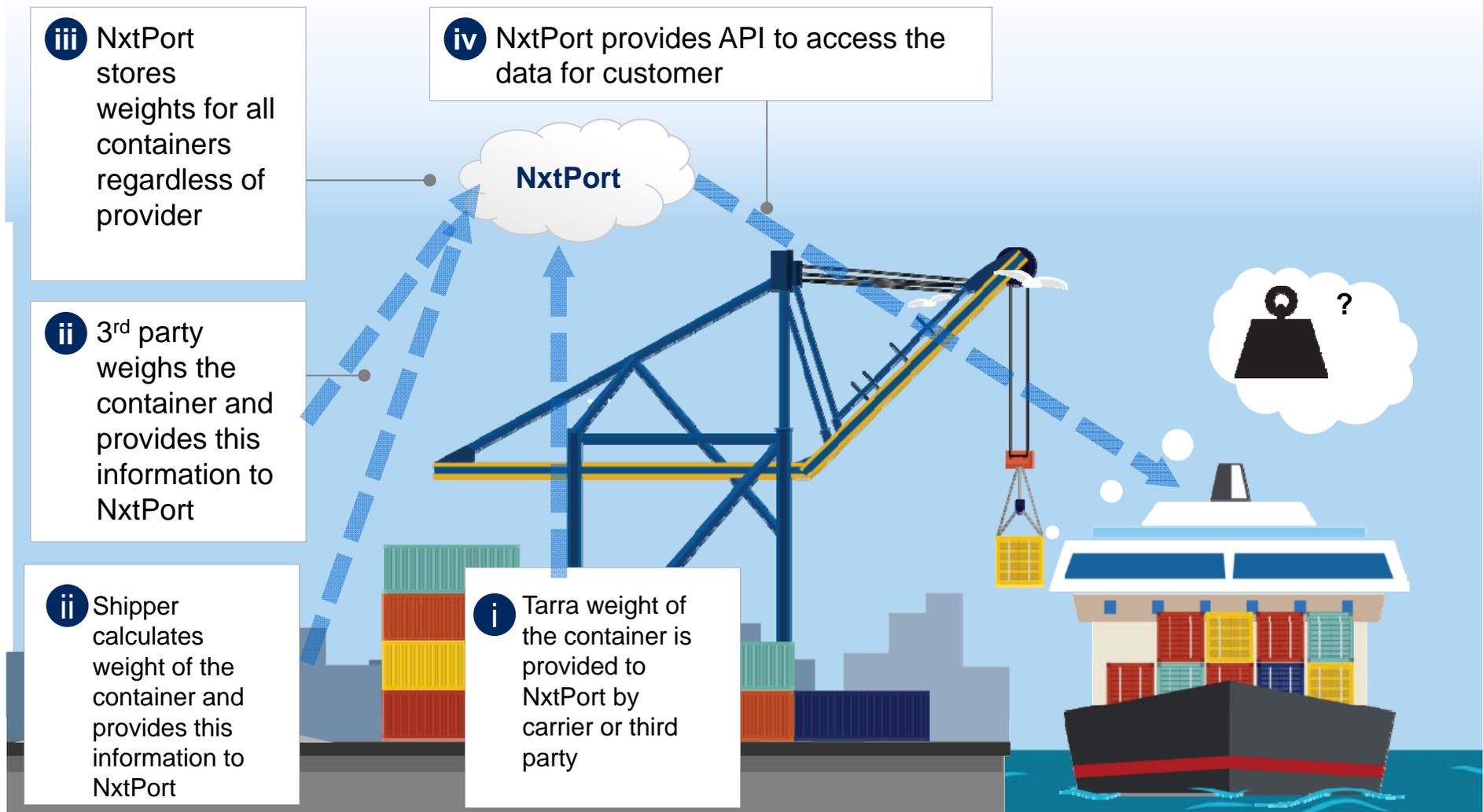
ILLUSTRATIVE

Goal: To automatically provide the vessel's accurate ETA. All port stakeholders can then accurately plan their operations and commit the right resources



NxtPort would provide a platform for container weight to be passed from weigher to the customer

Goal: To provide the accurate weight for each container from the weigher to the customer



Ambitie van NxtPort

- Om van Antwerpen de meest efficiënte, performante en innovatieve haven ter wereld te maken.
- Door een data sharing platform te installeren.
- Waarrond een ecosysteem zal ontstaan met interne en externe software providers en apps bouwers, start-up initiatieven en kennisinstituten.
- Valoriseren van data.



