

The TrailerCompany.

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Platform-as-a-Service – how data can be shared securely and easily

About Me

- Work with Supply Chain Visibility Solutions for more than 14 years
- Responsible for new digital services at Schmitz Cargobull AG with intention to build next generation Carrier Specific Data Management solutions
- Vision: Solutions where carriers are enabled to securely navigate in the IoT-world of today

Søren Danielsen

Manager Strategy & Business Development

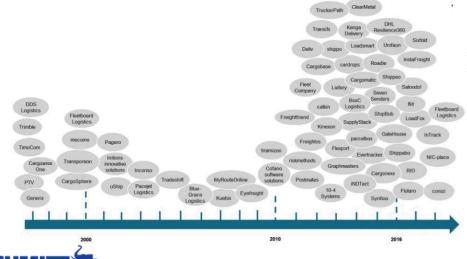
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Data requirements are increasing

The IoT world has grown dramatically and continues to grow. Investments are ongoing.



23 09 2024

Platforms are in demand because:

- Trucks and trailers are rolling data sources (brakes, locks, cooling units, tires).
- The transport industry is fragmented and collaborates to increase efficiency.
- Supply chain visibility is a must-have.
- Legal requirements for digital documents and data sharing (e-CMR, EFTI, Data Act).
- Autonomous and electrified assets need new tools to monitor and operate.
- A trailer stands idle 75% of its lifespan.

Source: Roy, D.T.; Fellenberg, M. (2020): Logistikplattformen als Treiber für smarte Ökosysteme – Supply Chain Visibility als initialer Schritt für Transparenz und Steuerung von integrierten Real-time Supply Chains. In: Industrie 4.0 Management 05/2020, pp. 63-66.

It all starts with a truck and a trailer

Why it does not always work as we want it to!

- Several independent systems connected (brakes, temperature etc.).
- Truck and trailer are individual legal entities.
- The world is evolving from fossil fuel to e-drive.
- Connected to the world of IoT solutions as a standard.
- Digital match between truck and trailer.



Transport data is generated by the trailer in real time.

Best performance is best enabled by integrated solutions

Eco system of data driven solution providers

Volvo	Co3
Scania	Mobilisis
Timocom	B

MAN

Shipper

Bosch Mobility

(AGS)

Kasasi

Trimble Securitas

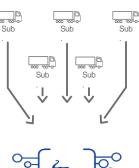
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MixMove Transporeon

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Lead Logistics **Service Provider** (LLSP)

Transport order



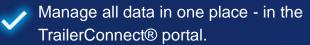
Platform as a Service

Secure handling of all aspects of IoT connectivity

- Network of system partnersProtected Carrier Network
- Automatic Tour Monitoring
 - Collaboration across the industry

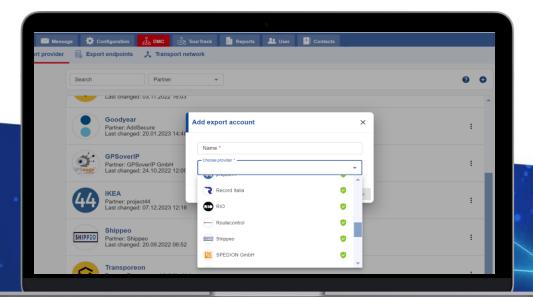


Control and management of incoming and outgoing connections





Ready-to-use data connections on demand.





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Control and management of incoming and outgoing connections

 Full control and transparency over telematics data sets - when importing and exporting data.

Secure data management - The platform complies with the current GDPR guidelines and is certified in accordance with the strict ISO standards ISO 9001, ISO 27001 and TISAX.



Maximum tour transparency

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Instant creation, editing and monitoring of tours.



Simple import of full truck load (FTL) tours via an Excel file.

API connection for automated tour transfer from common transport management systems (TMS).

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The TrailerCompany.

Our Vision

By 2030 1 mio assets -+50.000 carriers connected, enabling fingertip connectivity





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