

Lean & Green Summit

‘Samen verduurzamen, iets voor jou?’



22 november

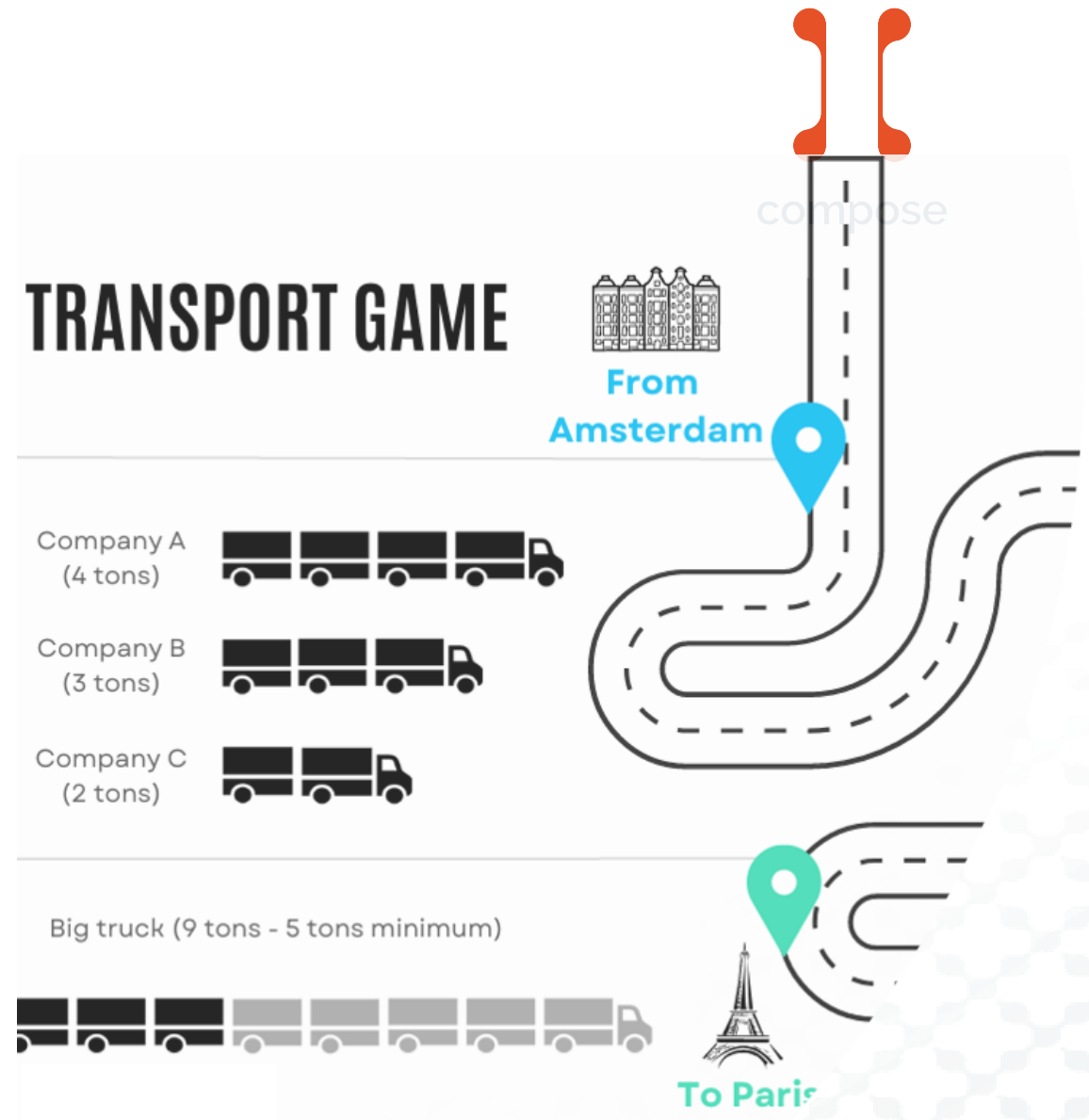
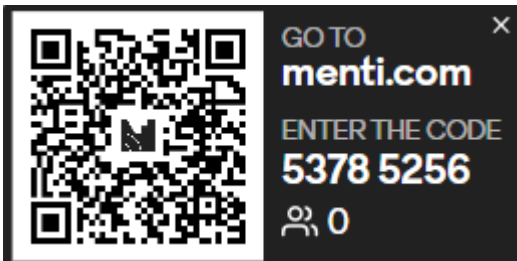
Rick Stroecken, projectmanager SCM
Manous Koopmans, projectmanager Vervoer