Nallian

Data Sharing for Business Collaboration

alex.driesen@nallian.com | 2016-11-17

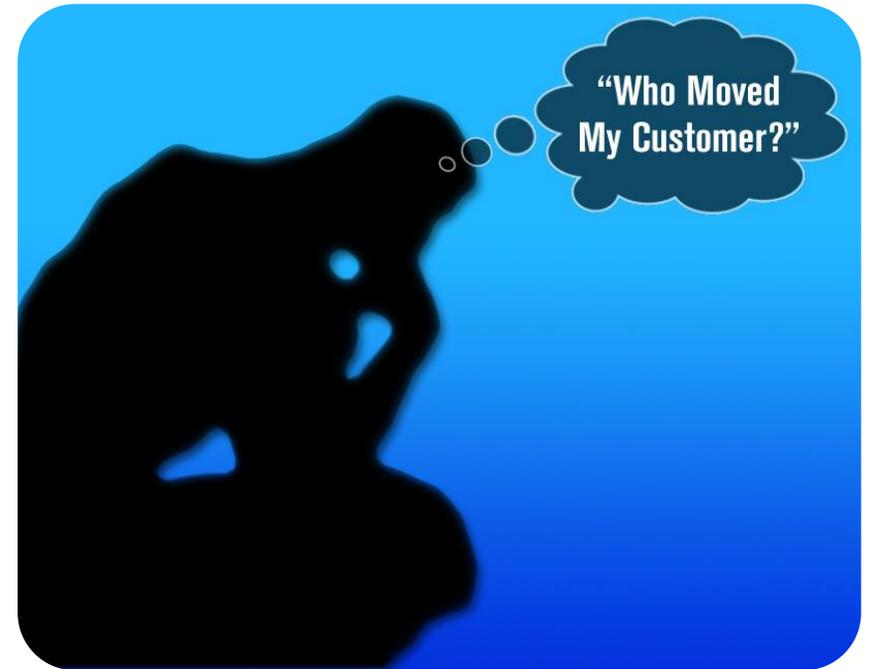


Gartner: Supply chain collaboration is **NOT** a “nice to have”

Gartner®

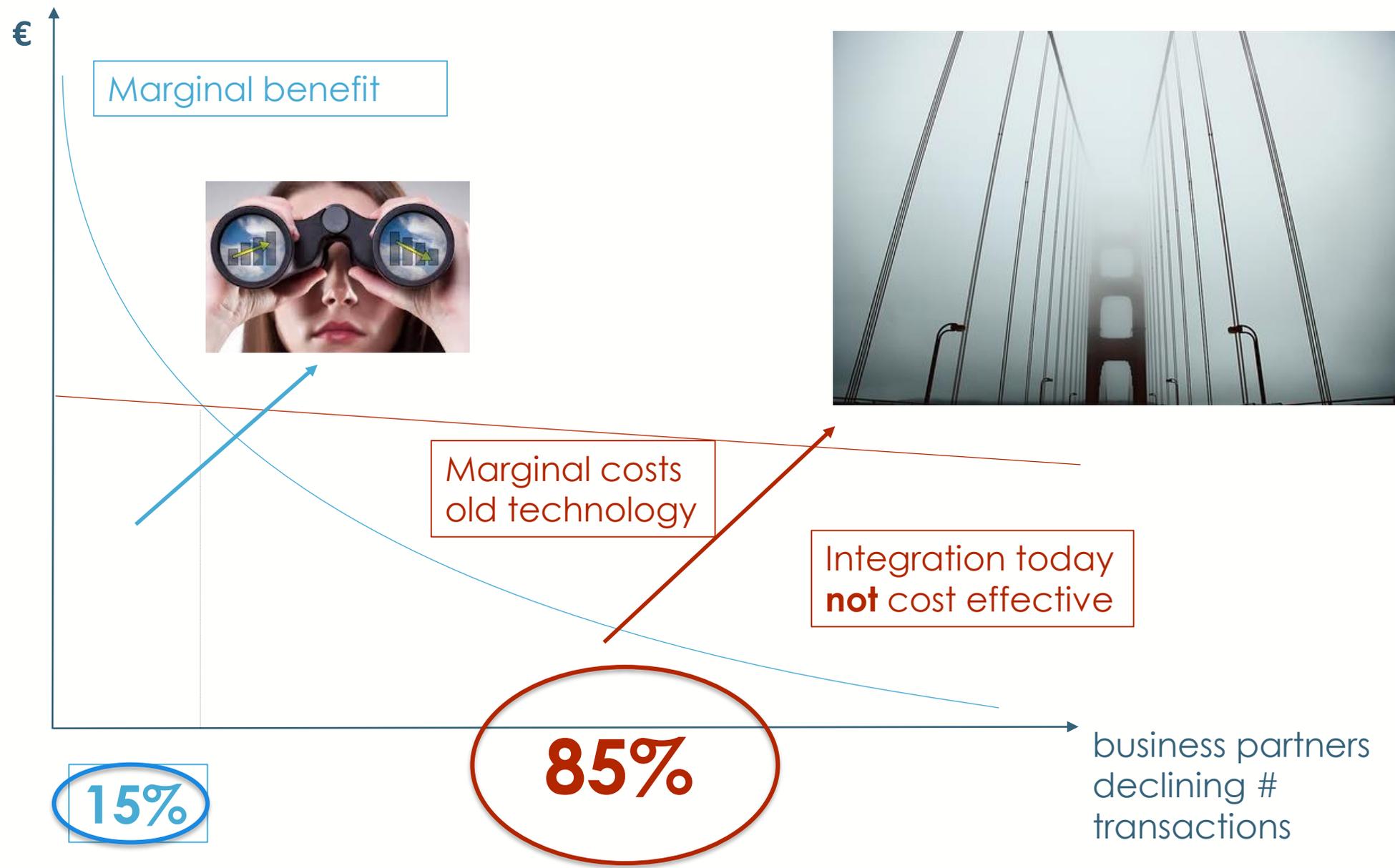
“The real business problem that today’s manufacturers and distributors are struggling to manage takes place **between companies**, not within them. Planning, sourcing, production, costing, tracking and fulfillment must take place in an environment that can be **accessed and updated by all the players in the value chain**.

