



The Global Language of Business

# TransFollow

A GS1 Enabler

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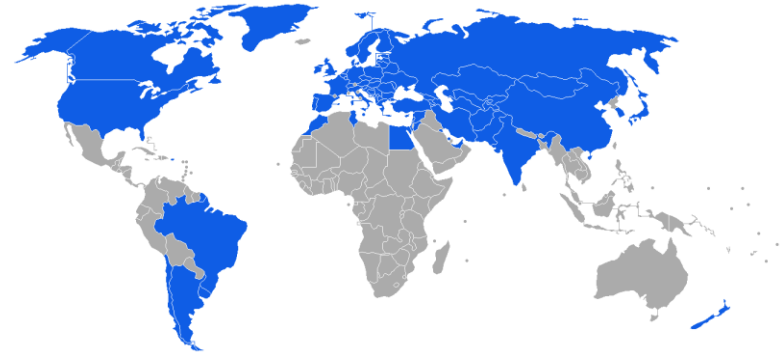
Trans**Follow**



# Agenda



- History TransFollow
- e-CMR
- TransFollow platform / GS1
- Advantages
- Call to action



# TransFollow history



- Golden era start-up
- POD since 1685
- Local shipper's address
- Founding fathers CMR
- Established by the Dutch logistic associations
- From the market: neutral and independent
- Focus on (freight related) data exchange
- No commercial focus on data as business model
- Strong cooperation with the IRU since 2016



# VIDEO LINK



The standard for the  
digital consignment note



# Some figures



## The Netherlands

- 40.000.000 CMR
- 100.000.000 AVC
- 265.000.000 Paper POD/SOG
- 405.000.000 drops annually

## EU28

- 377.000.000 CMR in cross border traffic
- 54 CMR countries
- 166.000 trees
- 15.000 pallets of paper CMR's
- 600 trucks of paper CMR's

# Processing costs CMR



## Paper

Item	Activity	Time (in min)	Costs (in €)
Issue	Printing	1	€ 0,31
	Distribution	3	€ 0,93
Use	Signing	5	€ 1,54
	Retreival (1%)	0,15	€ 0,05
Filing	Status update	3	€ 0,93
	Archive	3	€ 0,93
	Sent POD	5	€ 1,54
<b>Total</b>			<b>€ 6,23</b>

## e-CMR

Item	Activity	Time (in min)	Costs (in €)
Issue	Printing	0	€ 0,00
	Distribution	0,5	€ 0,15
Use	Signing	5	€ 1,54
	Retreival (1%)	0	€ 0,00
Filing	Status update	0	€ 0,00
	Archive	0	€ 0,00
	Sent POD	0	€ 0,00
<b>Total</b>			<b>€ 1,69</b>

Administrative hassle retrieval of CMR costs € 15,00 !!

All e-CMR's retrievable with a click



- e-CMR is the vital puzzle piece for Supply Chain visibility (remove the Chinese whisper in the logistical chain)
- e-CMR is unstoppable and could help to deploy the GS1 standards further
- Solves the returnable transport items (RTI) issues regarding visibility/administrative burden
- Independent, neutral carrier for shipment related data!
- From the industry, for the industry



## Legislative

- CMR convention
- United Nations
- Equivalent to CMR
- Made out by electronic communication
- Same particulars as CMR

## Content

- Electronic signature uniquely linked to signatory
- Identification of signatory
- Means under sole control
- Linked to data: subsequent change of data detectable

