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Logistics in the Netherlands

- More than 800,000 logistics professionals
- 25% of Dutch export of services concerns logistics knowledge and knowhow
- Worldwide top 5 last decade LPI (WorldBank)



OVER 10% OF THE EMPLOYMENT

The Netherlands = logistics



Geographical position as gateway to Europe



Excellent Mainports (Rotterdam, Schiphol/Amsterdam)



Excellent hinterland connections (road, rail, barge, shortsea)



Logistics Service Providers (1PL-4PL)

Legislative framework & customs



High level of knowledge:
8 research universities and 11 Universities of Applied Sciences specialized in logistics,



Collaboration for economic competitiveness

Logistics is one of the nine priority sectors in Dutch economic policy. Government, business and academia work together to increase competitiveness, in business climate, education, infrastructure and innovation.

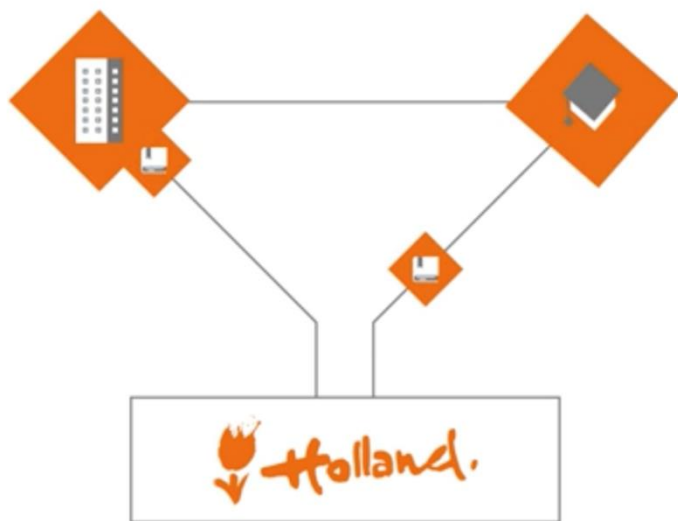


Ambition logistics:

In 2020, the Netherlands holds an international top position

1. in handling transport flows through the NL,
2. as supply chain coordinator of international logistic activities and
3. as a country with an attractive innovation and business climate

Innovation landscape in the Netherlands



- Government, business and academia work together to increase competitiveness, in business climate, education, infrastructure and innovation in logistics.
- Open innovation through public private partnerships is our key ingredient to success



Our logistics innovation roadmaps

The National Innovation program of the economic priority sector Logistics in the Netherlands focuses on eight innovation roadmaps, in which innovation is driven and carried out by all partners in the supply chain.

1. **Neutral Logistics Information Platform**
2. **Trade compliance and border management**
3. **Synchromodality**
4. **Cross Chain Collaboration**
5. **Service Logistics**
6. **Supply Chain Finance**
7. **Smart ICT**
8. **Human Capital**