This certainly suggests cloud-based services, rather than a series of on-premise systems hidden behind various firewalls. The applications themselves will also have to be redesigned to accommodate rapidly evolving supply networks and extremely fluid material ownership”.



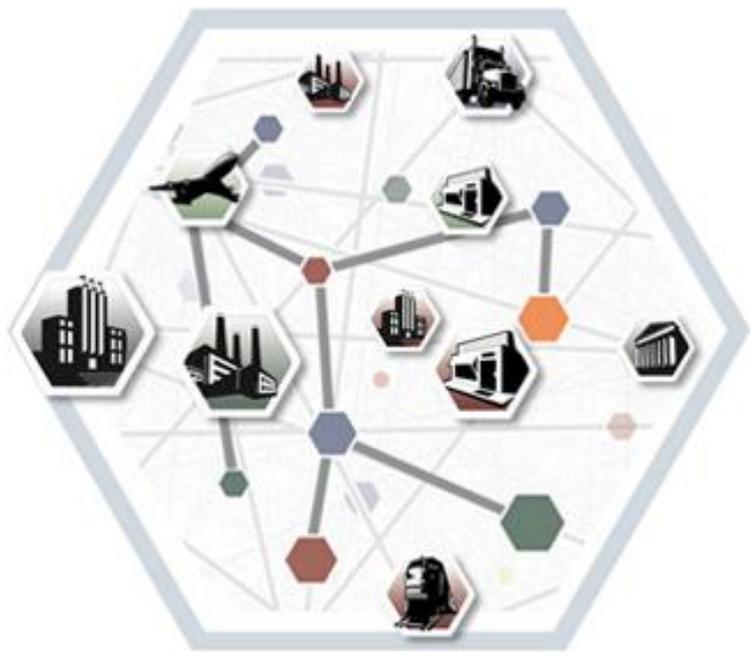


Existing tech | ROI only works out for 'very high pain' cases.

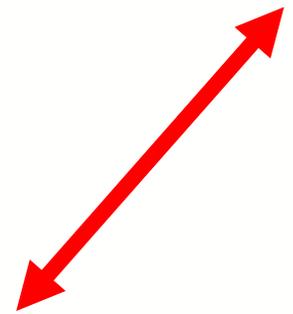




Existing tech | Not suited for an agile world.