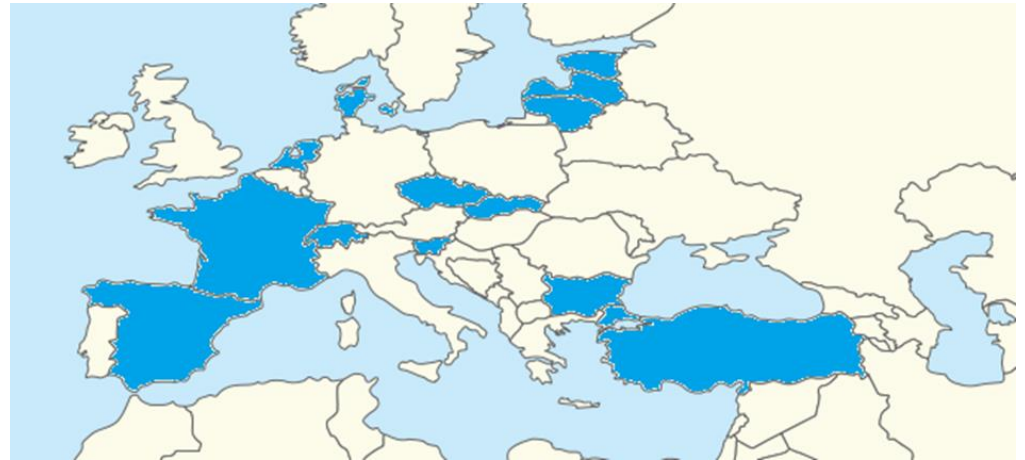


# Overview of developments - countries



## Ratified countries

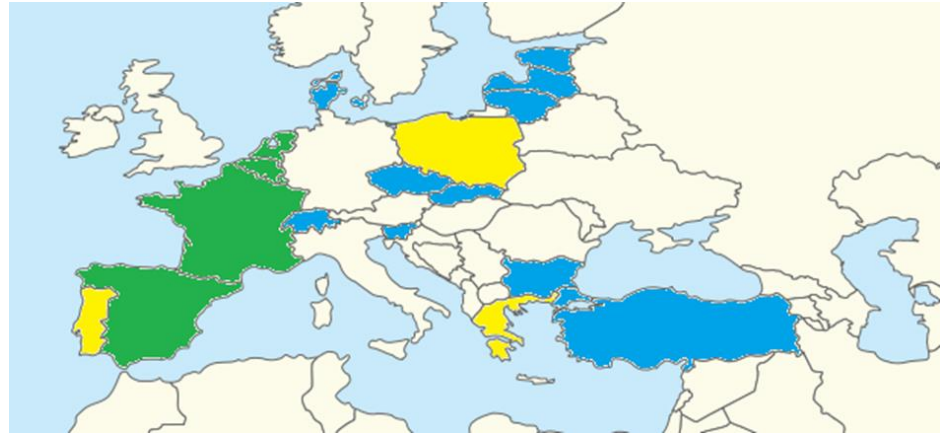
- Bulgaria
- Czech Republic
- Denmark
- Estonia
- Latvia
- Lithuania
- France
- Netherlands
- Slovakia
- Slovenia
- Spain
- Switzerland
- Turkey



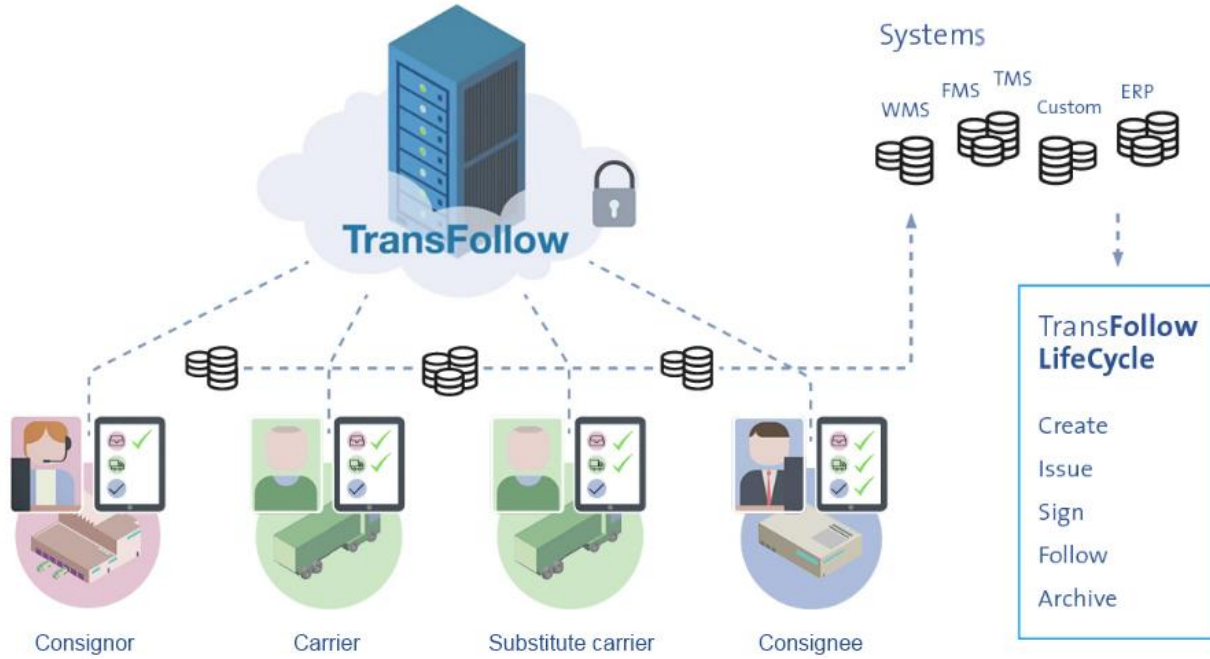
# Overview of developments – TF connected