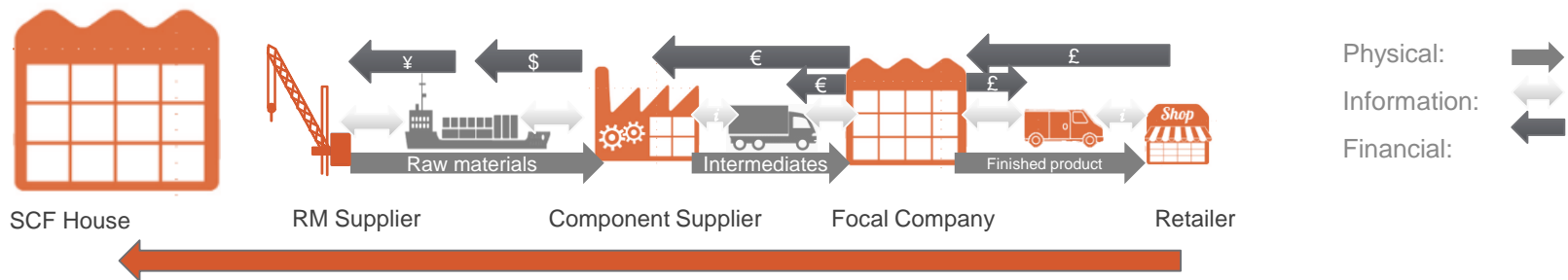


SCF expertise

Supply Chain Finance definition

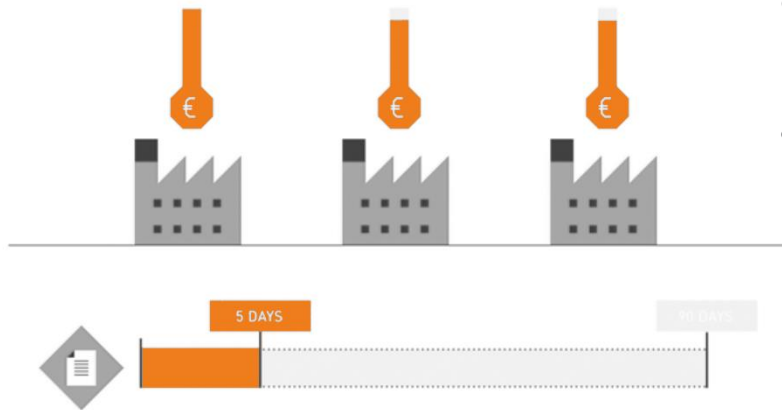
“SCF aims at the optimisation of the flows and allocation of financial resources in a supply chain, requiring the collaboration of at least two primary supply chain members, with the aim to improve*:

- Efficiency (financial performance),
- Effectiveness (delivery performance);
- Sustainability (social performance).



*De Boer, R., van Bergen, M., & Steeman, M. A. (2015)

SME: for a healthy, stable supply chain



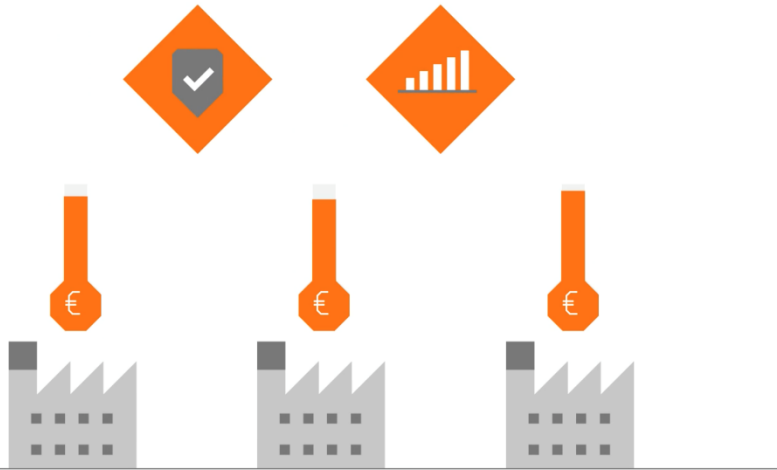
SME's

- Less working capital needed
- Less financial pressure
- More investments and innovation
- SME's benefit from SCF due to the fact that there is no uncertainty anymore about the invoice because they receive a promise-to-pay within a couple of days. The faster payments realize also better liquidity positions for the SME. End the transaction costs will be lower in the total chain because the SME will make use of the credit rating of the buyer.

Buyers: stable, innovative suppliers

Buyers

- Stable suppliers
- More innovative suppliers
- For the buyers the big advantages are that on the financial side the supplier risk will be reduced with help of fast payments.
- SCF is interesting at the moment that the handling time around inbound logistics is done fast and good. There must be a fast and efficient internal process. They buyer will lower his transaction costs with help of an efficient platform.



Supply Chain Finance in the Netherlands



The Netherlands is the global leader on supply chain finance. It is the center of expertise on SCF.

- Home of the worldwide Supply Chain Finance Community
- Nationwide SCF programme: betaalme.nu (pay-me-now)
- Initiator of the Supply Chain Finance House concept

Innovation roadmap Supply Chain Finance

Our goals for 2020?