6 months integration TaT
for one new business partner

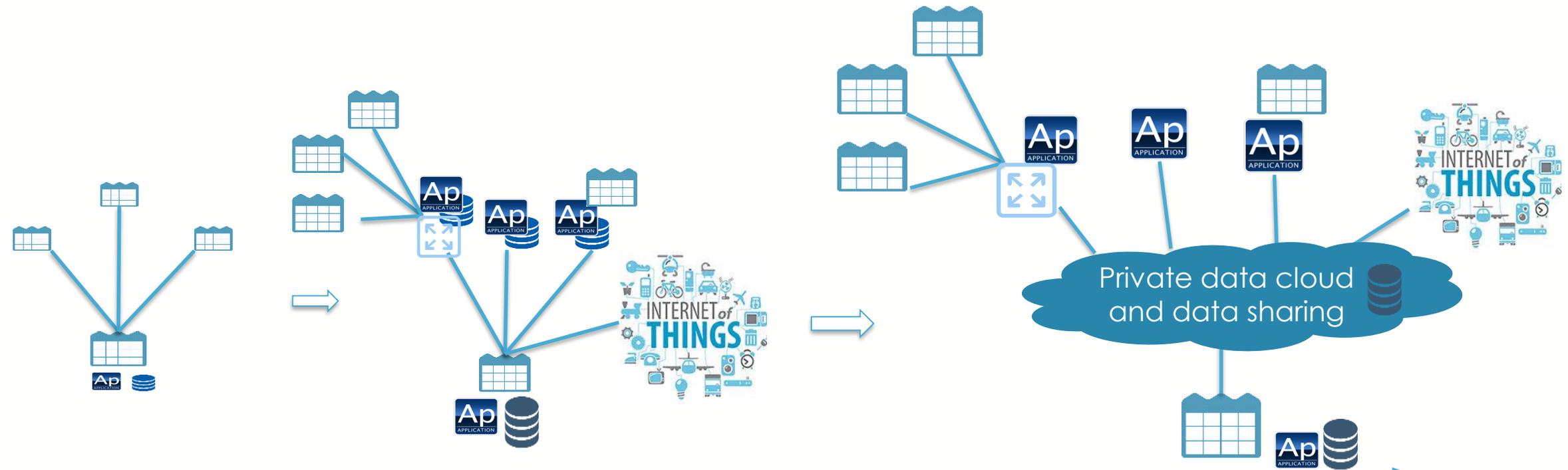


9 weeks from design to sell-out





Next Gen Data Sharing – Share Once, Use many, Application Independent.



