



# Conference “Shaping the future of intermodal transport”

Lucerne, 20 June 2017

Simultanübersetzung: Deutsch Kanal 1

Traduzione simultanea: Italiano canale 2

Simultaneous translation: English channel 3





## Programme

- |                    |  |                    |
|--------------------|--|--------------------|
| <b>10:00-12:30</b> | <b>Conference “Shaping the future of intermodal transport”</b> |                    |
|                    | Welcome & introduction   | Hans-Jörg Bertschi |
|                    | “Will rail survive? The future of mobility”                    | Patrick Dixon      |
|                    | Innovating mobility systems                                    | Panel discussion   |
|                    | Closing  | Hans-Jörg Bertschi |
| <b>13:00-15:30</b> | <b>Boat tour “Lake of Lucerne”</b>                             |                    |





# Welcome

Hans-Jörg Bertschi





## Programme

- |                    |  |                    |
|--------------------|--|--------------------|
| <b>10:00-12:30</b> | <b>Conference “Shaping the future of intermodal transport”</b> |                    |
|                    | Welcome & introduction   | Hans-Jörg Bertschi |
|                    | “Will rail survive? The future of mobility”                    | Patrick Dixon      |
|                    | Innovating mobility systems                                    | Panel discussion   |
|                    | Closing  | Hans-Jörg Bertschi |
| <b>13:00-15:30</b> | <b>Boat tour “Lake of Lucerne”</b>                             |                    |





# “Will rail survive? The future of mobility”

Patrick Dixon





## Programme

- |                    |  |                    |
|--------------------|--|--------------------|
| <b>10:00-12:30</b> | <b>Conference “Shaping the future of intermodal transport”</b> |                    |
|                    | Welcome & introduction   | Hans-Jörg Bertschi |
|                    | “Will rail survive? The future of mobility”                    | Patrick Dixon      |
|                    | Innovating mobility systems                                    | Panel discussion   |
|                    | Closing  | Hans-Jörg Bertschi |
| <b>13:00-15:30</b> | <b>Boat tour “Lake of Lucerne”</b>                             |                    |



# Innovating mobility systems



**Nadine Dereza**  
Conference Moderator



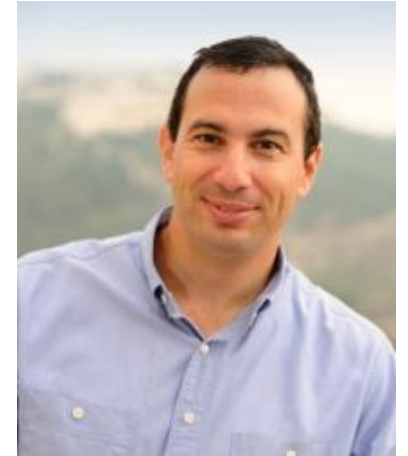
**Matthew Baldwin**  
Deputy Director-General  
Mobility and Transport  
EU Commission



