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<b>Aan:</b>	Connekt
<b>Van:</b>	Liesbeth Staps, TKI Dinalog/ Kees Verweij, Buck Consultants International
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## 1. Inleiding

### 1.1 Achtergrond

Nederland wil haar logistieke toppositie behouden via 1) het versterken van de logistieke knooppuntfunctie via de afwikkeling van goederenstromen, 2) het stimuleren van de rol als ketenregisseur van (inter-)nationale logistieke activiteiten en 3) het actief promoten van Nederland als land met een aantrekkelijk innovatie- en vestigingsklimaat voor het verladende en logistieke bedrijfsleven.

De Topsector Logistiek heeft voor het internationaliseringsoffensief drie doelen opgesteld om meer toegevoegde waarde te creëren voor de BV Nederland:

1. Het vergroten van het aantal logistieke activiteiten van buitenlandse bedrijven in Nederland, waaronder het naar Nederland halen van nieuwe internationale business vanuit Nederland door 'regie' op internationale goederenstromen die niet noodzakelijk door Nederland stromen,
2. Het vergroten van het aantal goederenstromen dat via Nederland loopt
3. Het stimuleren van de export van Nederlandse logistieke kennis en kunde

Aan deze drie doelstellingen wordt uitvoering gegeven door het Buitenland Promotie Platform, dat begin 2014 van start is gegaan via een werkgroep van NDL, Dinalog en NFIA. In het Platform wordt invulling gegeven aan activiteiten die de overlap van de drie doelstellingen betreft.

### 1.2 Doel Deliverable 4

In 2014 heeft Dinalog in opdracht van het Ministerie van Infrastructuur & Milieu voor de eerste keer de Monitor Export Logistieke Kennis en Kunde opgeleverd, met de resultaten voor de eerste twee kwartalen van 2014. Deze Monitor bevat een overzicht van de resultaten van de export waarde van logistieke diensten in 2014 op macroniveau.

Deze berekening is in Deliverable 1 (uitgangspunten) en Deliverable 3 (berekening) opnieuw gemaakt voor 2014 en 2015 op basis van de nu beschikbare informatie, maar er is ook behoefte aan informatie op micro-niveau: business cases van individuele bedrijven die logistieke diensten exporteren. Deze Deliverable 4 bevat een groslijst van organisaties met een dergelijk cases, waarbij een zestal cases nader zijn uitgewerkt als visuals.

De genoemde projecten in de groslijsten zijn verder uitgewerkt op projectfiches, deze informatie is beschikbaar via de andere activiteiten binnen dit project



## 2. Resultaten Business cases

### 2.1 Samenstelling groslijst van innovatieve logistieke exportdiensten

Om een overzicht te krijgen van de te exporteren logistieke diensten die binnen de verschillende categorieën van logistieke diensten vallen is de afgelopen maanden een groslijst van innovatieve logistieke diensten met exportkansen gemaakt. Deze groslijst is hieronder opgenomen voor zowel de invalshoek vervoersdiensten (weg, binnenvaart, spoor, zeevaart en luchtvaart) als de invalshoek ICT/ketenregie/overige diensten. De individuele initiatieven zijn tevens onderverdeeld naar volwassenheid van de te exporteren dienst. Deze groslijst vormen de basis voor verder onderzoek van de kennisexportdiensten in 2016, waarbij de vetgedrukte diensten zijn uitgewerkt als cases.

Tabel 1 Groslijst logistieke diensten in ICT/ketenregie/overig.

