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The Common Framework - A Logistics Service Providers View

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Facts & Numbers

- **Founded in 1823 in Fussach, Austria**
- **Still owned by the founding family**
- **150 branch offices around the globe**
- **6.000 employees**
- **10.000.000 shipments per year**
- **1.200.000.000 € turnover in 2013**
- **500.000 m2 of warehousing space**

GW Branch Offices in Europe

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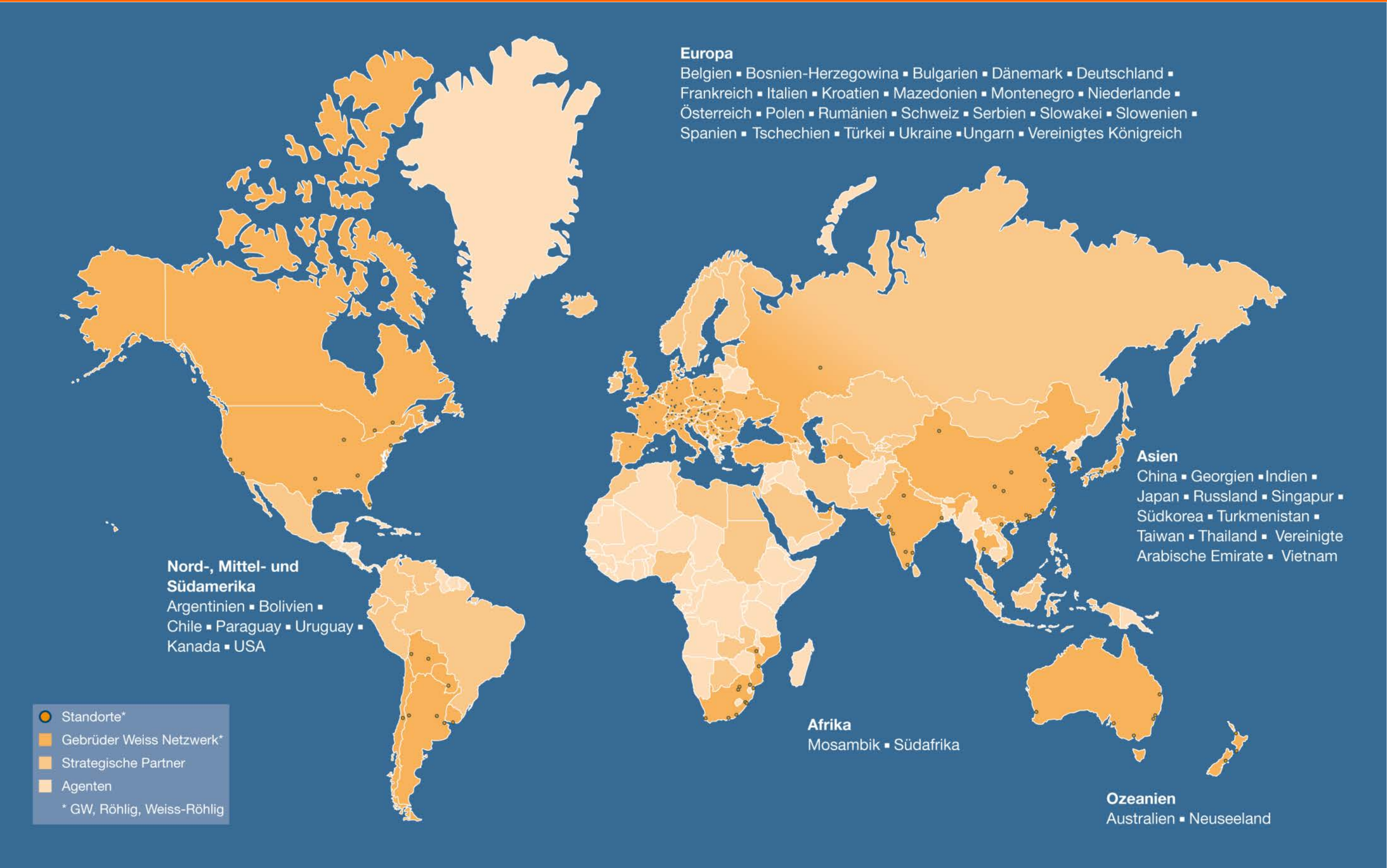
Worldwide Air & Sea Network