**Peter Marshall**  
Director Supply Chain,  
Dow Chemical



**Jürgen Wilder**  
CEO of DB Cargo



**Zvi Schreiber**  
CEO of Freightos



**Matthew Baldwin**

Deputy Director-General DG MOVE, EU Commission







# Peter Marshall

## Director Supply Chain of Dow Chemicals



# Key Facts About Dow

## 2016 Sales of \$48.2 Billion



## Corporate Stats

- ~56,000 employees
- >7,000 product families
- Sales in 175 countries

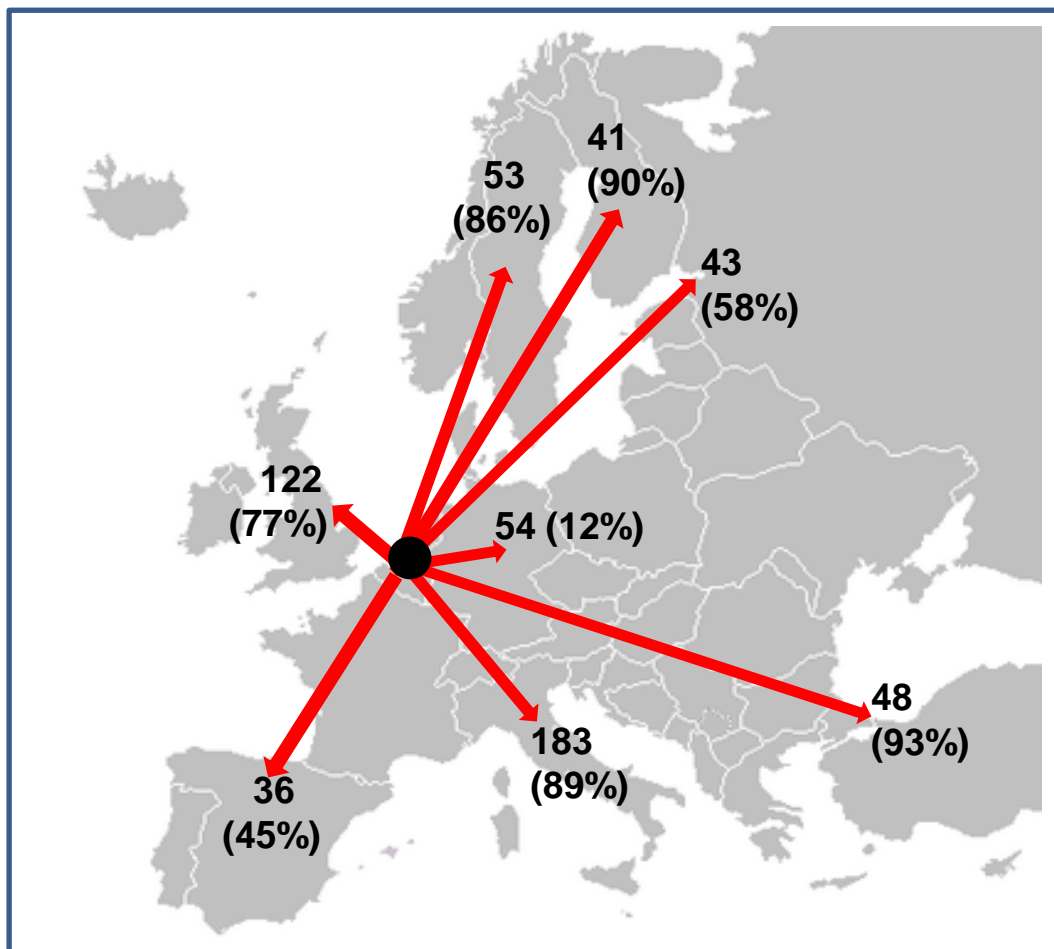
## Dow Sites Around the World





# DOW Shipments from Benelux

Volumes in KT, (%) Intermodal



# Dow's view of intermodal transport

---

## Advantages

- Operational flexibility;
  - pre-loading at sites
  - local stocks close to customers
- Lower cost and carbon footprint
- Ease driver shortage issues & minimize language barriers

## Challenges

- Longer transit times
- Cost disadvantage on shorter routes
- Rail disruptions;
  - Strikes
  - Weather
- Service mind-set
- Supply Chain visibility