Thema	Bron/bedrijf	Categorie
Advies ketenregiediensten	Argusi	A: Volwassen commerciële dienst
<b>Advies ketenregiediensten</b>	<b>CAROZ</b>	<b>A: Volwassen commerciële dienst</b>
Ketenregie / finance	Flinqer	A: Volwassen commerciële dienst
Ketenregie / finance	TransdocLink	A: Volwassen commerciële dienst
Ketenregie / finance	Pro-Quidity	A: Volwassen commerciële dienst
Ketenregie / finance	Blue Rock Logistics	A: Volwassen commerciële dienst
Ketenregie diensten	Van Berkel	A: Volwassen commerciële dienst
Ketenregiediensten	IDS	A: Volwassen commerciële dienst
Ketenregiediensten	Simacan	A: Volwassen commerciële dienst
Ketenregiediensten	Spierings Smart Logistics	A: Volwassen commerciële dienst
Ketenregiediensten	E-Lc	A: Volwassen commerciële dienst
Ketenregiediensten agro	SilFit	A: Volwassen commerciële dienst
Ketenregiediensten bouw	Formaat XL	A: Volwassen commerciële dienst
Logistiek platform	Cargogator	A: Volwassen commerciële dienst
Software/advies ketenregie	Quyntess	A: Volwassen commerciële dienst
<b>Software/advies ketenregie</b>	<b>ORTEC</b>	<b>A: Volwassen commerciële dienst</b>
Software/advies ketenregie	CAPE Groep	A: Volwassen commerciële dienst
Software/advies ketenregie	Quintiq	A: Volwassen commerciële dienst
Software/advies ketenregie	Eyefreight	A: Volwassen commerciële dienst
Software/advies ketenregie	Centric	A: Volwassen commerciële dienst
Software/advies ketenregie	ISTIA	A: Volwassen commerciële dienst
Big data planning zeevracht	CAPE Groep	B: Nieuwe dienst uit project
Ketenregie diensten automotive	IZI Motive/Packs	B: Nieuwe dienst uit project
Ketenregie returnmanagement	12return	B: Nieuwe dienst uit project
Ketenregie servicelogistiek	Gordian	B: Nieuwe dienst uit project
Ketenregiediensten	GET Service / Jan de Rijk	B: Nieuwe dienst uit project
Ketenregiediensten staalhandel	INAD	B: Nieuwe dienst uit project
Ketenregiediensten zorg	Huuskes Vers	B: Nieuwe dienst uit project
<b>Logistiek platform sierteelt</b>	<b>Hubways</b>	<b>B: Nieuwe dienst uit project</b>
Monitoring t.b.v. bundeling	Antaris Solutions	B: Nieuwe dienst uit project
Planningtool terminals	Modality/CTU/MCS/TNO	B: Nieuwe dienst uit project
Planningtool terminals	Cofano	B: Nieuwe dienst uit project
Subcontractor-app	CAPE Groep	B: Nieuwe dienst uit project
Bundeling in fashion	Ewals	C: Kennis
Planning/bundeling chemie	4C4Chem	C: Kennis





Tabel 2 Groslijst logistieke diensten in vervoer (weg, binnenvaart, spoor, zeevaart en luchtvaart)

Thema	Bron/bedrijf	Categorie
<b>Synchromodale vervoersdiensten</b>	<b>EGS</b>	<b>A: Volwassen commerciële dienst</b>
Bundeling intermodale vervoersstromen	Greenway Logistics	A: Volwassen commerciële dienst
Synchromodale vervoersdiensten	GEBA Trans	A: Volwassen commerciële dienst
Synchromodale vervoersdiensten	Samskip	A: Volwassen commerciële dienst
Planningstool synchromodaal	IDVV	A: Volwassen commerciële dienst
Software multimodaal	CoSo	A: Volwassen commerciële dienst
<b>Software/advies multimodaal</b>	<b>Caroz</b>	<b>A: Volwassen commerciële dienst</b>
<b>Planningstool multimodaal</b>	<b>Inlandlinks</b>	<b>A: Volwassen commerciële dienst</b>
Consultancy diensten	Bureau Voorlichting Binnenvaart	A: Volwassen commerciële dienst
Synchromodale vervoersdiensten	Contargo	A: Volwassen commerciële dienst
Software en consultancy logistieke keten	Wayz	A: Volwassen commerciële dienst
Software/consultancy synchromodaliteit	Centric	A: Volwassen commerciële dienst
Planningstool synchromodaal	PTV group/Ixolution	A: Volwassen commerciële dienst
Intermodale vervoersdiensten	GVT	A: Volwassen commerciële dienst
Intermodale vervoersdiensten	Groenenboom Transport	A: Volwassen commerciële dienst
Planningstool intermodaal	Quintiq	A: Volwassen commerciële dienst
Planningstool intermodaal	Inforit/CQM consultancy	A: Volwassen commerciële dienst
Planningstool intermodaal	Cofano Software Solutions	A: Volwassen commerciële dienst
Consultancy diensten	Van den Bosch Transporten	A: Volwassen commerciële dienst
Planningstool intermodaal	Yellowstar Solutions	A: Volwassen commerciële dienst
<b>Planningstool intermodaal</b>	<b>Ortec</b>	<b>A: Volwassen commerciële dienst</b>
Consultancy diensten	IDS Supply Chain Executers	A: Volwassen commerciële dienst
Vervoersdiensten intermodaal	2 Connect Logistics	A: Volwassen commerciële dienst
Synchromodale vervoersdiensten	Topsector Logistiek	B: Nieuwe dienst uit project
Synchromodale vervoersdiensten Agrofood	Topsector Logistiek	B: Nieuwe dienst uit project
Planningstool synchromodaal	IDVV (Synchromodaily)	B: Nieuwe dienst uit project
Serious game synchromodaal plannen	TNO	B: Nieuwe dienst uit project
Planning/bundeling chemie	Dinalog/4C4Chem	C: Kennis
Bundeling intermodale vervoersstromen	Lean & Green	C: Kennis
Planningstool synchromodaal	IDVV (Syflon)	C: Kennis
Planningstool multimodaal	IDVV	C: Kennis
Webservice handling logistiek	Dinalog (SIEEG)	C: Kennis
Planningstool multimodaal	Dinalog (Extended Gate)	C: Kennis
Planningstool synchromodaal	IDVV (TICS)	C: Kennis
Managementsysteem ports	Dinalog	C: Kennis
Planningstool synchromodaal	Dinalog/SynchromodalIT	C: Kennis
Planningstool synchromodaal	Dinalog/SPoT	C: Kennis
Planningstool intermodaal	Dinalog/CDIT	C: Kennis
Consultancy intermodaal vervoer	REWIND	C: Kennis