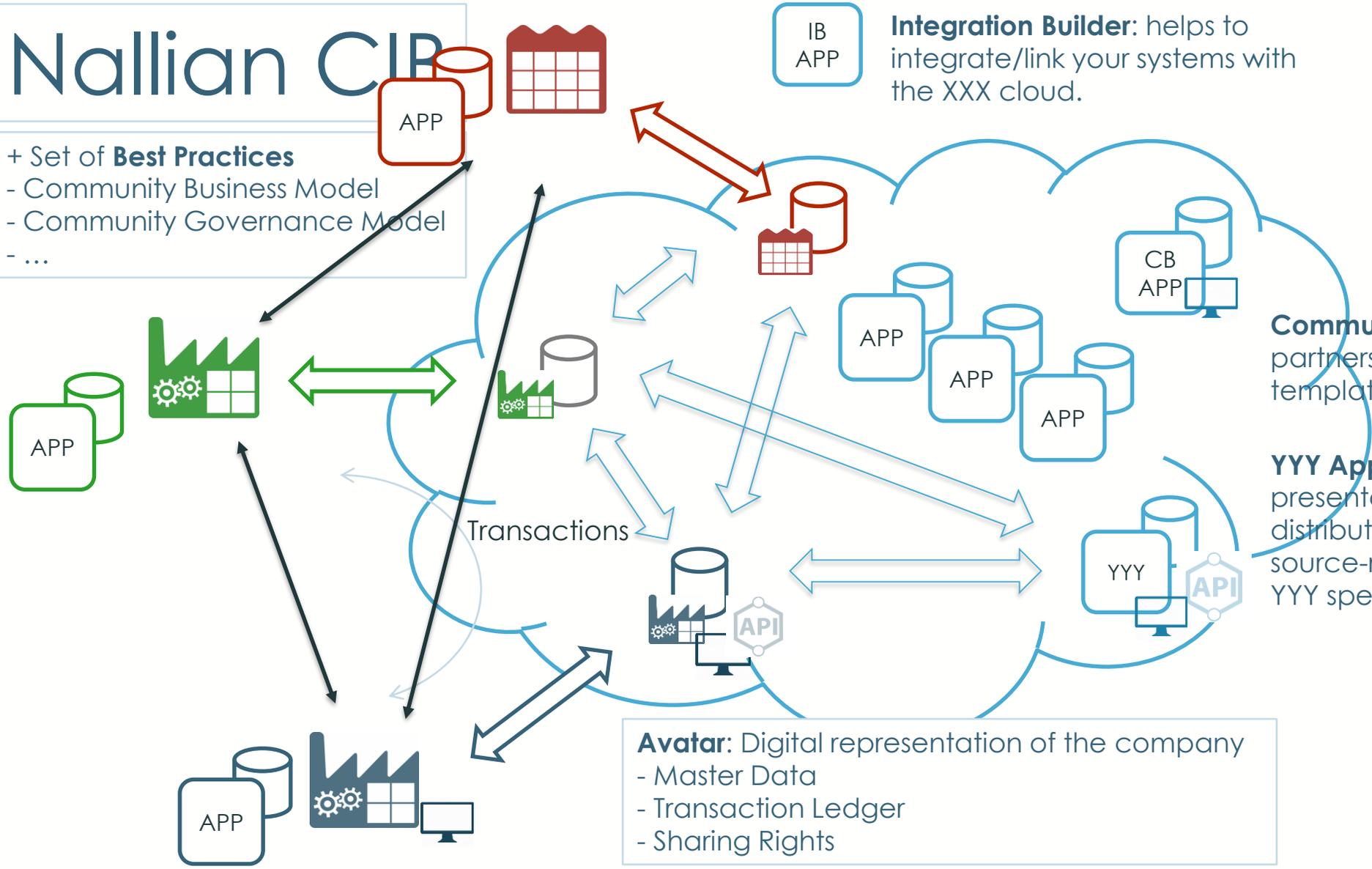
Yesterday	Today	Tomorrow
<p>Own ERP, on premise or Cloud Own Data & EDI for point-to-point connections.</p> <p><i>Quickly becomes a mess at scale.</i></p>	<p>Own ERP's & own data bases + Third party hubs + Cloud based multi-enterprise apps + Business partner apps + IoT</p> <p><i>Better – but still n connections to set up for each company and applications can't collaborate.</i></p>	<p>Community private data cloud Data separated from and re-used for:</p> <ul style="list-style-type: none"> • all applications and • all business partners <p><i>One single integration, one version of the truth. Enabling a vibrant community of competitive app providers.</i></p>



Putting it all together | Community in a box.

Nallian CIB

- + Set of **Best Practices**
- Community Business Model
- Community Governance Model
- ...



IB APP

Integration Builder: helps to integrate/link your systems with the XXX cloud.

- System Apps**
- CB
 - IB App & Connectors
 - Track & Trace
 - Smart Forms
 - Canonicals management
 - Billing
 - Audit trail

Community Builder: invite business partners, sets up transaction templates and linkages.

YYY App: Access, logically link, presentation of YYY-related distributed data with respect for source-rights.
YYY specific logic & functionalities

- Avatar:** Digital representation of the company
- Master Data
 - Transaction Ledger
 - Sharing Rights

- XXX Community Apps**
- YYY
 - ...
 - ...