**Jürgen Wilder**  
CEO of DB Cargo



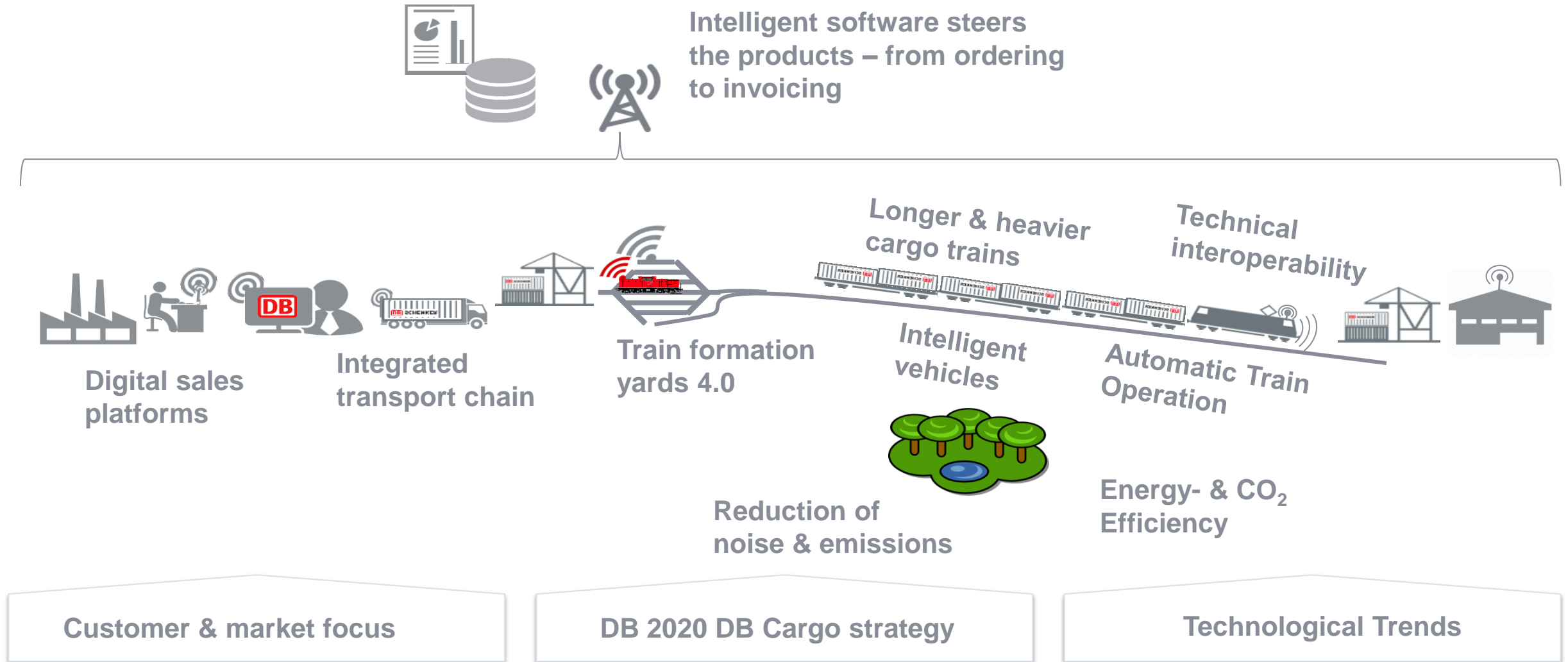


# **Innovating mobility systems – Approaches of DB Cargo**

Panel discussion at Hupac Anniversary Conference

DB Cargo AG | Dr. Jürgen Wilder | Lucerne | 20.06.2017

# Digitization and automatization alongside the whole value chain make rail freight transportation more attractive!





# DB Cargo's innovative platform for digitization **myRailportal**

myRailportal offers the basis for digitizing processes and implementing innovative use cases.

We are continually working on further developing myRailportal to create a ground-breaking solution. We achieve this together with our customers.

Always know where your consignment is



Simple access,  
configurable user  
interface



CustomerLab for  
innovation and  
knowledge sharing



Every service at a glance,  
organised and connected

Use Case: Joint project for  
digitization of intermodal supply  
chains



Further development  
of innovative use  
cases

**Thank you for your attention**



**Zvi Schreiber**  
CEO of Freightos







# Freightos

Smooth shipping with digital freight sales and management.