# NHTV Breda University of Applied Sciences

## Intensive logistics executive training program to Omani professionals

The NHTV Breda University of Applied Sciences, Academy for Urban Development, Logistics & Mobility offers two English-taught professional bachelor's programs; International Logistics and Economics, and International Logistics Engineering. The Academy has its own Advisory and Innovation Centre, offering a neutral platform for research, projects, training and advice. As a center of education, research and knowledge, NHTV Breda University of Applied Sciences seeks to make a contribution to our globalizing society by training young people to become responsible professionals in conjunction with the international business community.

Oman is good at building infrastructures, such as ports, roads and warehouses. In using these infrastructures, the logistics process in particular is open to further improvement. Accounting for some 85 percent of national income, oil is Oman's main source of income. Oman is keen on finding other sources of income to strengthen its national economy.

In order to add value to the supply chain of the Oman region, NHTV delivered a tailor-made 4-week logistics executive training program to eleven Omani professionals, coming from four different ministries and state companies related to logistics. Their goal is to initiate logistics developments in Oman. The course covered a theoretical program as well as practical company visits. In conjunction with the Ministry of Foreign Affairs, they received an official certificate for their performance and learning targets.



## Fast facts

Organization	NHTV Breda University of Applied Sciences, Academy Urban Development, Logistics & Mobility
Website	<a href="http://www.nhtv.nl">www.nhtv.nl</a>
Specialization	Education
Employees	90
International	multiple, Oman

*"The Dutch expertise in organizing integrated supply chains adds value and opportunities to the available infrastructure in Oman."*

**Marijke Bogers**  
Project leader, NHTV

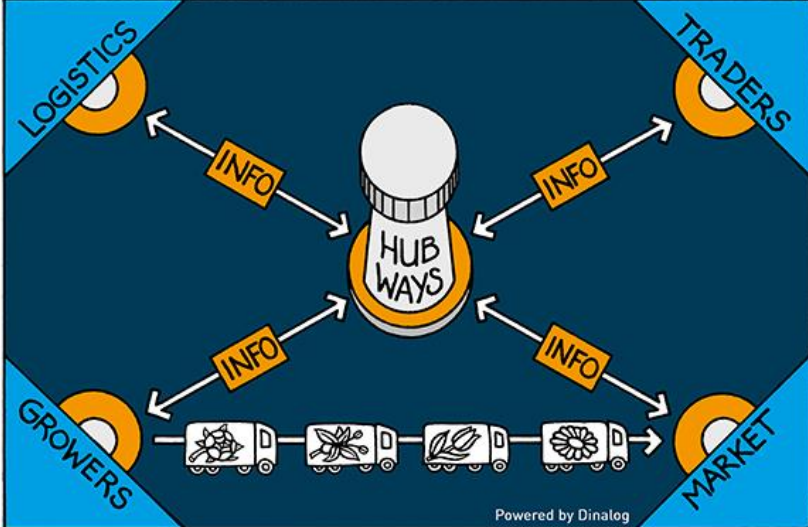


### Results:

- 11 professionals earned certificate
- Based on the success, the course will be delivered again in 2016 and 2017.
- The initiative contributes to the wider bilateral economic relations between Oman and the Netherlands.