The Status Quo

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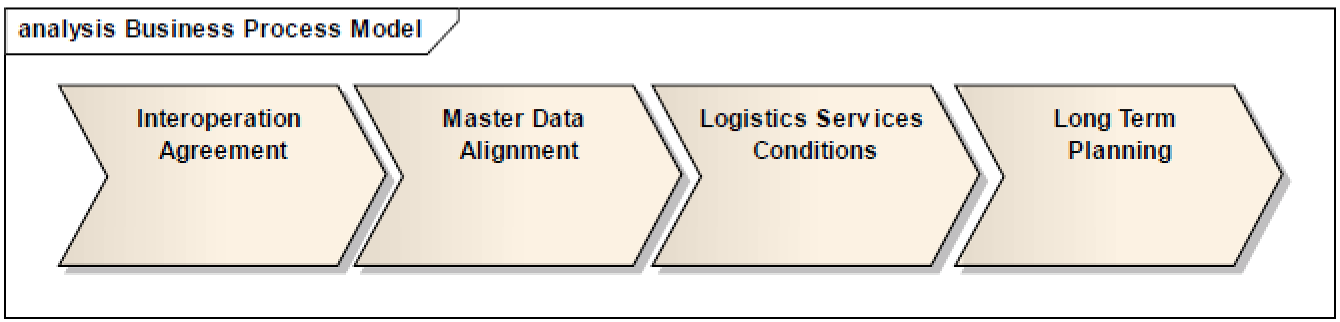
The International Network of Gebrüder Weiss

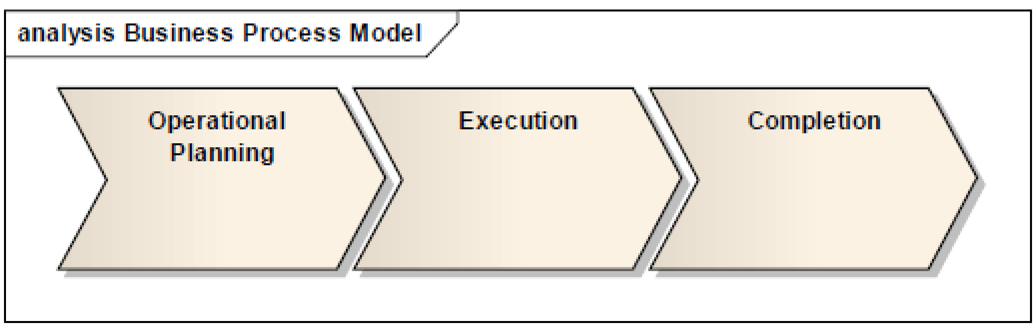
- Branch offices in 30 countries around the globe (approx. 50% outside the EU)
- Multimodal transports (road, rail, air, sea), warehousing and complete logistics solutions
- 3rd and 4th party logistics service provider
- International network of partners, subcontractors and Air & Sea carriers
- Member of several logistics alliances
  - e.g. SAE (56 members in 29 countries)
- EDI integration with 800 customers and partners – no global standards for information exchange in the supply chain
- Being able to integrate customers and partners is a major competitive advantage