Zvi Schreiber  
CEO



FREIGHTOS



**3 DAY QUOTING  
40 CONTAINERS YEAR/EMPLOYEE  
\$685 M. IN INVOICING INACCURACIES**

**INSTANT PRICING/BOOKING  
11290 PACKAGES YEAR/EMPLOYEE  
REAL-TIME ROUTING OPTIMIZATION**



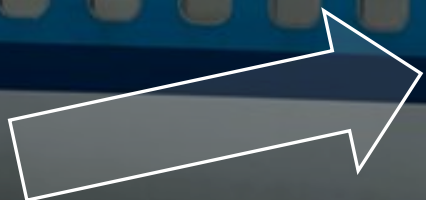


# LEADING THE FREIGHT REVOLUTION

INCREASED WIN RATE

LOWER COST OF SALE

GLOBAL CUSTOMER BASE



FREIGHT RATE MANAGEMENT



AUTOMATED INTERNAL QUOTING



PORTAL/MARKETPLACE



FREIGHTOS



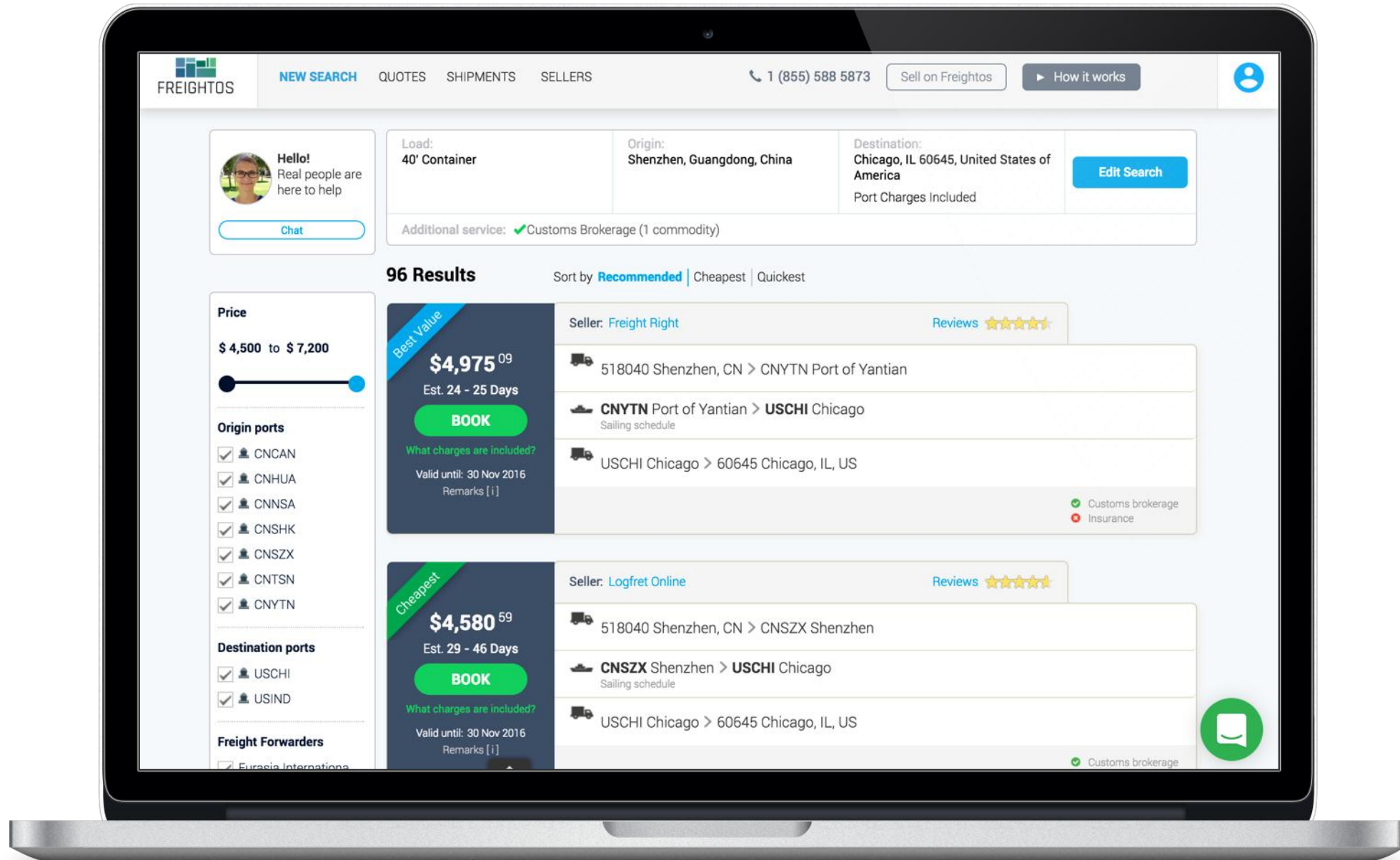
# THE REVOLUTION: DOOR TO DOOR INSTANT FREIGHT QUOTES.