Pak je telefoon erbij!

Tijd voor een spel

- 3 Bedrijven
- 1 Truck (minimum 5 ton, maximum 9 ton)
- Route Parijs - Amsterdam

Menti Code
5378 5256

A graphic titled "TRANSPORT GAME" illustrating a trucking route. At the top, a blue location pin is labeled "From Amsterdam" with an icon of buildings. A road starts from this pin, goes up, then turns left and then right, ending at a green location pin labeled "To Paris" with an icon of the Eiffel Tower. The word "compose" is written in light grey above the road. Below the road, three trucking companies are listed: "Company A (4 tons)" with four truck icons, "Company B (3 tons)" with three truck icons, and "Company C (2 tons)" with two truck icons. At the bottom, a "Big truck (9 tons - 5 tons minimum)" is shown with seven truck icons. The background features a light grey checkered pattern.

Als je een succesvolle samenwerking hebt => 5 ton.

Dan krijgt u 9.000 euro extra opbrengsten.

Hoe verdeel je die?

TRANSPORT GAME



From
Amsterdam

compose

Company A
(4 tons)



Company B
(3 tons)



Company C
(2 tons)



Big truck (9 tons - 5 tons minimum)



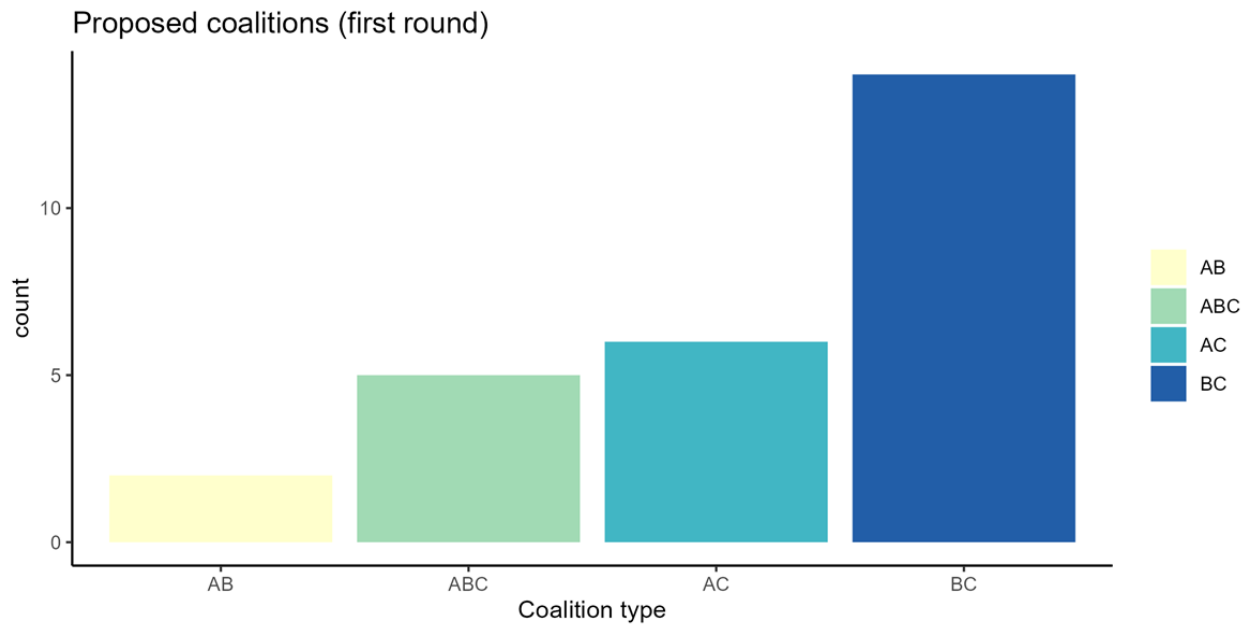
To Paris



€ 9000

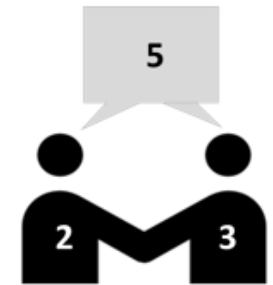
Conclusions

taking perspective = important



Strength-is-Weakness effect

Strong players are systematically excluded from coalitions

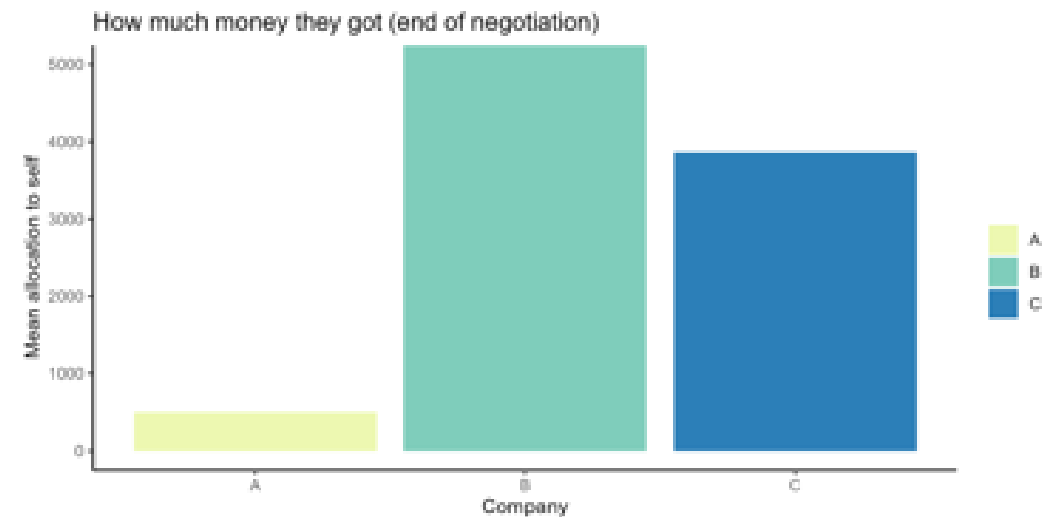
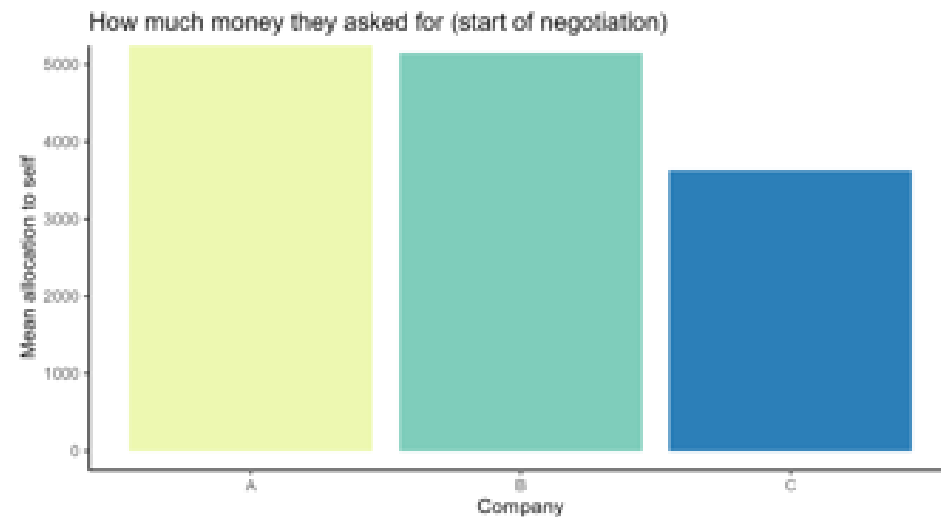