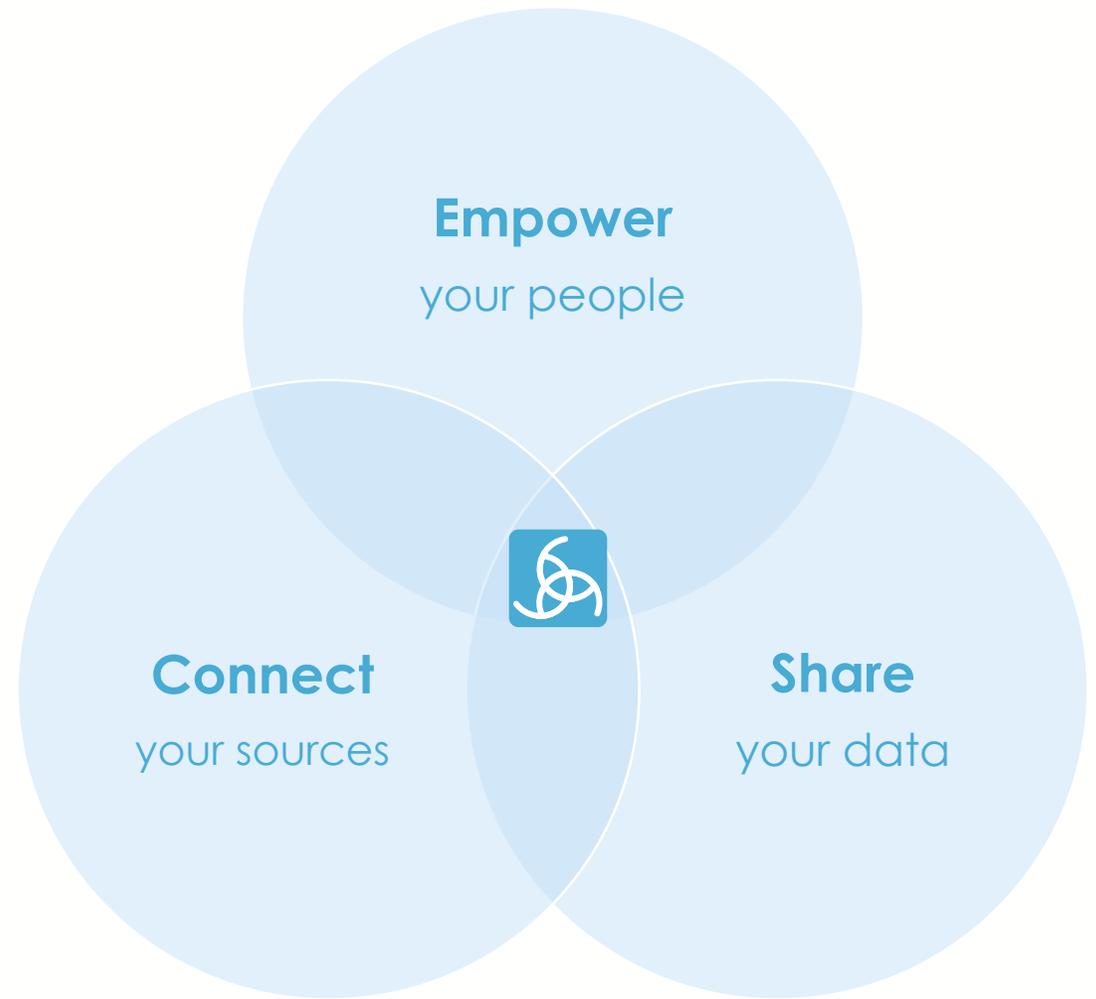
A solid platform, taking care of the complexities, allowing an ecosystem to innovate faster.





What you see from the outside

Build and manage your community as **easy** as sending invites on LinkedIn.



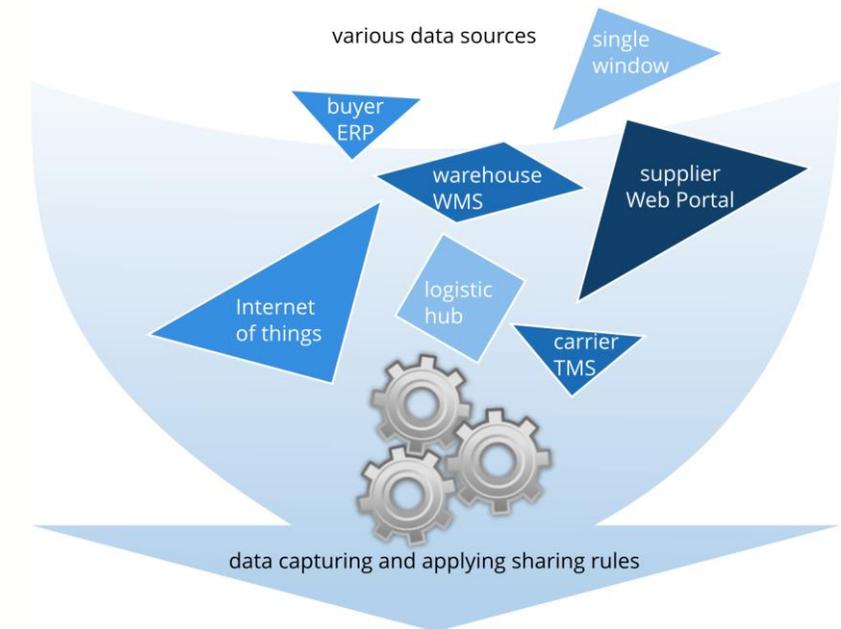
Connect all sources & apps once, and let solid B2B engines handle all data exchange within your agile **ecosystem**

Publish to and consult master & ops data from your business partners; always available, always up to date, **same version of the truth.**



Behind the scenes

- ✓ Capture data from internal and external sources
- ✓ Harmonize data
- ✓ Link data logically
- ✓ Manages usage rights defined by data source
- ✓ Manages API for Value Added Services
- ✓ Add VAS and invite third parties to develop VAS



Private data cloud of actual data ready to use for alerts & notifications, analytics, optimization, planning, replenishments,...