Establishing the Supply
chain finance house



50% of the top 1000
Dutch companies
facilitates/participate
s in SCF programs



50% of SMEs has
access to SCF
programs



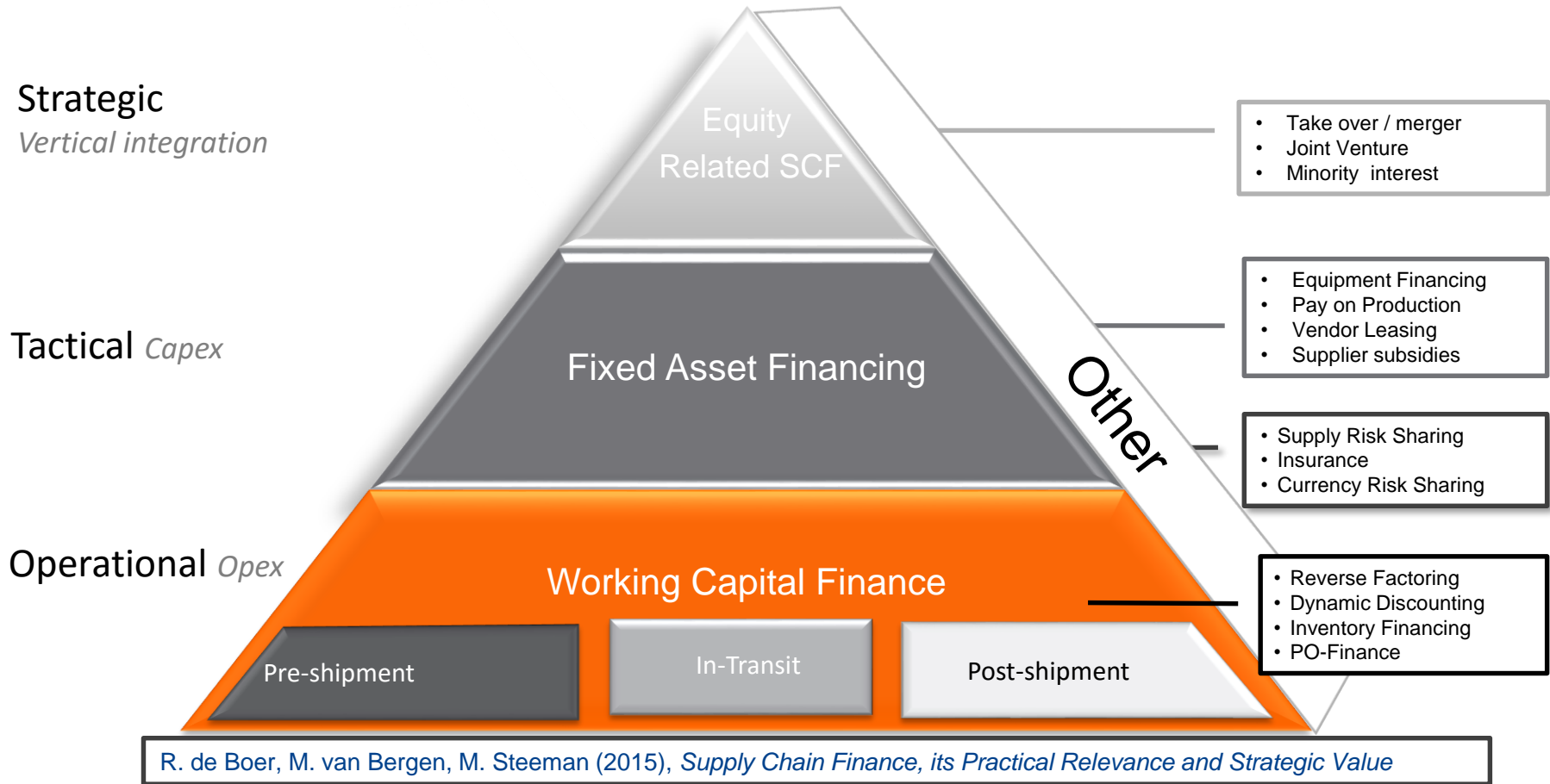
€ 1 billion additional
turnover is realized
by new activities and
ventures