Money allocation

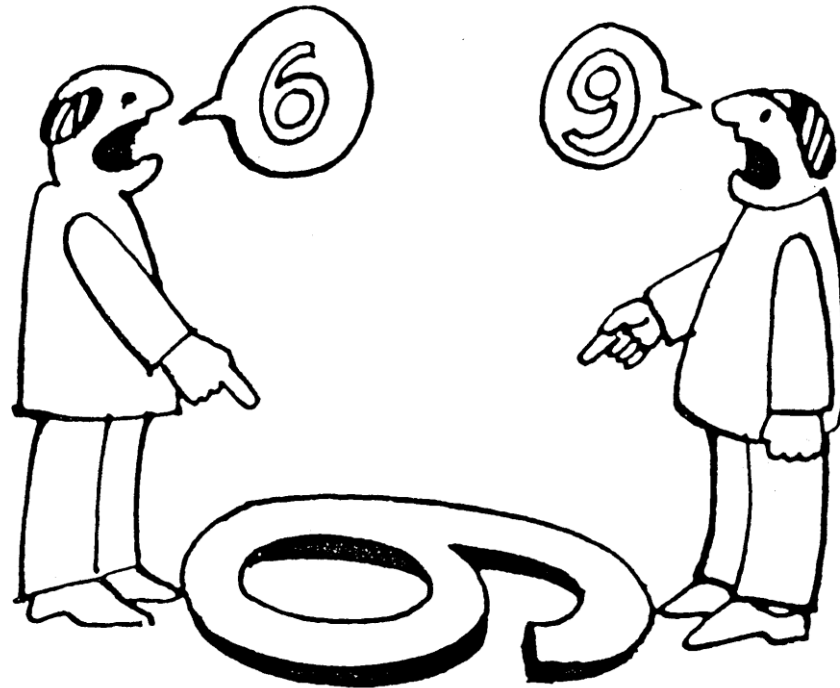


Money allocation

However, company A
was included less
often in formed
coalitions



Wat is het perspectief van de ander?