# Hubways

## Coordination and synergy in floriculture logistics

The Dutch floriculture sector is supplying customers all over Europe daily with fresh flowers and plants. It is widely recognized as world leading, and is constantly innovating to increase added value for customers. Flower and plants growers, traders, logistical service providers and market places/ auction houses are working closely together in logistics to improve flower and plant quality throughout the supply chain while keeping logistics costs down. The sector network has expanded to companies in other EU, African and South-American countries.

Accurate logistics is essential for all floricultural supply chain partners, and a key challenge for the sector. Road congestion, expected shortage of qualified drivers and sustainable transport are current trends that challenge the floriculture sector to achieve a next step in logistics efficiency. Also, the sector needs to come up with e-commerce solutions and apps the answer the needs of younger customers.

In order to meet these logistics challenges, the collaborative Hubways platform has been set up. The Hubways platform connects the entire floricultural sector by setting an developing standard digital messages for exchange of orders the supply chain. The Hubways is supported and governed by the key industry bodies and more than 80 knowledge- and supply chain partners are collaborating. The HubWAYS platform is open for other sector parties from different countries, which can gain benefits by linking into the existing network. More over, the HubWAYS organization is willing to spread knowledge about supply chain cooperation, in an industry-wide context for fresh logistics.



**Hubways**

Coördinatie en samenwerking in sierteeltransport

## Fast facts

Organization	Hubways
Website	<a href="http://www.hubways.nu">www.hubways.nu</a>
Specialization	Floriculture
Employees	5 employees, 80 participants
Export markets	Belgium, Ethiopia, Germany, Italy, Kenya

*"The flower auction house FloraHolland already excelled in logistics, but the Hubways platform has enabled us to work more strategically together with partners. This is a real benefit in a sector that was not used to work towards a long term perspective."*

**Edwin Wenink**

Supply Chain Manager, FloraHolland

### Results:

- Improved flower quality for customer
- Lower supply chain costs
- Improving flower export from African countries
- Facilitating use of reefer containers





# Intermodal Links

*Comparing more than 11,000 intermodal European links*

Intermodal transport involves combinations of barge, rail, road and short sea transport. It is a great alternative to road transport, reducing fuel costs, traffic congestion and air pollution. Intermodal Links is the first independent, online search engine that enables one to find the most optimal intermodal services for container transport between more than 830 terminals around Europe. The on-line Intermodal Planner, developed by Ecorys, compares more than 11,000 direct connections between terminals and destinations to combine services of about 130 rail, inland waterway and shortsea transport operators in over 40 countries in and around Europe.

Planning a route with Intermodal Links is as easy as planning a route with Google Maps. The search engine finds all available combinations of intermodal transport, and displays them in a convenient report. Clicking a report line will show the provider and booking details. Intermodal Links offers tailor-made intermodal route planners as in-company plug-in for logistics regions, sea ports and container terminals. The port of Amsterdam, Zeeland Seaports and the Jade Weser Port (Germany) are among the port authorities using a specific port plug-in.

The increased transparency of intermodal accessibility to a specific regions or port can attract new business and jobs in the long term. For container terminals the additional transport modes directly increase business with the increase in connecting routes. Having your own intermodal route planner will increase internet traffic to the company's website and promote your business in logistics and transportation.



## Fast facts

Organization	Intermodal Links
Website	<a href="http://www.intermodallinks.com">www.intermodallinks.com</a>
Specialization	On-line planning
Employees	2 employees, 830 participants
Export markets	Germany , other EU countries

*"Logistics companies can save on costs and can reduce their environmental impact by using intermodal transport to and from the port area."*

Maarten van As  
Marketing Manager, Zeeland Seaports



## Results:

- Improved insights into intermodal opportunities across more than 800 terminals in Europe
- Efficiency in intermodal bookings
- In-company plug-in allows ports and regions to emphasize specific opportunities



# ORTEC SUCCESS STORIES: COCA-COLA

LEARN HOW ORTEC HELPED COCA-COLA ACHIEVE THEIR BUSINESS GOALS, SAVING \$500M.