The Netherlands
positioned as
leading worldwide
knowledge center

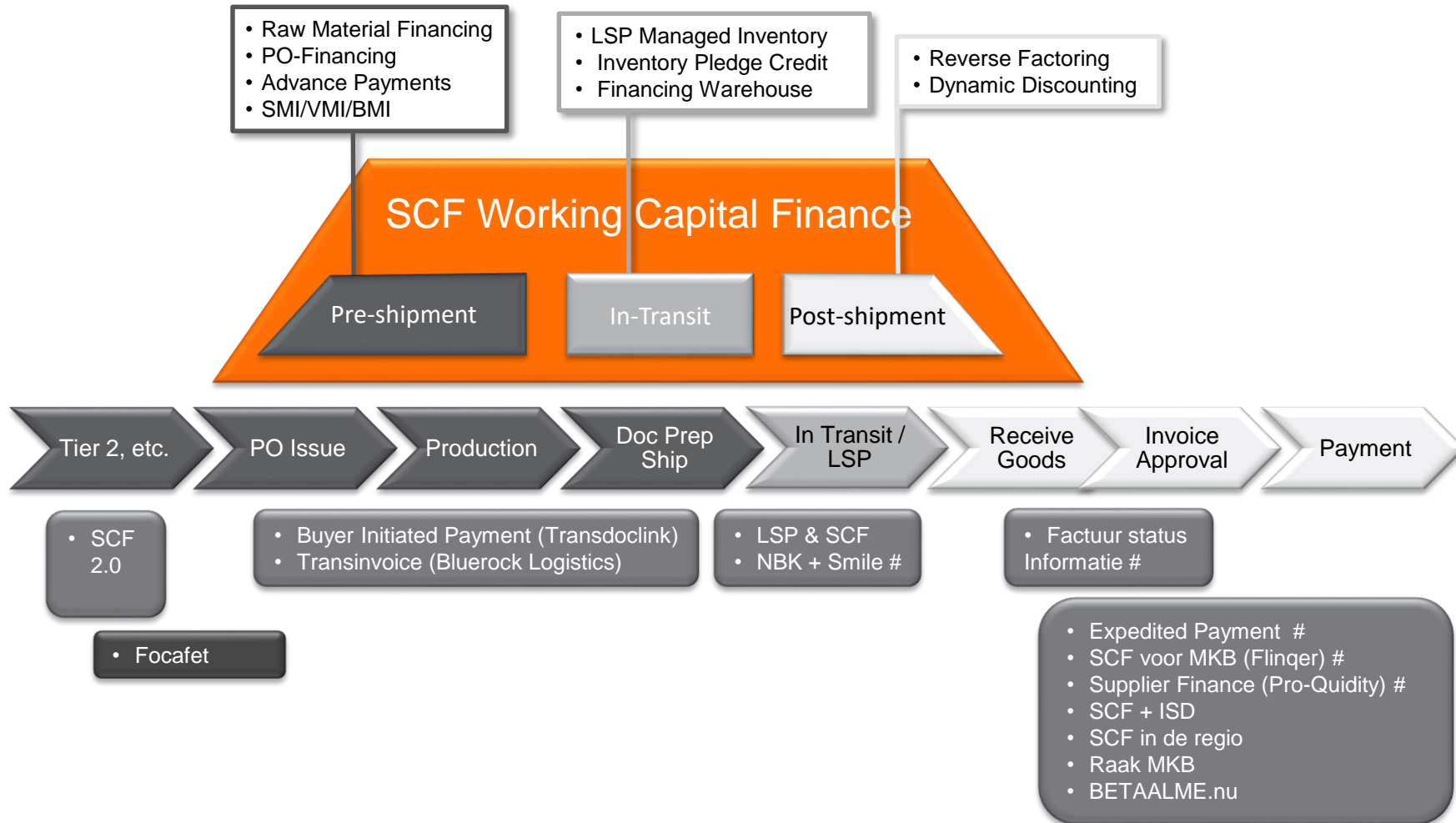
Supply Chain Finance

Innovating at different levels

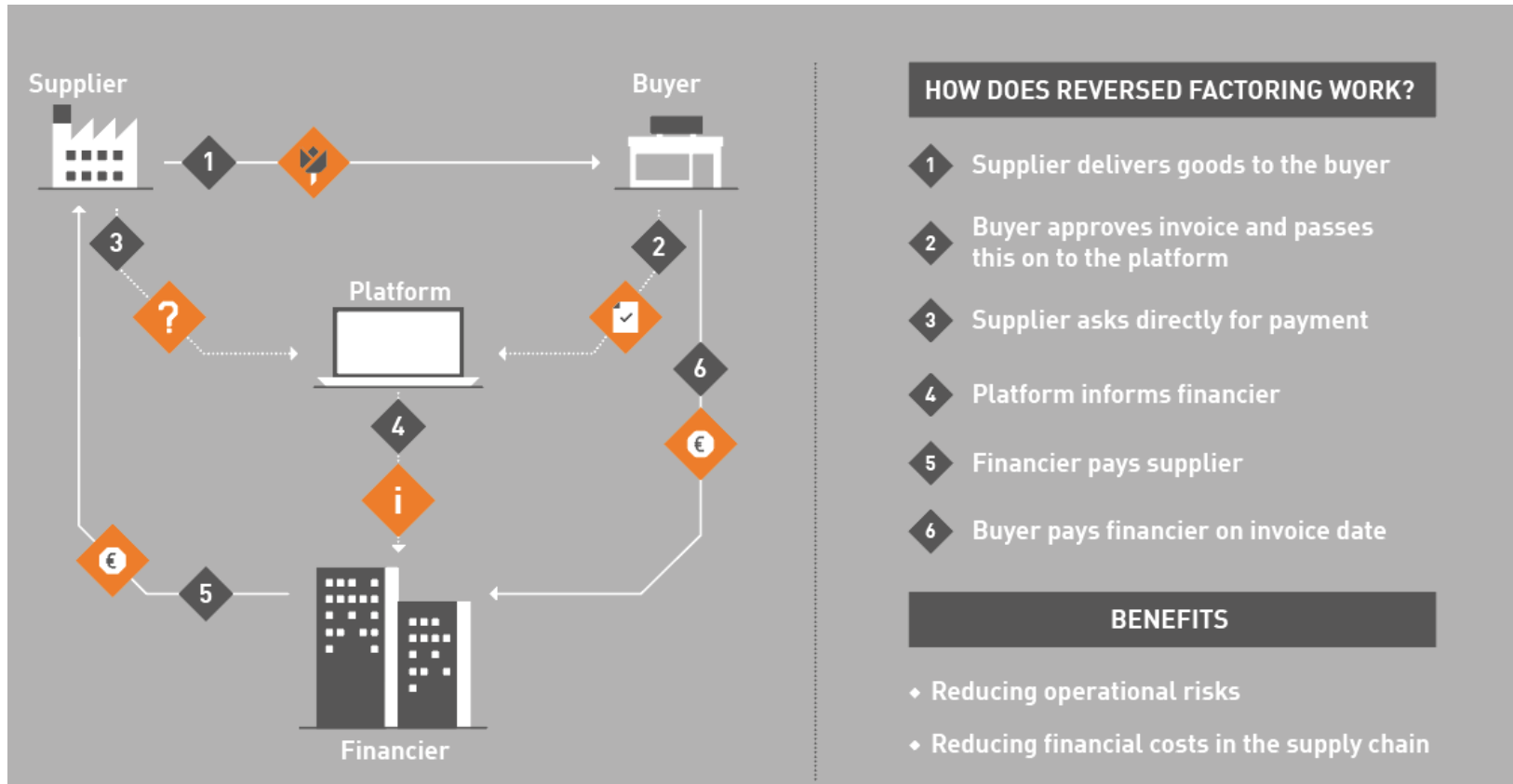


SCF innovations in the Netherlands

Today's research: operational level



Reversed Factoring explained



Project: Expedited Payment

- **Aim:**
introducing Reversed Factoring in the logistical sector, demonstrated by means of a demo.
