

# Introduction to e-CMR by TransFollow

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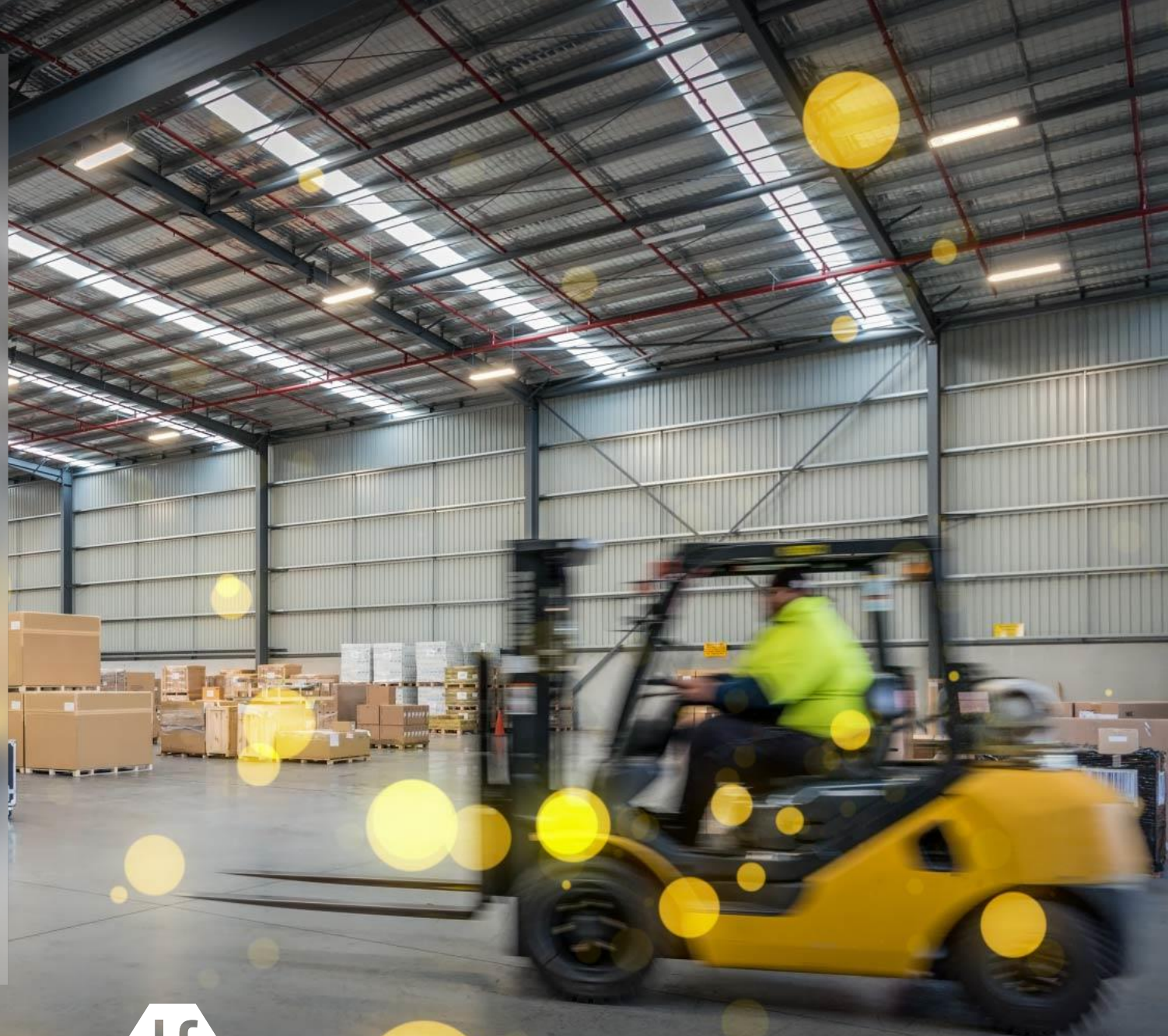


Trans**Follow**

**ahead of the chain**

# Agenda

1. Company and Product Presentation
2. eCMR footprint and development
3. Commercial and license agreements
4. Next Steps (post meeting)
5. TransFollow Demo



# History

- Golden era start-up
- POD since 1685
- Local shipper's address
- Founding fathers CMR
- Established by the Dutch associations TLN & EVO
- From the market for the market: neutral and independent
- Focus on (freight related) data exchange
- No commercial focus on data as business model
- Cooperation with the IRU (International Road Transport Union)

A blank, red-lined form for a Bill of Lading (Beurtvaart-Adres) with various fields for sender, recipient, and cargo details.