The Common Framework

Business Processes

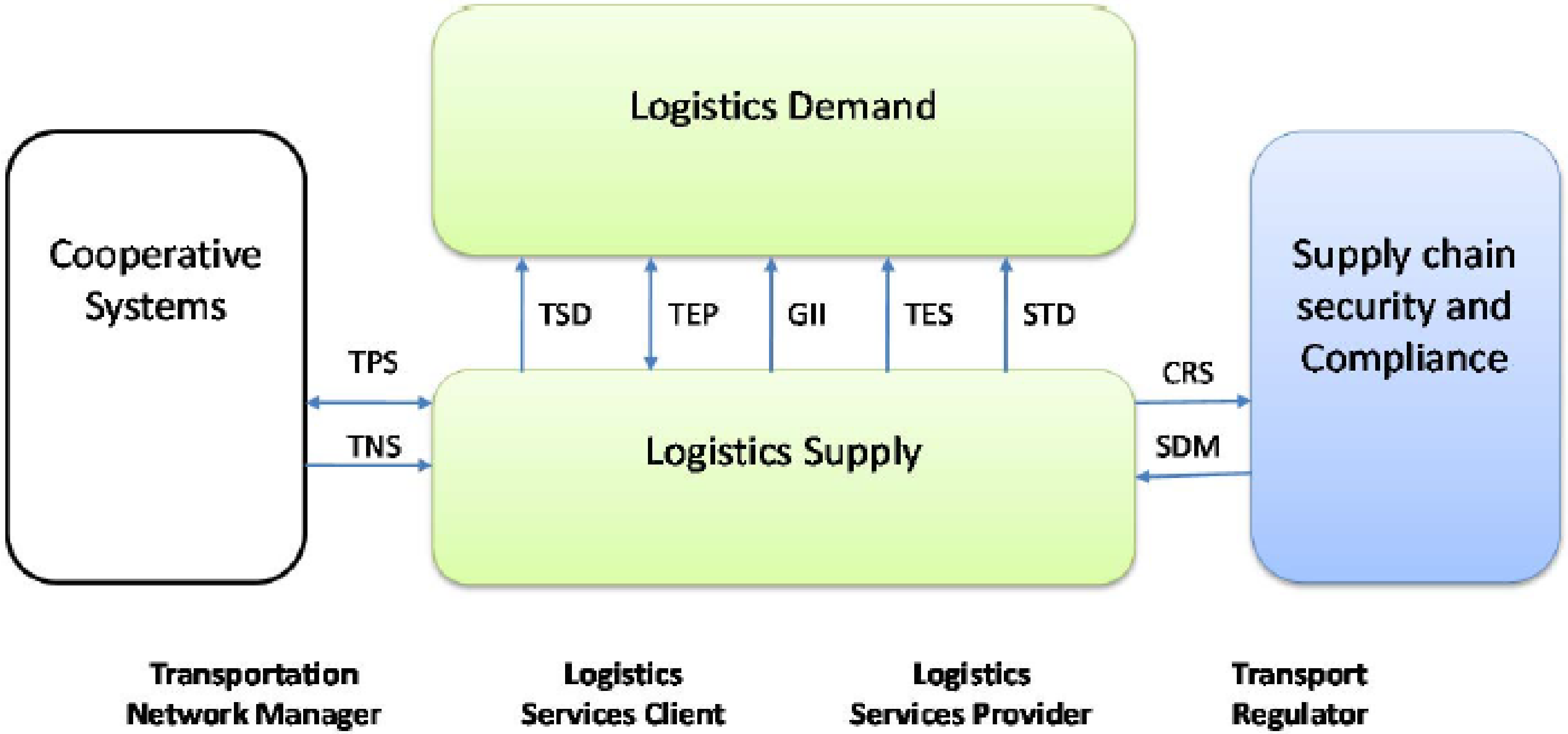
- **Important are definied processes on the strategic AND the operational level**
- **Long term capacity planning can only work through an integration between logistics services providers and clients**





The Common Framework

The Domains and the Interactions



J.T. Pedersen: „One Common Framework for Information and Communication Systems in Transport and Logistics – Facilitating Interoperability“, eFreight, June 2011

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The Main Features for a LSP

- **Integration between client and service provider through**
  - **Transport execution plans**
  - **Transport service descriptions**
  - **Regular updates on the execution status**
  - **Itinerary of the transported goods**
- **Integration between the infrastructure, the means of transport and the LSP**
- **Integration between the LSP and customs and authorities**
- **Clear descriptions of the information along the whole supply chain**
- **A standardized data format and aligned information**

Does It Meet the Needs?

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From an LSPs point of view…

- **Single-mode and multimodal transports are covered – the information flow from the consignor to the consignee is guaranteed**
- **Does the framework scale for a 4th party logistics provider that manages several 3rd party logistics providers?**
- **Transports are only part of the service portfolio of a LSP – other services are not covered by the Common Framework**
  - **Inbound and outbound orders for warehousing**
  - **Value added services (e.g. packaging)**
  - **Crossdocking**