The screenshot displays the Freightos website interface on a laptop screen. The website has a dark blue header with the Freightos logo on the left, navigation links (NEW SEARCH, QUOTES, SHIPMENTS, SELLERS) in the center, a phone number (1 (855) 588 5873) and a 'Sell on Freightos' button on the right, and a 'How it works' button with a user icon on the far right. Below the header, a large banner reads 'Better freight shipping. Guaranteed.' with a subtext: 'No hidden costs. Instant comparisons. 24/7 support. Specializing in imports from China to US.'

The main form is divided into two tabs: 'Ship Pallet/Box/Crates' and 'Ship Containers'. The 'Ship Containers' tab is active. It contains a grid of input fields for 'QTY' (set to 1), 'Load type' (Standard), and 'Container size' (with options 20', 40', 40'HC, 45'HC, and an 'Overweight' checkbox). An 'Add Load' link is to the right. Below this, the form is split into 'Pickup goods from' and 'Deliver goods to' sections. Each section has a 'Location type' dropdown (Factory / Warehouse for pickup, Business (with Loading d... for delivery), 'Country' dropdown (China for pickup, United States of America for delivery), and 'City / Zip code (Postal code)' text input (Shenzhen, Guangdong for pickup, Chicago, IL 60645 for delivery).

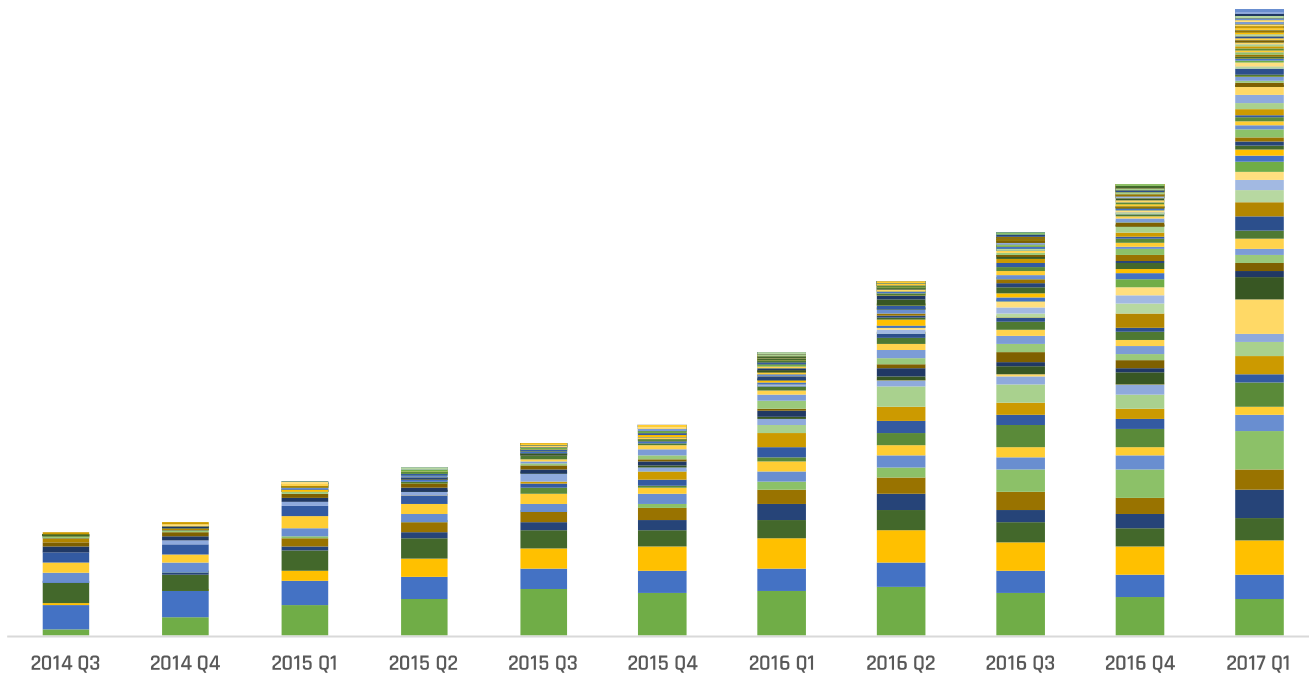
At the bottom, there is an 'Optional Services' section with checkboxes for 'Add Insurance (Goods value)', 'Customs brokerage (# of commodities)' (checked), 'Hazardous', and 'Personal effects'. A 'Do you have a customs bond?' question with 'YES | NO' options is also present. A large green 'SEARCH & BOOK' button with the text 'Ocean and Land' is on the right. A green chat bubble icon is in the bottom right corner.