A historical Bill of Lading (Beurtvaart-Adres) from 1929, featuring handwritten entries and a circular stamp.

Art. **Beurtvaart-Adres**  
Lijst  
Aan *Perma Co. Rotterdam*  
*De Colthach* te *den Haag*  
per: *Nyndon*  
Aanpakking of de zending *Handzaden*  
Waardeverzekering *1000 =*  
INHOUD  
1 *kei* *boeken*  
1 *schijf* *fluor* *3 coll.*  
1 *schijf* *peper*  
Amsterdam den *26/3* 1929

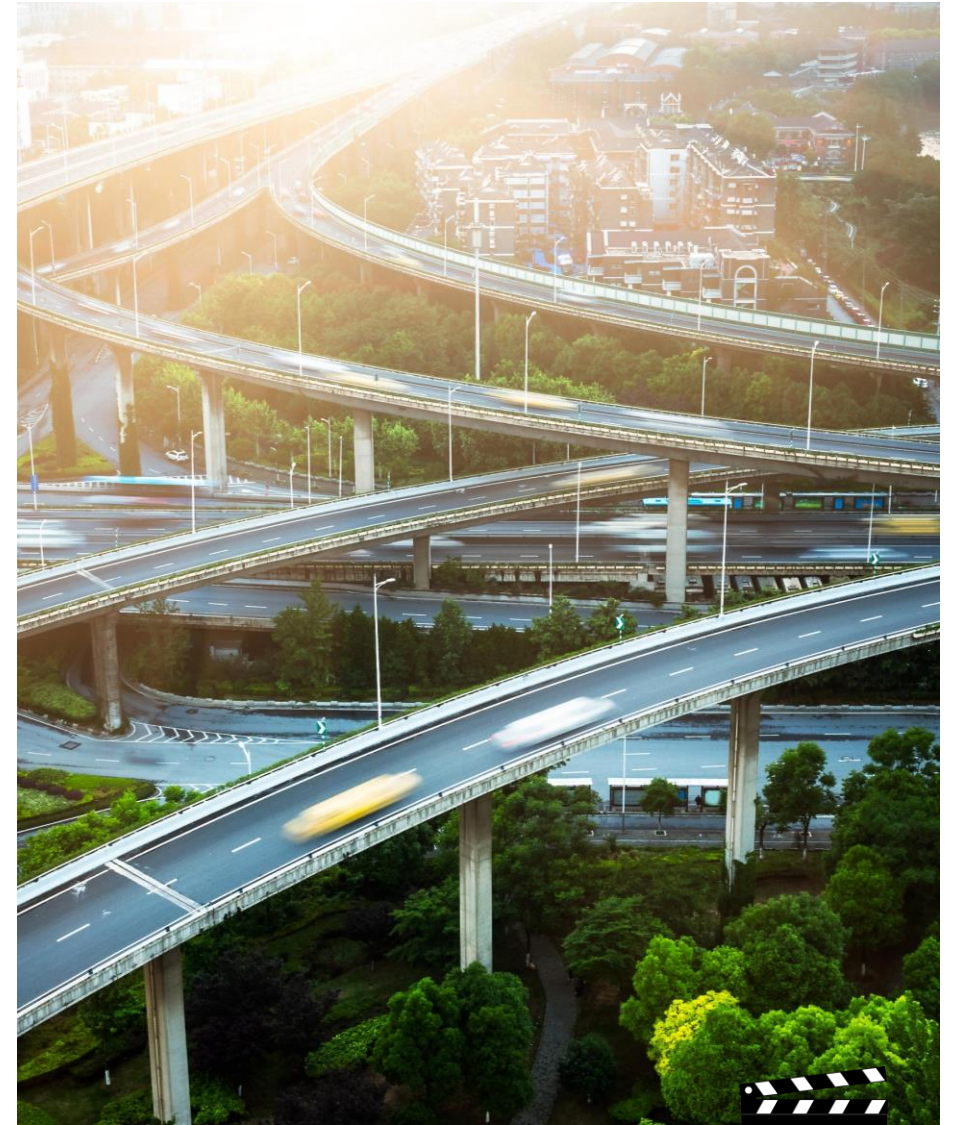
IN DE VRACHT IS ASSURANTIE NOOIT BEGRIEPE.



