

Collaborative Logistics

Everybody is talking about it,
but how do we get it started?

Who We Are



- Operator of the UK's busiest freight exchanges – Courier Exchange & Haulage Exchange
- Over 3,500 users and growing, with over 500,000 movements transacted per annum
- Over 10 years of trading experience
- SME platforms and Enterprise wide solutions

Who We Are



- Logistics Consultancy – founded 2001
- Six Sigma and operational efficiency consulting
- Cradle to grave collaboration service
- CAST, Paragon, CLASS
- Typically save 5-8% of costs
- Take responsibility for the change process



NEXT



Iceland

Agenda

Defining Collaboration

- What is collaboration?

Types and case studies

- Different ways and examples

How can you start

- Pragmatic ways to get benefits in 10 weeks

Enabling providers

- Who can help you get going?

Why Should We Collaborate



The Next Way to Unlock Savings

Competitors or collaborators?

As logistics becomes more professional and fuel prices drive up the cost of air freight, shippers are looking at modal creativity to cut costs and streamline their supply chains.
Will Waters reports

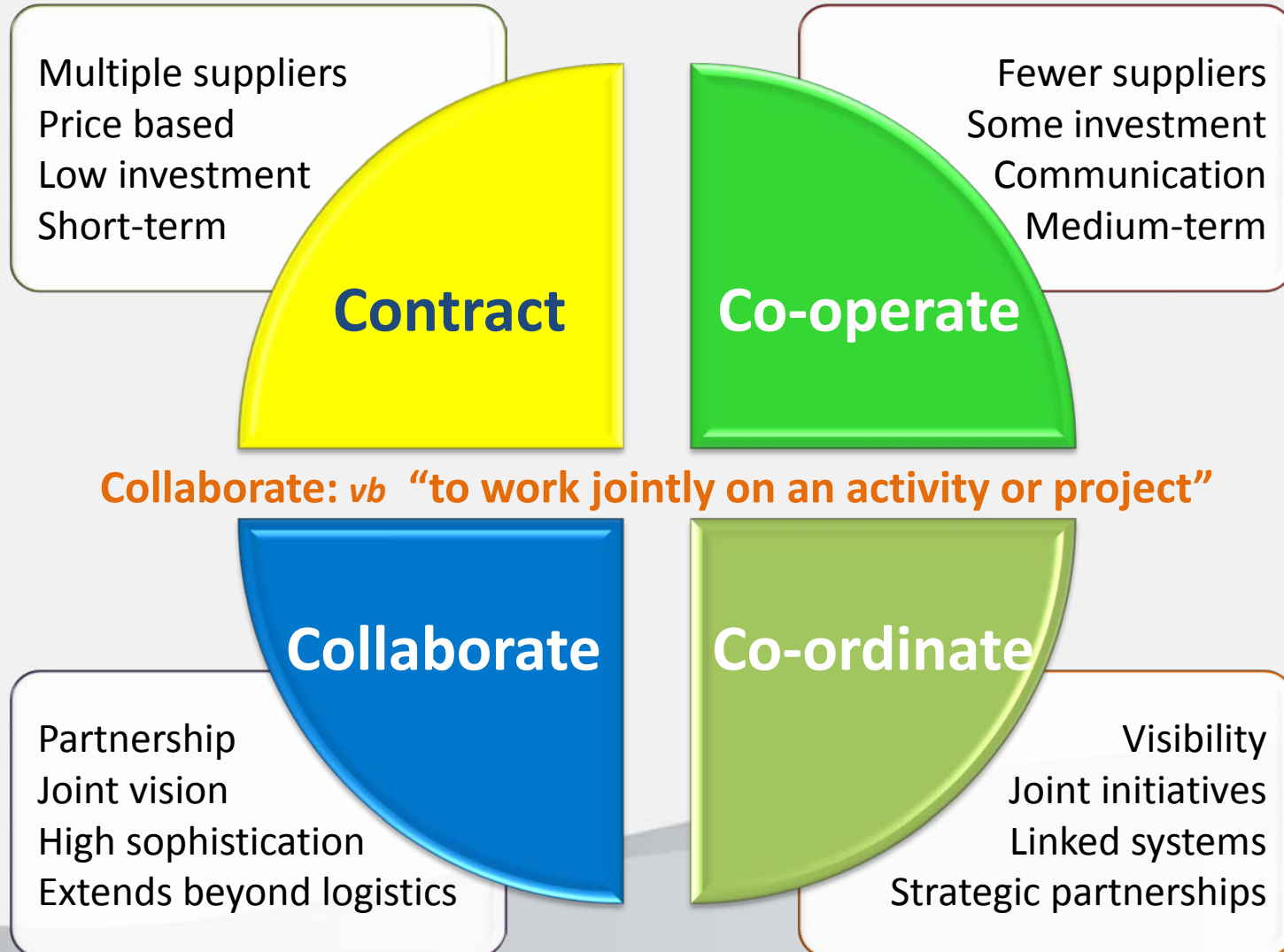


Food firms merge haulage interests



*Collaborative logistics
is now firmly on the
boardroom agenda!*

What is Collaboration?



What is Collaboration?

Can all partners benefit from collaboration?

How will benefits change over time?

Types of Collaboration



Along the supply chain

e.g. manufacturer & retailer

Across supply chains

e.g. competitors

Manufacturers Collaborating



- Competitors in the biscuit and snack food market