- **Result:**
calculation tool and standard parts for contracts for reversed factoring.
- **Partners:**
Cass-Europe, Nyenrode, Van Oers, Jan de Rijk Logistics, TLN, EVO, Vat Logistics



Project: Transinvoice

- **Aim:**

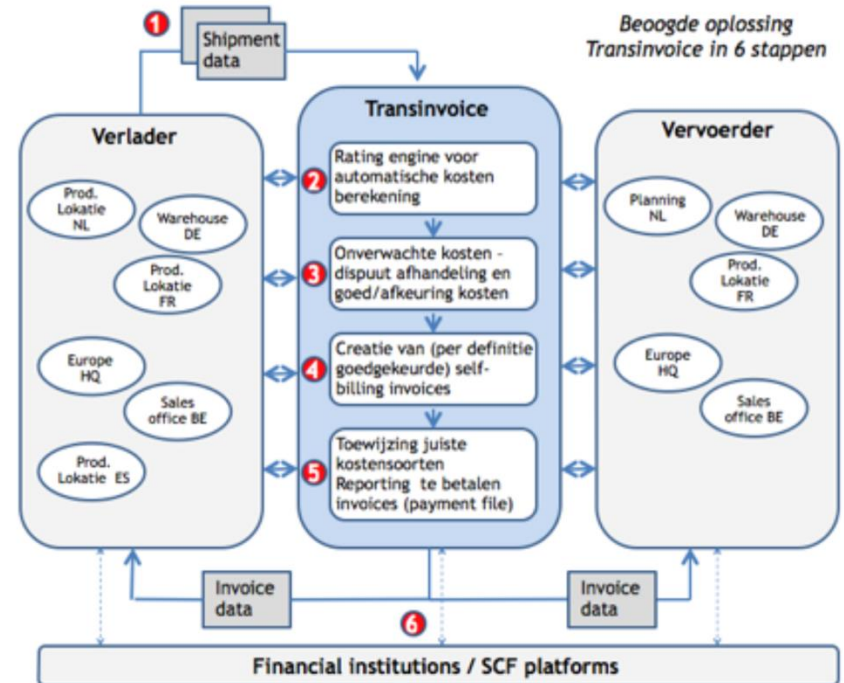
Reducing inefficiency in the approval process between logistic service providers and shippers.