- Belgium – pilot government
- Benelux – pilot 01-12-2017
- Portugal – start up
- Greece – pilot on its way
- Poland – pilot with Czech Republic



# TransFollow platform



# TransFollow system components



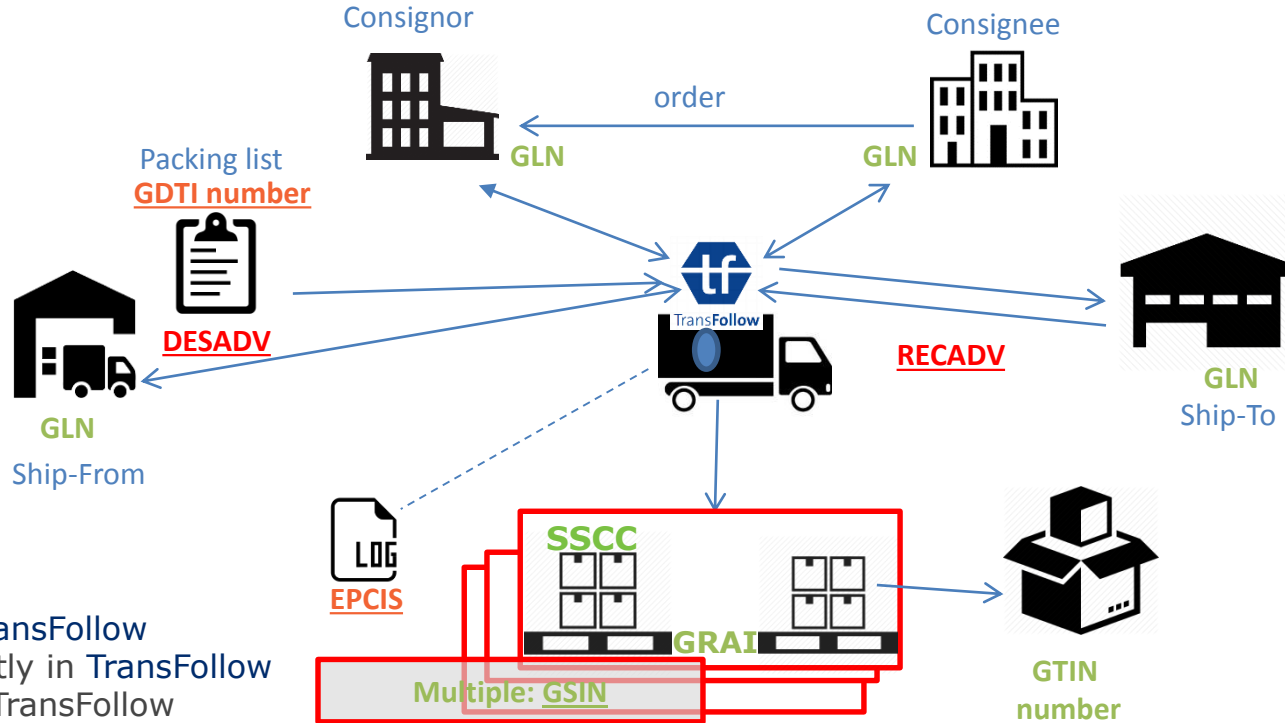


- Open API, accessible to all systems
- System and user authorisation and authentication mechanisms
- Very well documented
- Easy to connect



- Centralized, fully secure
- High availability (target 99,99%)
- Storage, distribution and archiving of consignment notes
- Governance, distribution and storage of transactions

# GS1 and TransFollow



# Available in TransFollow



- SSCC (Serial Shipping Container Code): available in TransFollow transactions (at structured goods level, per line)
- GRAI (Global Returnable Asset Identifier): available in TransFollow (at RTI level, per line)
- GTIN (Global Trade Item Number): available in TransFollow (at structured goods level, per line)
- GLN (Global Location Number): available (per party/address





# Advantages



- Reduce paper
- No CMR check required
- Access to all CMR's
- Instant proof of delivery
- ETA visibility
- Reduce costs & failures
- One protocol for all LSP



- Improve efficiency (stay in truck)
- CMR always obtainable
- Real-time Proof-of-Delivery
- Reduced administration
- Faster payment
- Safety



- Reduce paper
- Secure and legally correct signature
- Pictures / remarks to be added to CMR
- Supply chain visibility

# Call to action



## GS1/TransFollow cross border showcase

- RECADV / GLN / SSCC scanning on eCMR
- Intensive implementation support /consultancy
- International exposure
- Valuable long-term conditions



## GS1/TransFollow RTI showcase

- GLN / GRAI
- Intensive implementation support /consultancy
- National exposure
- Valuable long-term conditions