**386 MILLION**  
SERVINGS EVERY DAY



**74,000**  
EMPLOYEES

**1+ MILLION**  
CUSTOMERS  
EACH WEEK

**TWELVE**  
BILLION DOLLAR  
BRANDS

**10,000 TRUCKS**

## ORTEC

*Inventing optimal planning solution for customers world-wide*

ORTEC is one of the largest specialist providers of advanced planning and optimization solutions and services in the world. ORTEC's products and services result in optimized fleet routing and dispatch, vehicle and pallet loading, workforce scheduling, delivery forecasting, logistics network planning and warehouse control. ORTEC offers stand-alone, custom-made and SAP® certified and embedded solutions, supported by strategic partnerships. ORTEC has over 1,800 customers worldwide, 750 employees and offices in Europe, North America, South America and the Pacific Region.

Coca-Cola is one of the major world wide customers of ORTEC. After a detailed vendor evaluation process, Coca-Cola Enterprises (CCE) in the USA selected SHORTREC as the new software solution to replace the existing planning software. On a typical day in North America, over 7,000 routes are dispatched to deliver over 85,000 orders to approximately 80,000 customers. CCE employs over 200 dispatchers, located in 28 dispatch hubs, to perform this critical role each day. SHORTREC finds the most efficient delivery solution among the pool of orders for that day. Various elements are incorporated to determine this solution: (1) Data elements: Includes delivery time windows, geocodes, unloading times, and merchandising times, (2) Parameters: includes driver and vehicle costs, road network speeds, and driver work times. and (3) Rules: Includes respecting delivery time windows (hard rule) and minimum route duration (soft rule). SHORTREC differs from the existing distribution planning software by allowing dispatchers to immediately see the impact from any manual movements. This enables dispatchers to become more analytical in their decision-making.



## Fast facts

Organization	ORTEC
Website	<a href="http://www.ortec.com">www.ortec.com</a>
Specialization	advanced planning and optimization solutions and services
Employees	750 employees
Export markets	World wide

*ORTEC Shortrec is a great tool for analyzing 'what-if's' and comparing different scenarios. The software works from the facts for that day and not a fixed standard. It also allows us to build routes based on time parameters so that everyone has an equitable day."*

Cyril Turner

General manager Atlanta, Coca-Cola USA



## Results:

- \$50 million/year gains in USA-wide distribution of Coca-Cola
- More flexibility in dispatchers operational process
- Better feedback of planning results, which enables continuous improvements.





# CAROZ

SURPRISING SUPPLY CHAIN FACILITATOR | CAROZ.COM

## The Surprising Supply Chain Facilitator

CAROZ is an innovative company which specializes in designing and implementing advanced and future proof logistics distribution networks for customers in various sectors. The company also acts as a 4PL logistics service provider, arranging (daily) transport management solutions. Together with their customers CAROZ continuously improves logistic processes. This results in structural logistics cost savings, service improvements and sustainable solutions.

CAROZ has been founded in 1999, and in the past fifteen years has established itself as an independent 4PL logistics service provider. The company has no own assets, and this independent position ensures that optimal transport and warehouse solutions can be found on a strategic-, tactical- and operational level. Past customers include among others Colruyt, SABIC, Mercuur Smart Logistics, Jewe-RET, Vanderlande Industries and Salad Signature.

CAROZ offers the following logistics products and services for manufacturers, wholetrade companies, retailers, and logistics service providers: (1) Beyond C: Logistic Scan, Workshop Logistic Strategy, Supply Chain Awareness Workshop, (2) Next S: Efficiency Analysis, (3) Fast M: Benchmarking, (4) Full L: Network Collaboration, Modal Shift, (5) Dr. James: Independent Sparring partner, Tender Assistance, Single Window Dashboard. CAROZ has their head quarters in Venlo, The Netherlands, on the German border, and therefore is often involved in optimizing pan-European distribution networks.