# Strong cooperation

## TransFollow – IRU - Associations

- **TransFollow / IRU**, working primarily with the member associations of the IRU.
- Strong examples are BGL, ZMPD, FNTR, Cesmad Bohemia and **UNTRR**
- This brings **trust, safety and security**
- We are **neutral and independent**, from the industry and for the industry
  
- We are here to **stay!** Not like private equity or the Google or Uber like companies
  
- Most important is that your **data is safe**, so the integrity of the partnership is key
  
- We need to act now! This is the time that we still as transport companies, shippers and logistic service providers can take control!
  
- Be part of the first movers! This will benefit in the short term and will bring efficiency benefits (-cost savings) at soonest.





# eCMR

## Why?

By using paper documents for any form of transportation, we neglect the possibility of saving costs, saving the environment and increasing efficiency

We use a LOT of paper !

### The Netherlands :

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

### EU 28 :

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



# eCMR

## Why?

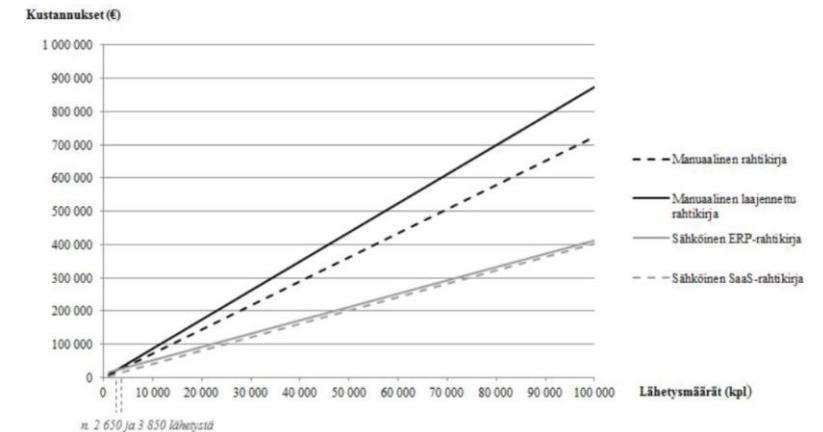
Cost saving opportunities on the administrative part of the transport are one of the limited elements left that will increase operational income



Two Dutch studies compared a paper CMR to an electronic and came to the conclusion that savings are around € 4,50 EU (based on Dutch labour costs) per CMR. And retrieval of a paper document from archive ~€ 15,- with e-CMR one click



If annual shipping volume of the company exceeds 3,850 a year an e-CMR becomes cheaper than a paper CMR, but if the e-invoicing is included it drops to 2,650 shipments.



# E-CMR how?

From a legal perspective, the eCMR is a protocol to be adopted/ratified per country. It is not a law! The UN protocol clearly outlines the conditions

## 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
- Device under sole control
- Linked to data: subsequent change of data detectable





# e-CMR

## How?

The signature is the element of importance that distinguishes solutions. The correct way of signing, accepted by the parties involved, will determine the effectiveness and legal compliancy of the e-CMR to the protocol

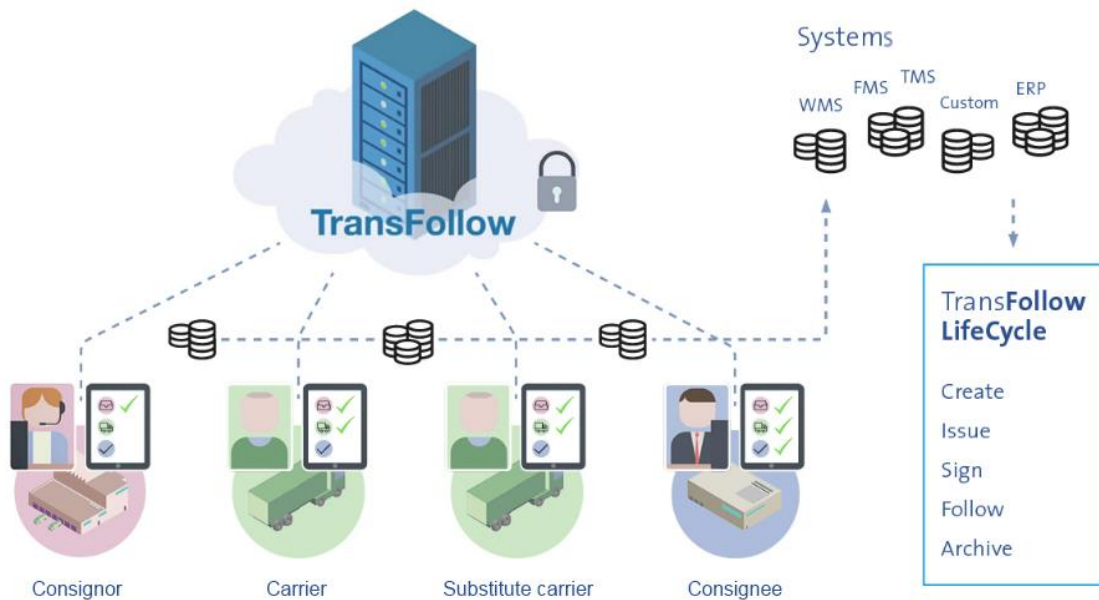
Signing procedure	Remarks
Delivery without consent of counterpart (no signature)	Least favorable action. No proof of delivery.
Sign-On-Glass (SOG)	Somewhat generally accepted, but <i>not</i> uniquely linked to the signatory! It could have been anybody! The device is <i>not</i> at your sole control!
TransFollow signature “TFA for TransFollow Approval”	Secure and guaranteed solution!