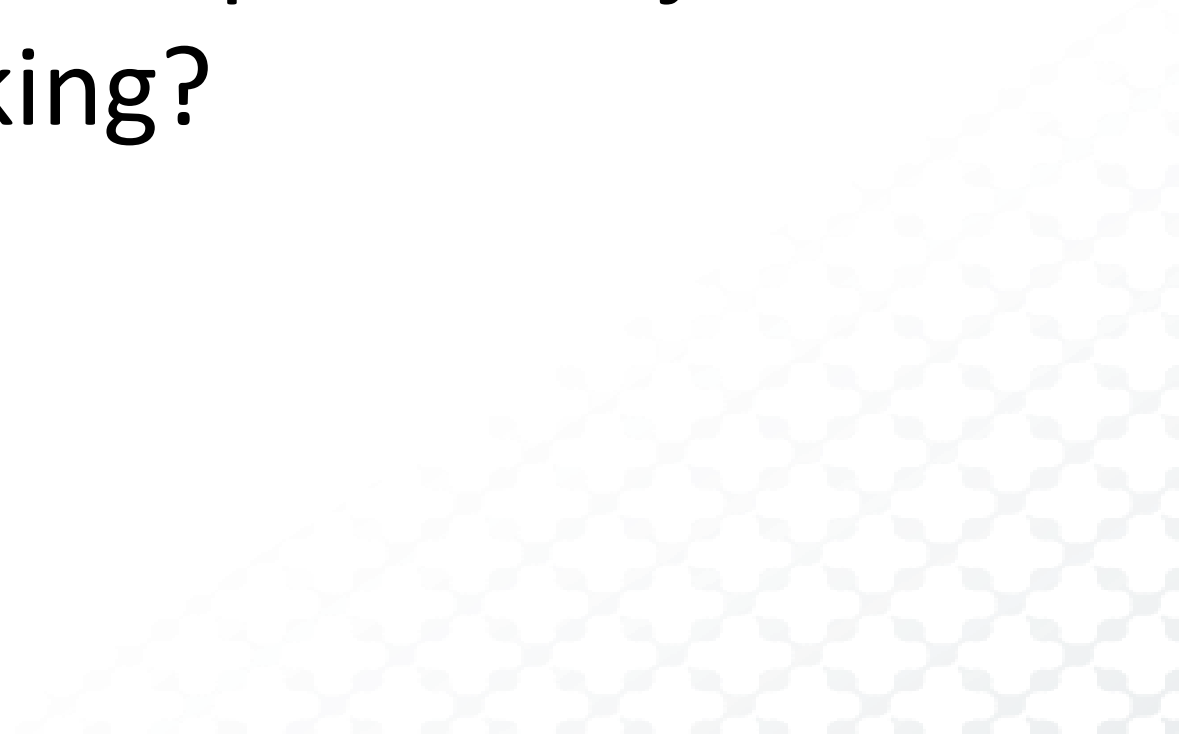
Samenwerking

Vraag aan u



compose

Wat vindt u belangrijke aspecten bij samenwerking?