## Fast facts

Organization	CAROZ
Website	<a href="http://www.caroz.com">www.caroz.com</a>
Specialization	implementing future proof logistics distribution networks
Employees	15 employees
Export markets	Pan-European

*"CAROZ fits perfectly with our practical approach of complex issues."*

**Peter Simmer**  
General manager, Mercuur Smart Logistics



## Results:

- Improved pan-European distribution network performance
- Investing new supply chain solutions, incorporating new modalities (rail, barge)
- New insight into competitive logistics position through benchmarking







# European Gateway Services

*Developing and offering synchromodal transport services*

The deep sea container terminal ECT in Rotterdam handles about 6 million TEU per year. With the ever-growing size of deep-sea container ships (the largest have currently a capacity over 20,000 TEU), it is essential for the deep sea terminal to optimize European transports. The area for storing containers at the deep sea terminal is limited, so all modalities should be used ship containers quickly to/from European customers.

Via European Gateway Services (EGS), ECT has set up a synchromodal network in Europe, supplying all customers through a combination of rail, barge and road services. The European customer can make an a-modal transport order, just giving details about the required price and place and time of pick-up/arrival, and ECT will arrange all transports. In order to do this, ECT has set up high frequent rail and barge connections between Rotterdam and an expanding network of inland terminals and rail/barge operators in Europe. The starting point for EGS is always the synchromodal organization of transport. For each trip, the modal choice (rail, barge, feeder, truck) is based upon the most efficient and sustainable solution. If necessary (due to obstructions en route, for example), a switch between transport modes can be made immediately. All inland terminals in the EGS network offer a range of supplementary services, such as temporary storage, bonded warehousing, pre- and post-transport by truck, fumigation services, empty depot and more. Moreover, several of the inland terminals in the EGS network act as extended gates. On the routes from Rotterdam to these terminals, companies can benefit from additional customs services such as paperless transport. In that case, containers travel under the customs license of ECT. It is not until the extended gate that a customer needs to arrange the customs formalities. This allows companies to achieve additional time savings and increase efficiency.



## Fast facts

Organization	ECT
Website	<a href="http://www.europeangatewayservices.com/">www.europeangatewayservices.com/</a>
Specialization	Synchromodal network services
Employees	20 employees
Export markets	Pan-European

*“After unloading in Rotterdam, the container is moved immediately to the inland terminal in Belgium. Here the customs formalities can be arranged. It is no longer necessary to submit a T1 customs document, meaning the cargo no longer needs to wait for customs clearance”*

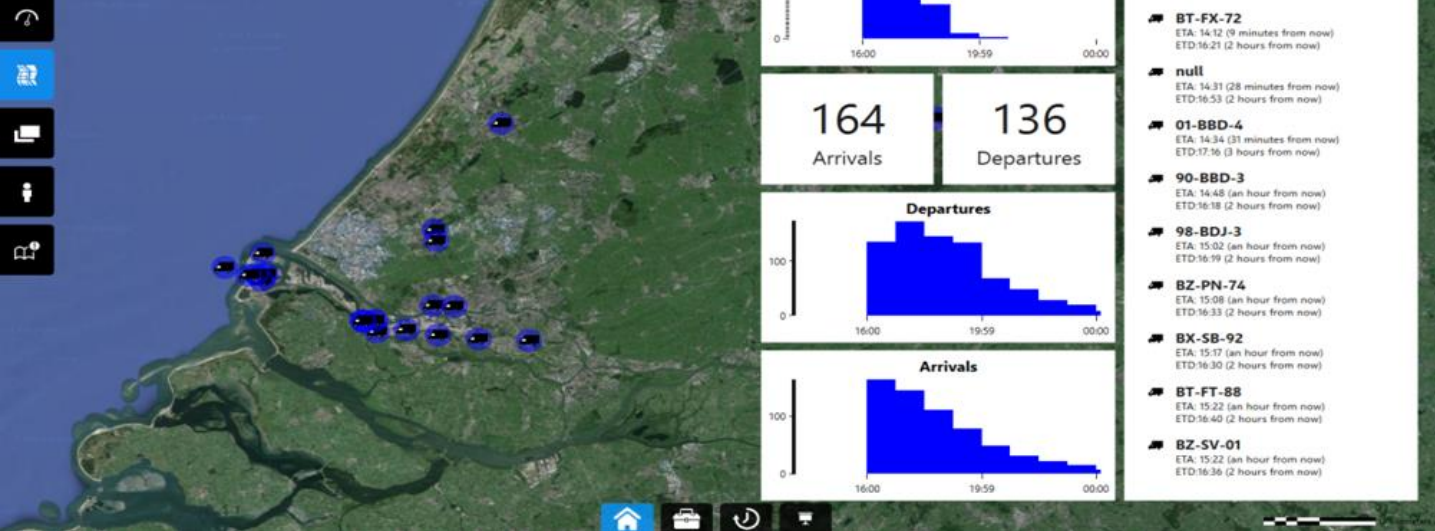
**Mike Speakman**  
Director Maxeda DIY Group