# TransFollow platform

## What is it?

It is the ultimate goal for companies to integrate their proprietary software solutions, i.e. WMS, ERP, TMS, FMS with TransFollow, allowing to optimize efficiency increase and reduction of redundant workflows. For this TransFollow offers public available API-configurations available at [developer.transfollow.org](http://developer.transfollow.org)

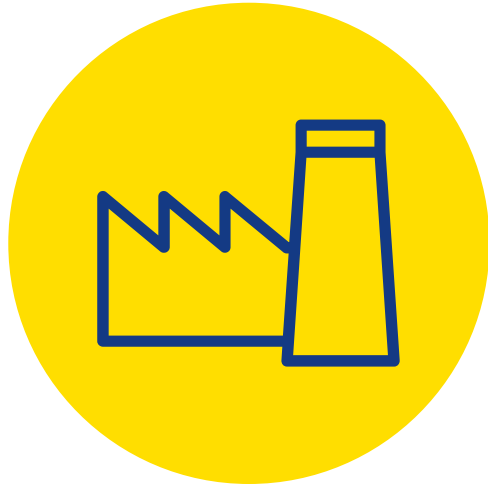


This section highlights the TransFollow platform's features and its ISO certification. On the left, a server icon labeled 'TransFollow' is shown with an ISO logo. To its right, a padlock icon is positioned above the 'Public API' (developer.transfollow.com) and 'TSSC' (developer.transfollow.com) labels, which are accompanied by gear icons. Further right, a 'Portal' icon (a monitor with the TransFollow logo) and 'Apps' (two smartphone icons) are displayed. On the far right, a 'CERTIFICATE' is shown, issued by DEKRA. The certificate details include: Number: 2213977, The management system of: TransFollow B.V. (Hofweg 33, 2621 XD Nootdorp, The Netherlands), and the standard: ISO/IEC 27001:2013. The certificate also states that the implementation meets the requirements of the standard.



# E-CMR / TransFollow advantages

A summary of the most important elements



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



- Improve efficiency (stay in truck)
- CMR always obtainable
- Realtime 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



# TransFollow's contractual parties

## Licensee

The Licensee is a company offering a TransFollow integrated software solution to its End-users. Typically a Licensee has purchased one or more API keys at TransFollow. The Licensee offers its solutions without selling TransFollow credits to its customers. The Licensee has an agreement with TransFollow and pays annually for the use of the API key(s).

## End-user

The End-user is a company/entity using TransFollow credits in combination with a software solution. The End-user purchases its credits at an Enabler or Distributor. The End-user is rewarded free credits for using TransFollow.

*A special End-user can be an entity that integrated its proprietary software solution with TransFollow. These entities would need to close an End-user and Licensee agreement.*

## Distributor

The Distributor is contracted by TransFollow in order to sell TransFollow Products (API key, credits and services). In many cases the Distributor is the same as the Promoter in a country (the national association). The Distributor is appointed on a non-exclusive basis. Per country more than one Distributor can be activated. A Distributor makes a margin on the selling of credits and is rewarded with free credits per purchase.





# Experiences in e-CMR implementation

TransFollow is a technology partner NOT an implementation partner

It's a change management project between parties in the supply chain NOT an IT project

- Hire a supply chain project manager
- Determining e-CMR business benefits for all parties
- Scoop the launch e-CMR project (technical, logistics scenarios)
- System and (e-CMR) process integration
- Live first e-CMR
- Evaluate and adjust
- Scale up to new/extra supply chain