- Complimentary logistics networks
- Operational since 2007 – transport backloading on fleets
- Saves 280,000 km/annum, £300,000 savings/annum



- Consolidated warehousing to enable consolidated deliveries
- Product compatibility is key – high cube vehicles
- Shared customer bases
- Saves 435,000 km/annum, 7% transport savings

Suppliers Collaborating

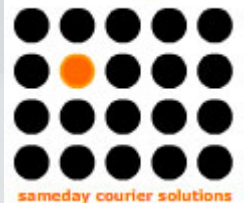
- Online freight exchanges
- Sharing loads
- Sharing visibility of empty vehicles and locations
- Specific visibility for different operations e.g. couriers, hauliers, flatbeds
- 1000's of loads transacted per week

Stobart Group

browns
DISTRIBUTION



Planet Logistics

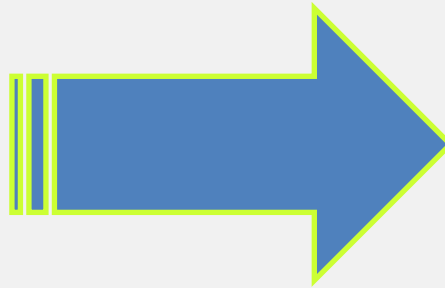
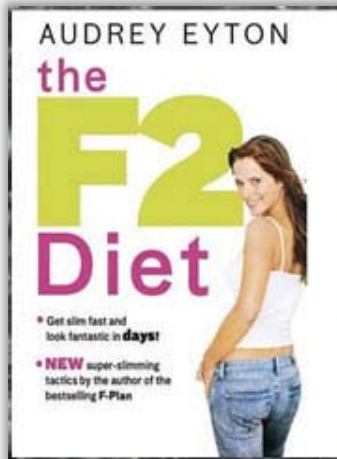


Benefits

- Increase revenue
- Improve efficiency
- Higher return on investment

- Shorten lead times
- Reduce operational costs
- Reduce Carbon Output

Time for your business to lose weight?



Key ingredients of the **C**ollaborate plan

- A neutral party to facilitate and keep data confidential
- An agreed gain share method
- A determination to make it happen!

Get Benefits in 10 Weeks

DEFINE

- Existing trading partners (Suppliers, Customers...)
- Potential new partners

MEASURE

Weeks 2-4

- Gather data on your own network
- Work with partners to gather their network data

ANALYSE

Weeks 5-7

- Look for obvious quick wins and implement
- Model combined networks to assess further benefits

EXECUTE

Weeks 8-10

- Agree the commercial structure with partners
- Implement procedures and communication platform