# THE REVOLUTION: DOOR TO DOOR INSTANT FREIGHT QUOTES.

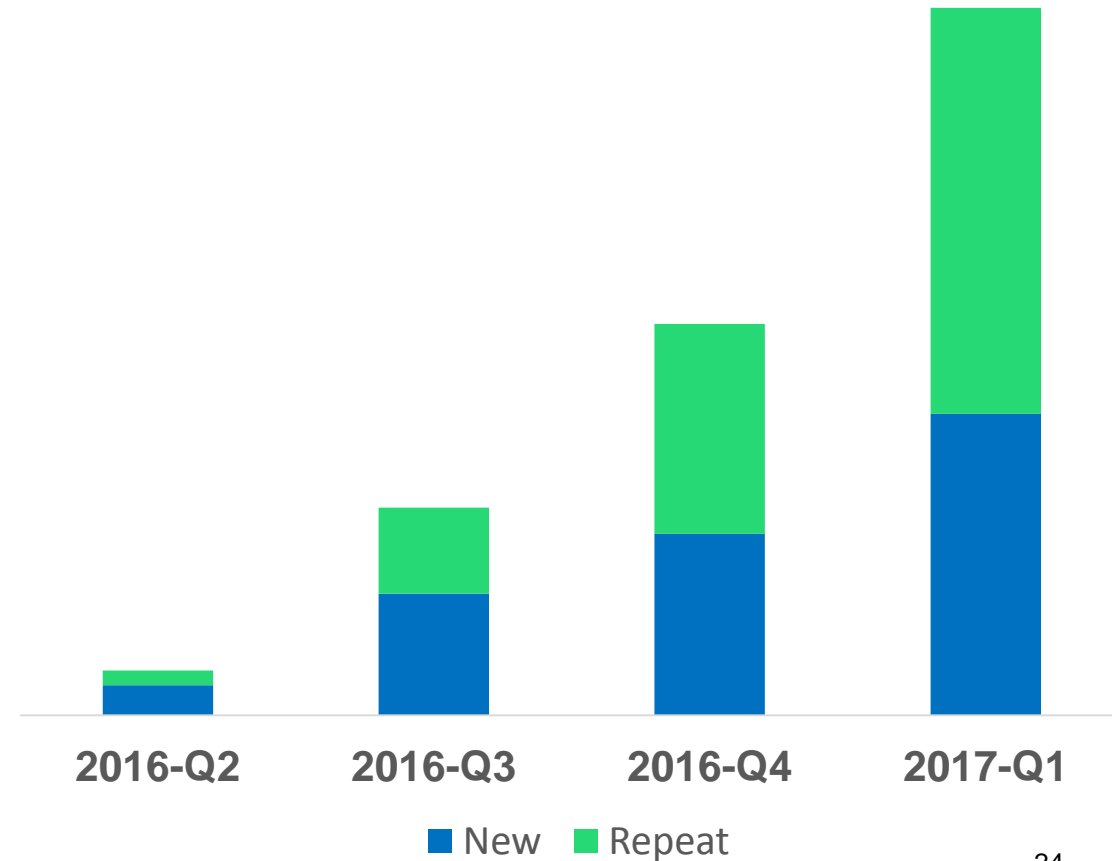


# BRINGING GLOBAL FREIGHT ONLINE.

## Automating Logistics Providers



## Online Freight Bookings







**THANK YOU**

[zvi@freightos.com](mailto:zvi@freightos.com)

# Innovating mobility systems



**Nadine Dereza**  
Conference Moderator



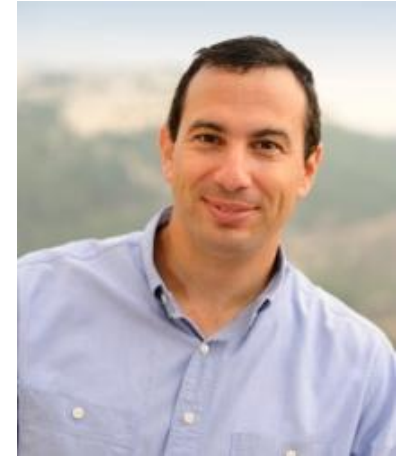
**Matthew Baldwin**  
Deputy Director-General  
Mobility and Transport  
EU Commission



**Peter Marshall**  
Director Supply Chain,  
Dow Chemical



**Jürgen Wilder**  
CEO of DB Cargo



**Zvi Schreiber**  
CEO of Freightos





## Programme

- |                    |  |                           |
|--------------------|--|---------------------------|
| <b>10:00-12:30</b> | <b>Conference “Shaping the future of intermodal transport”</b> |                           |
|                    | Welcome & introduction   | Hans-Jörg Bertschi        |
|                    | “Will rail survive? The future of mobility”                    | Patrick Dixon             |
|                    | Innovating mobility systems                                    | Panel discussion          |
|                    | <b>Closing</b>   | <b>Hans-Jörg Bertschi</b> |
| <b>13:00-15:30</b> | <b>Boat tour “Lake of Lucerne”</b>                             |                           |





**Closing**

**Hans-Jörg Bertschi**



## Programme

- |                    |  |                    |
|--------------------|--|--------------------|
| <b>10:00-12:30</b> | <b>Conference “Shaping the future of intermodal transport”</b> |                    |
|                    | Welcome & introduction   | Hans-Jörg Bertschi |
|                    | “Will rail survive? The future of mobility”                    | Patrick Dixon      |
|                    | Innovating mobility systems                                    | Panel discussion   |
|                    | Closing  | Hans-Jörg Bertschi |
| <b>13:00-15:30</b> | <b>Boat tour “Lake of Lucerne”</b>                             |                    |



















































































**HUPAC**

**ANSORGE  
LOGISTIK**

P15

















## Conference “Shaping the future of intermodal transport”