- **Result:**

Develop a prototype platform where efficient coordination takes place, operational and financial processes are fully integrated in order to make this process transparent and manageable over time.

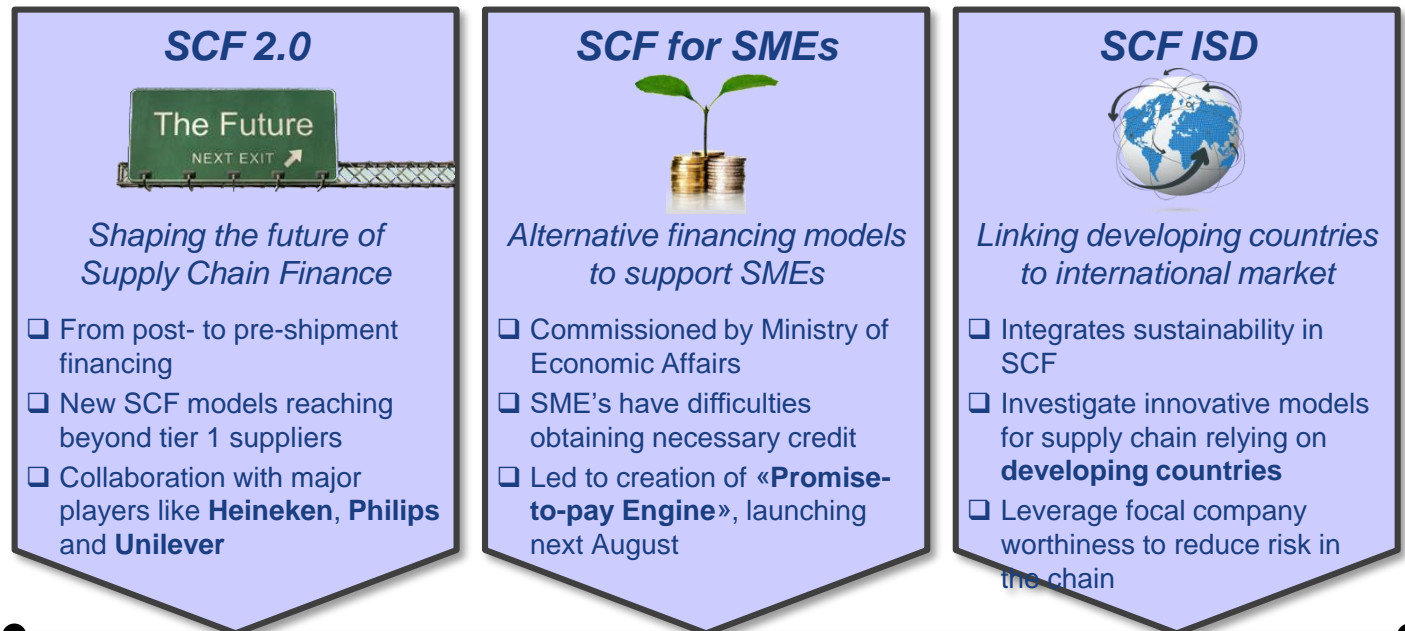
- **Partners:**

BlueRock Logistics, TU/Eindhoven



Success story: Windesheim

- First three project lines



The three Supply Chain Finance pillars at Windesheim

SCF for Logistic Service Providers

Pledging Inventory

Inventory Finance

Supplier Finance

Warehouse Receipt Financing

Fixed Asset Financing

This research aims to increase the number of LSPs that add financial services to their original service portfolio of transportation, handling and storage by filling in the knowledge gaps. We both look at current usage of SCF by LSPs and possible future developments in the usage of SCF by LSPs. The research will start with comprehensive mapping of the usage of financial services by LSPs via a large scale international survey.