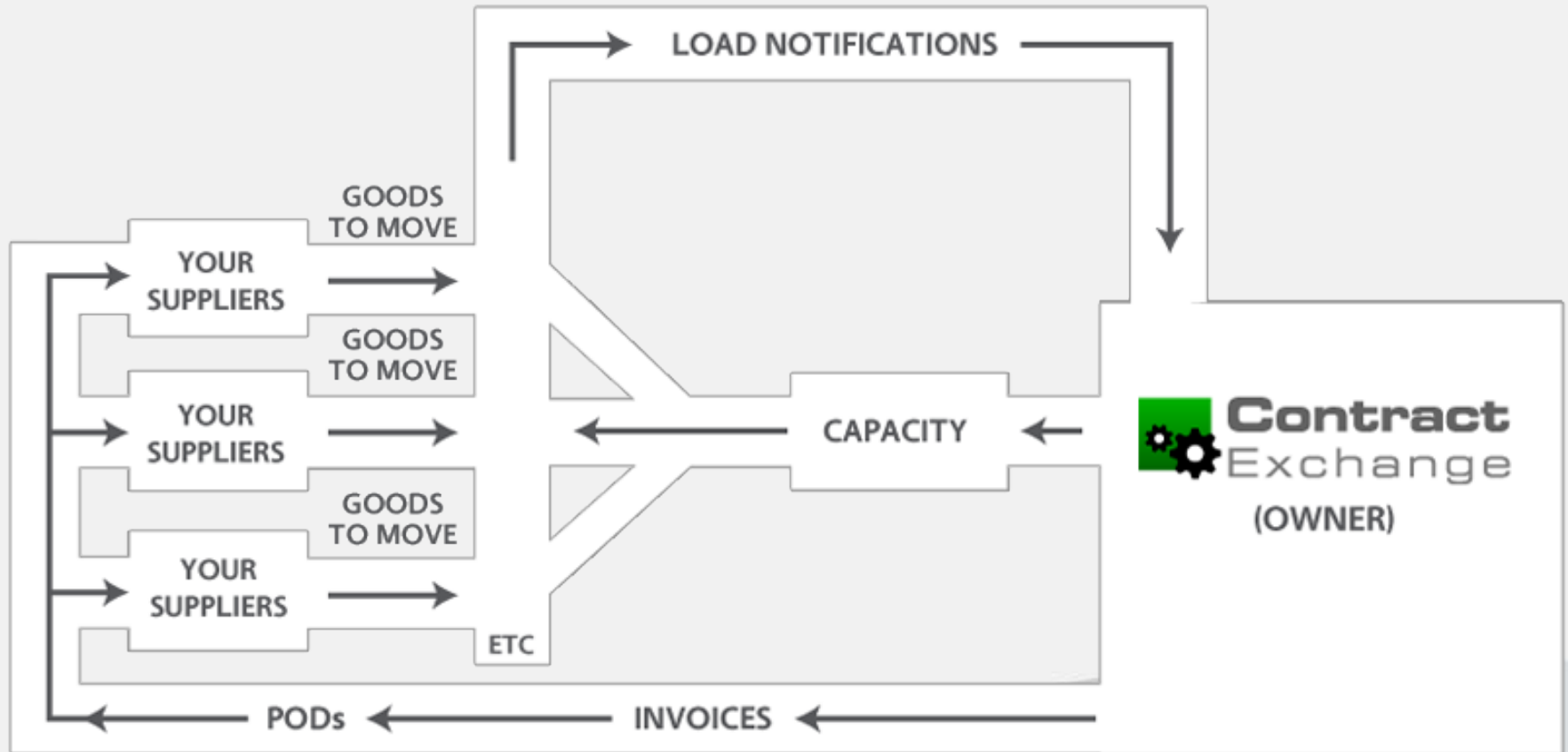
CONTROL - Week 11 onwards > measure benefits!

- Measure activity to maintain momentum
- Quantify benefits

What is out there to help me?

- Software Solutions
 - Collaborative platforms such as Transport Exchange Group
 - Supplier-Supplier or Buyer-Supplier
- Consultancy
 - Neutrality is key to assess benefit sharing
 - Avoid competition law risk
 - Fixed price packages to get started
- Organisations
 - ECR Group, ELUPEG

SOLUTIONS FOR SHIPPERS (own account operator) Backhaul Opportunities for Supplier Collections



SOLUTIONS FOR LSPs - CONTRACT EXCHANGE