### Results:

- Fast and reliable transport services between port and inland terminal
- Improved customs services
- One-stop shop logistics service provider





# TNO Mobility & Logistics

## Smart Data Factory for Logistics

TNO is an independent research organization that employs some 3,000 specialists. We believe in the joint creation of economic and social value. We focus on transitions or changes in five social themes: Industry; Healthy Living; Defence, Safety & Security; Urbanisation and Energy.

The roadmap Mobility and Logistics is focusing on automated driving, cooperative and connected mobility, low carbon automotive and smart logistics. Smart data factory for logistics is one of our key propositions. The aim of the smart data factory for logistics is to create a worldwide open environment, using big data (open as well as through strict governance), for development, deployment and exploitation of intelligent, easy to develop / deploy applications for the transport & logistics market.

Why? For example in the container supply chain 75% of the inefficiencies are due to insufficient information, not being available at the right place, right level and at the right time. The availability of reliable information is also crucial for synchromodal planning , cross chain cooperation and for efficient trade compliancy.

TNO is active in the national Topsector Logistics and is partner of Dinalog. We have partners in the logistics area as ECT, Port of Rotterdam, Greenport Venlo, TLN, Flora Holland, ProRail, Port of Amsterdam and many others. TNO currently has 5 international projects on smart logistics in the EC-programs FP7 and H2020



## Fast facts

Company	TNO
Website	www.tno.nl
Specialization	Collaborative Innovation
Employees:	3,000
Export markets	worldwide

*“TNO connects people and knowledge to create innovations that boost the sustainable competitive strength of industry and well-being of society. This is our mission and it is what drives us, the 3,000 professionals at TNO, in our work every day.”*

**Paul de Krom**  
CEO, TNO



- Results:**
- Efficiency of all modes of transport
  - More reliable operations
  - New business opportunities
  - CO2 reduction







# Panteia B.V.

*Reorganisation of transport networks by advanced rail freight concepts*

Panteia carries out qualitative and quantitative research and consultancy, covering a wide range of aspects, including society, economy and transport and mobility. Panteia has a rich toolbox, consisting of databases and models, methods and techniques, and international networks. This allows us to respond directly to the needs of our clients. We employ a big number of specialists, each bringing specific experience and knowledge to research and consultancy services, thereby, enabling us to help you in an efficient and effective way in finding the answers to your questions.

As a part of European Commission policy on transport sustainability there is a need to promote switching of cargo flows to more environmentally friendly means of transport. In order to facilitate this the RETRACK project launched which was aiming to demonstrate that rail freight services on trans-European corridors can be successfully offered on merit as a genuine competitive alternative to road haulage. As a demonstration site the West-East corridor was chosen, that links major ports of the North Sea together with major industrial areas in Germany, Austria and Hungary and the Black Sea.

The RETRACK project applied an innovative rail freight service concept to the movement of rail freight across Europe. This was achieved through the design, development and implementation of a commercial trans-European rail freight service along the rail corridor between Rotterdam (Netherlands) and Constanza (Romania) on the Black Sea.

Using a pilot service it was demonstrated that new privately operated rail freight services can be developed and sustained and achieve modal shift to rail as a consequence together with the achievement of environmental gains and the reduction of road freight.



## Fast facts

Company	Panteia B.V.
Website	<a href="http://www.panteia.nl">www.panteia.nl</a>
Specialization	Research, consultancy and training
Employees	150
Export markets	Worldwide

*“Panteia is a valued knowledge partner that helps to launch new developments internationally, both within and outside Europe”*

**Arnaud Burgess**  
Team manager, Panteia

### Results:

- Growth of the pilot service from 4 to 25 trains per month by the end of the project.
- 17 destinations served
- Increase of modal share of rail transport from 6.5 to 7.8 %. (by 2030)
- Decrease of emissions of greenhouse gases and pollutants of 0.6-0.8 %.