Windesheim

Fraunhofer



University of St. Gallen



POLITECNICO
MILANO 1863

vanUden
LOGISTICS



Simon Hegele
Logistik und Service

AZTEK
LOGISTICS LIMITED



NUMBER 1
Supply Chain
Innovation

TKI DINALOG
Dutch Institute for Advanced Logistics



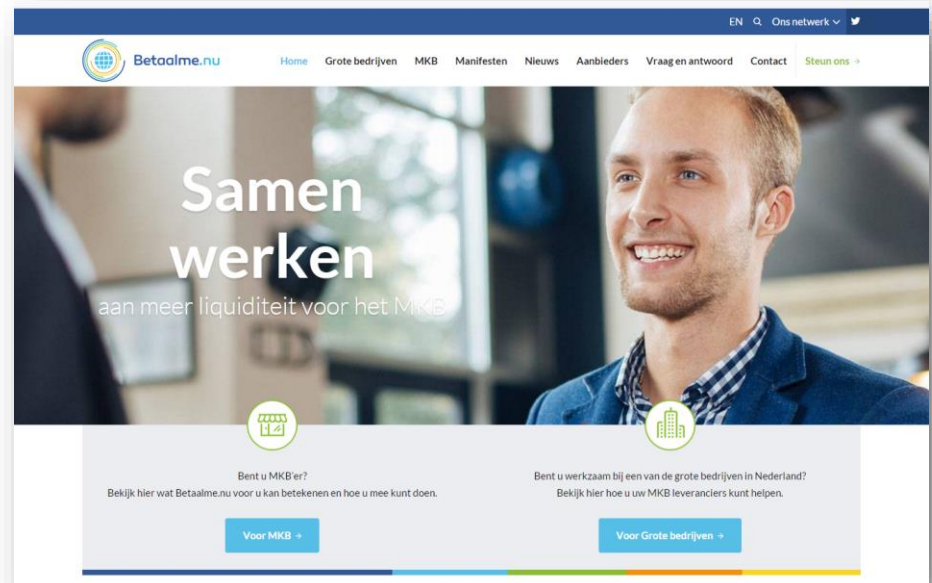
Supply Chain Finance Community
Bridging physical and financial supply chains

NWO
Netherlands Organisation for Scientific Research



Project: betaalme.nu

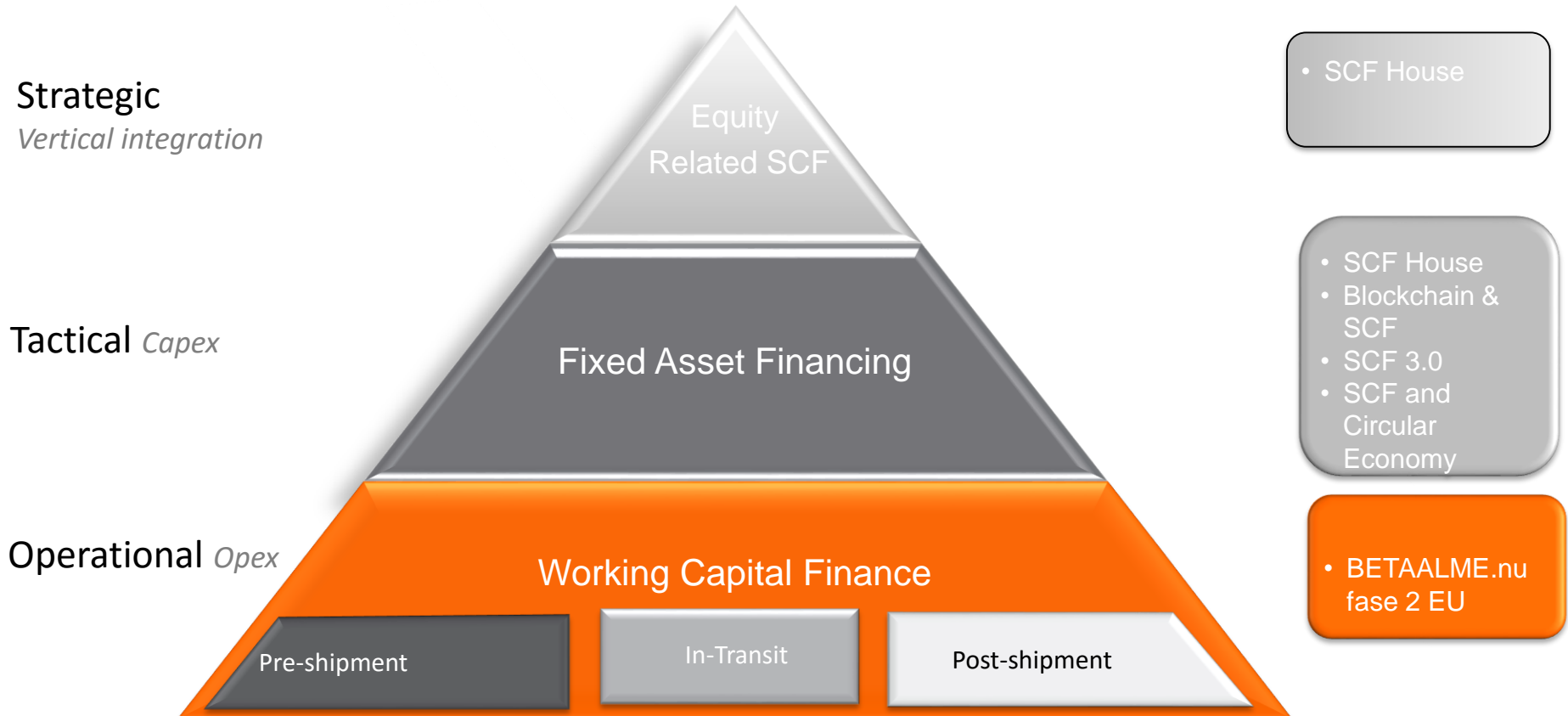
- Topic: Reversed Factoring
- Target: €2.5 billion more liquidity for Dutch SMEs by paying faster or utilising SCF
- Partners:



Leading the future of SCF

Supply Chain Finance

Innovating at different levels



R. de Boer, M. van Bergen, M. Steeman (2015), *Supply Chain Finance, its Practical Relevance and Strategic Value*

The Supply Chain Finance community

- Born in Holland
- A not-for-profit community of corporates, universities, banks, consultancies and technology vendors in 23 countries.
- The SCF Community's mission is to share the opportunities, challenges, benefits, costs, methodologies, tools and instruments of Supply Chain Finance.
- Dedicated to creating awareness on- and stimulate development in the topic of Supply Chain Finance
- Dedicated to sharing experience, best practice and new research on Supply Chain Finance
- Dedicated to stimulating and improving the interaction between the corporate/banking sector and knowledge institutions.
- Bridging Finance, Treasury, Supply Chain Operations, Logistics and Procurement functions
- Holding a series of events in European cities, starting in The Netherlands in November 2013
- SCFC portal at www.scfcommunity.org



Supply Chain Finance Community
Bridging physical and financial supply chains

The Supply Chain Finance Forum

- Europe's leading Supply Chain Finance event for corporates
- The SCF Forum & Awards brings together over 200 of Europe's treasurers, procurement directors, banks, technology vendors and academics to learn from each other and set out the future of Supply Chain Finance. Now (2016) in its fourth year, SCF Forum has grown to become Europe's leading supply chain finance event.
- SCF Forum is different from other conferences: with an agenda driven by leading business schools and an ethos that is about learning and networking rather than selling, it attracts the treasurers and procurement directors of corporations that are serious about understanding what supply chain finance can do for their businesses.
- 8-12-2016 Beurs van Berlage Amsterdam: <http://www.scf-forum.com>

The Supply Chain Finance Game

- The Cool Connection (TCC)
- Each team 4 roles
 - Purchasing,
 - Sales,
 - Supply Chain,
 - Finance
- Purpose: maximize ROI by making right decisions



The Global Student Challenge

- Addresses the need for knowledge and product development in the area of Supply Chain Finance;
- Attempts to bridge the gap between the academic world and the corporate sector;
- Is aimed at stimulating interaction between corporates, banks and knowledge institutions;
- www.globalstudentchallenge.org.



	GSC 2014	GSC 2015	GSC 2016 Targets
Registrations	1598	2732	5000
Students	1425	2479	3000
Teachers	173	253	300
Teams logins	188	286	400
Universities	400+	701	800

The Supply Chain Finance Course

- Train Teachers
(>100 in 2016)
- Students
(>100 in 2016)
- Towards Minor and Master



Fintech, SCF and Logistics in the Netherlands



Version 2.0



Blockchain and SCF

- Mission statement: “Explore and research how blockchain concepts can solve or change typical challenges of logistics and supply chain management”
- Project goals:
 - Identify applications of Blockchain concepts in logistics that make (business) sense
 - Perform academic research on the workings and potential of blockchain concepts and cryptographic technology within logistics and supply chain management
- Objectives:
 - Develop Proof of Concept(s) (POCs) for specific use case(s) as put forward by participants
 - Perform Pilot(s) with developed POC(s) and participants
 - Publish research on relevant topics (To be determined based on chosen use cases)