Your own VAS-store to steer the value chain in an agile way





Key Principles for Success in Data Sharing Initiatives

Linking companies should be done by publishing & sharing data, just once, for multiple partners, application independent.

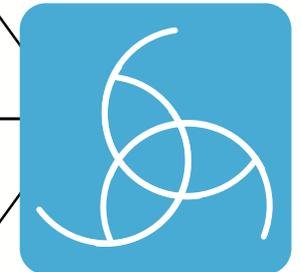
Publish & share under full control of the source, extremely granular.

Should be as easy as LinkedIn.

Agile. Loosely coupled architectures for a volatile world.

Flat fees. Encourage max usage.

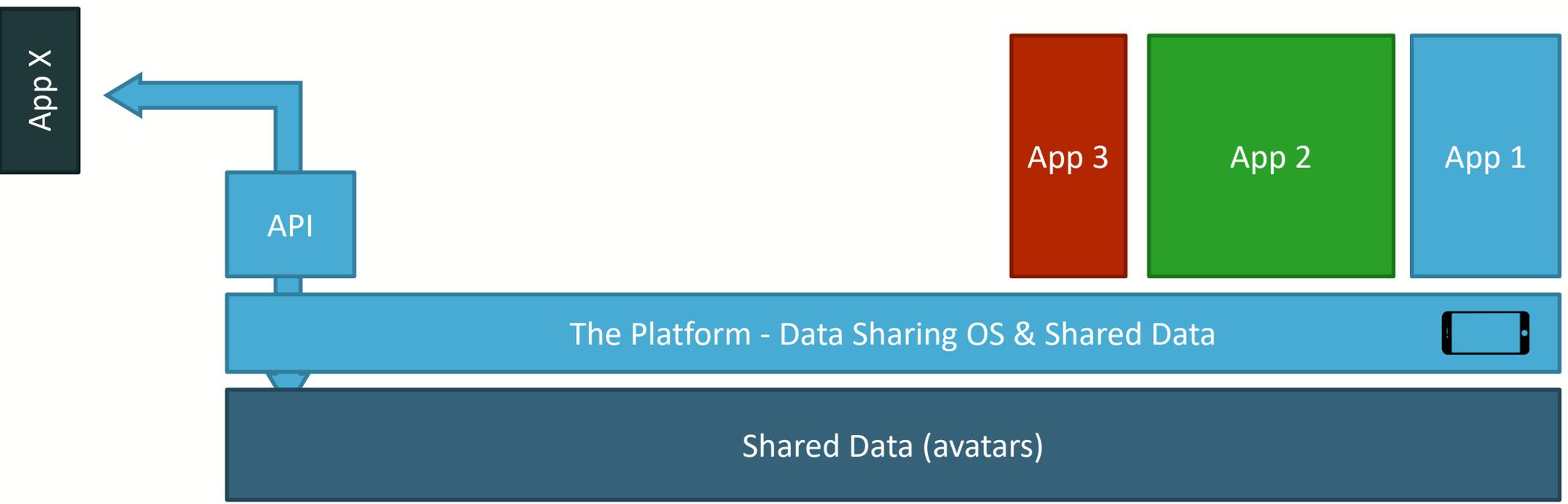
Openness to other platforms. E2E





Platform based – separation of concerns

- Bottom up – Layer by Layer
- Starting from a solid platform -> simple, solid, safe
- Leaving room for best of breed application providers -> agile, quick to change, quick to replace, competitive





Bringing what's common for unstructured data to the world of structured data,

	Messaging	Data Sharing
	1-1	1-m Real time Intensive interaction/feedback
Unstructured data Man to man Machine to man	Letter + Stamp	Website, blog, Facebook, LinkedIn, Twitter, Dropbox     
		
Structured data Machine to machine Man to machine Machine to man	EDI/XML + price/message	Nallian 