# SIMPLIFYING SUPPLY CHAINS

## BlueRock Logistics

### *Alcoa obtains Europe-wide visibility in fragmented network*

BlueRock combines specialized knowledge of operational freight management, software development and data science to simplify client's supply chains. Also known as logistics optimization. Supply chains can be complex and in-efficiencies may be hidden. Via user-friendly apps and data analysis BlueRock helps clients to unravel their complexity. Services range from the operational to the strategic and have proven to deliver significant benefits (costs, service, footprint).

The European network of Alcoa consists of over 40 operating locations in different countries. Many carriers are involved to move goods both inbound and outbound. Checking the freight bills of all these carriers (including customs charges) is a labor-intensive process.

With the operational freight management platform of BlueRock Logistics, Alcoa locations plan their shipments, print labels, send EDI to carriers, receive track & trace, receive electronic bills, audit the bills and monitor a variety of KPIs.

Benfits for Alcoa are:

- One platform that is intergrated with all carriers in Europe
- Compliant & efficient freight audit proces
- Improve purchasing policy & respect the rules in all locations
- European wide visibility of flows and spend supported by KPI dashboard & business analytics



**BLUE ROCK**  
LOGISTICS

### Fast facts

Company	BlueRock Logistics
Website	<a href="http://www.bluerocklogistics.com">www.bluerocklogistics.com</a>
Specialization	Operational freight management, tactical strategic optimizations
Employees	12
Export markets	Worldwide

*"BlueRock is providing EU-wide visibility on which we take actions to reduce our spend. Operational efficiency is also much improved. Processes are simplified."*

**Johan Alessandri**  
European transportation manager, Alcoa

## APPS AS BUILDING BLOCKS

### Results:

- European-wide visibility
- 5-20% reduction in freight spend





Source: EP-Nuffic

# International students

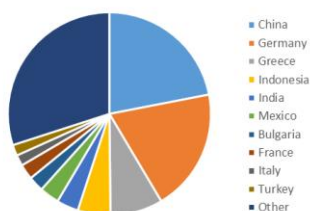
*At Higher Education Institutions in the Netherlands*

In the academic year 2015-16, a total number of 74.894 internationally mobile students enrolled in an accredited degree programme in public Higher Education in the Netherlands. In relative terms, 10.7% of all tertiary level students in the Netherlands now are international students. This share is much higher in general for the Research Universities (16.2%) and master programmes (20.6%) than for the Universities of Applied Science (7.4%) and bachelor programmes (8.8%).

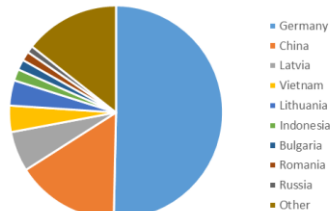
The Netherlands has a high level of higher education in logistics and supply chain management. Eight public Research Universities offer education in logistics and supply chain management related Master degrees. Nine Universities of Applied Sciences offer bachelor degree education in Logistics Engineering and Logistics and Economics.

The percentage of international students in these programs are 19.9% and 12.5%; higher than average, endorsing the attractiveness and level of logistics knowledge and education. With an average stay rate of international students in the Netherlands of 38%, they contribute to the Dutch economy. Moreover upon their return they implement the Dutch Way in Logistics and offer a great ambassador network for Dutch logistics knowledge and knowhow abroad.

International Master students at Dutch Research Universities  
(academic year 2014-2015, 19.9%)



International Bachelor students at Dutch Universities of Applied Sciences  
(academic year 2014-2015, 12.5%)



Source data: EP Nuffic 2016



## Fast facts

Company	EP-Nuffic
Website	www.epnuffic.nl
Specialization	International Education
Employees	250, 11 offices worldwide

*"International students positively contribute to the quality of education and the Dutch knowledge economy. When they stay to work they contribute to the Dutch economy and when they leave, they are true ambassadors for the Netherlands."*

**Freddy Weima**  
Chairman EP-Nuffic

### Results:

- 19.9% international students at public logistics research universities master education
- 12.5% international students at public logistics universities of applied sciences bachelor education