Process Example
Supply Chain Solution

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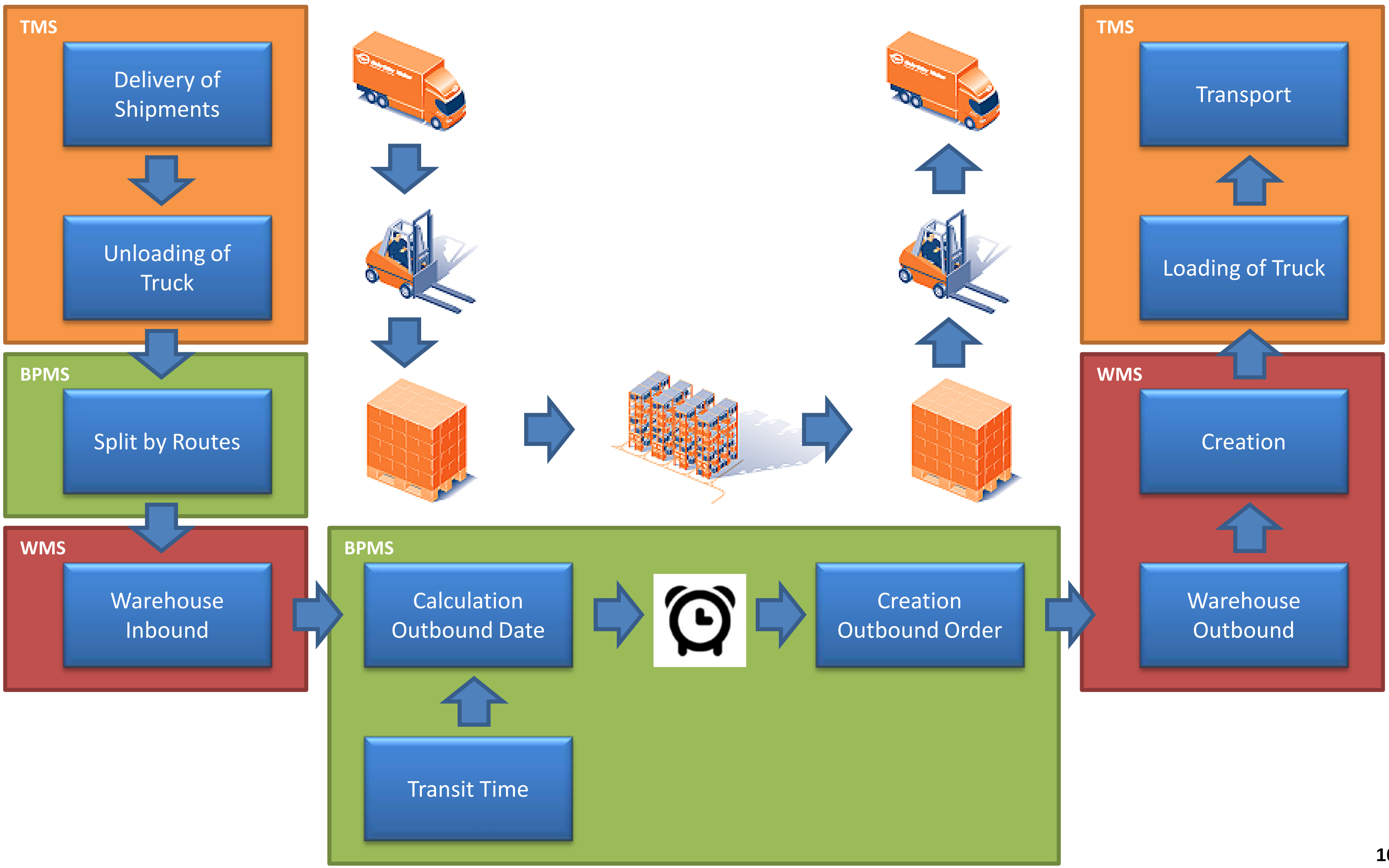

Does It Meet the Needs?

From an LSPs point of view…

- What if parts of the service are provided by LSPs that do not use the Common Framework? E.g. the first leg of the transport is provided by such a LSP? What does that mean for the rest of the transport?
- Orders might get consolidated or split by the LSP – what does that mean for the information flow along the supply chain?
- A critical mass is needed to establish the Common Framework within the industry. It should become a standard and needs to be adopted by key market players (e.g. large LSPs)
- What about supply chain resilience? How can the SC react to exceptions?

An Outlook

What will the future bring?

- **Higher integration between logistics service clients and logistics service providers – integration will be on the operational and on the strategic level**
- **Increased outsourcing of the whole supply chain to 4th party logistics service providers**
- **More complex supply chains and, thus, more complex requirements from the logistics service clients (exception handling, consolidation, splitting, value added services, etc.)**
- **Global supply chains that need integration across multiple countries, cultures, languages, ...**


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Thank you for your attention!

The Common Framework

Description

- Cooperative Systems – Traffic management systems / vehicle and infrastructure
- Logistics Demand – Consignor, Consignee, Logistics Service Clients
- Logistics Supply – Logistics Service Providers
- Supply Chain Security and Compliance – Transport regulators, customs and other authorities

- TEP – Transport Execution Plan
- TES – Transport Execution Status
- TSD – Transport Service Description
- GII – Goods Item Itinerary
- STD – Single Transport Document
- SDM – Security Data Message
- CRS – Common Regulatory Reporting Schema
- TPS – Transport Progress Status
- TNS – Transportation Network Status