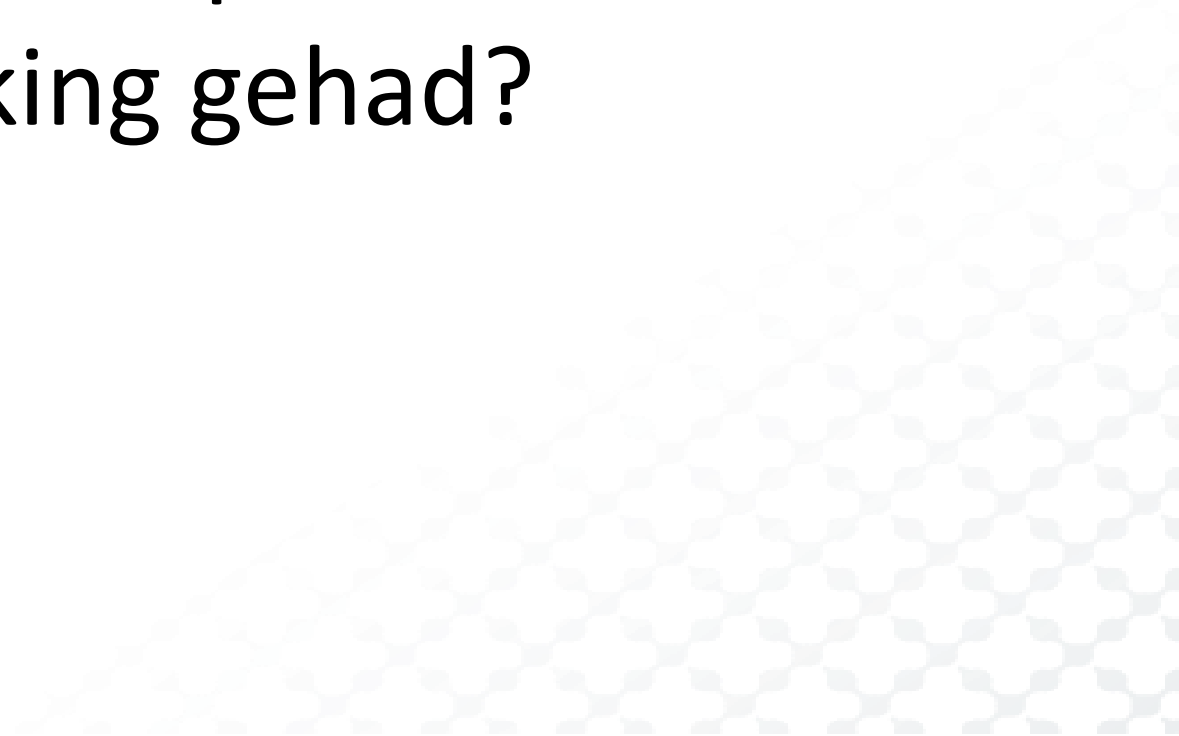
Samenwerking

Vraag aan u



compose

Wanneer heeft u in het privé leven
nog samenwerking gehad?



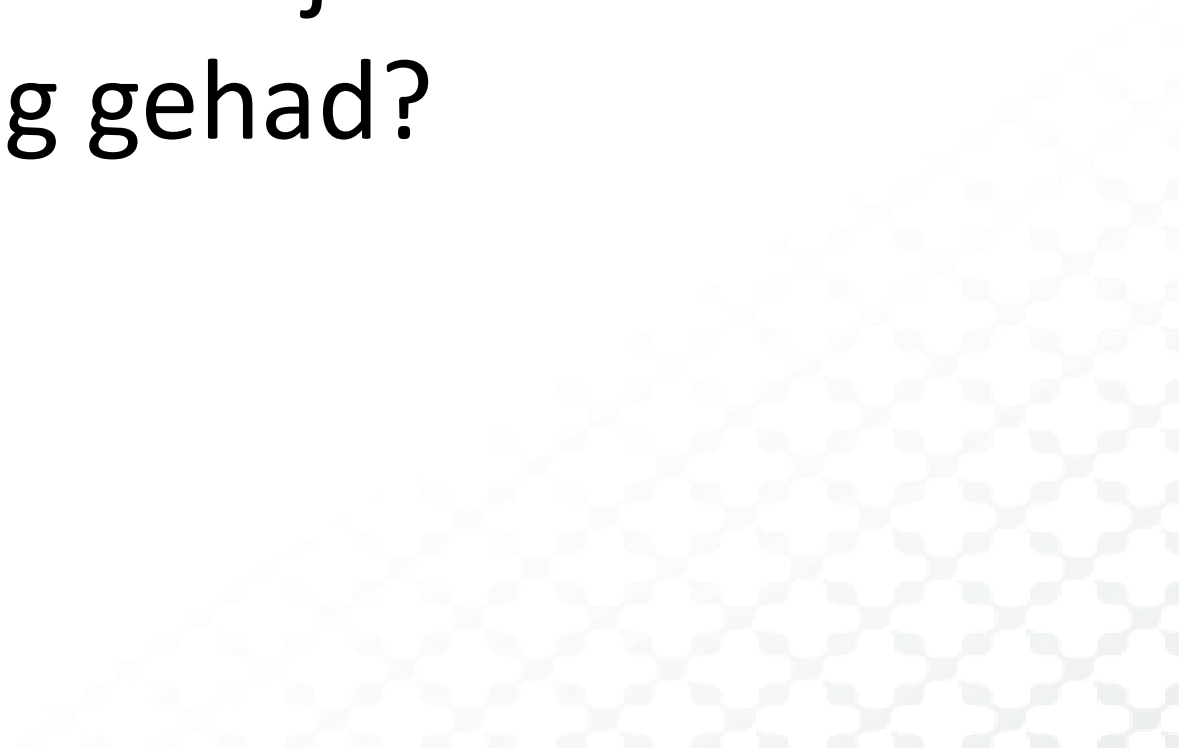
Samenwerking

Vraag aan u

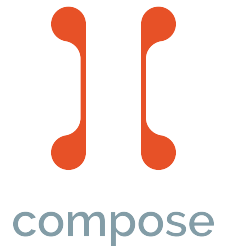


compose

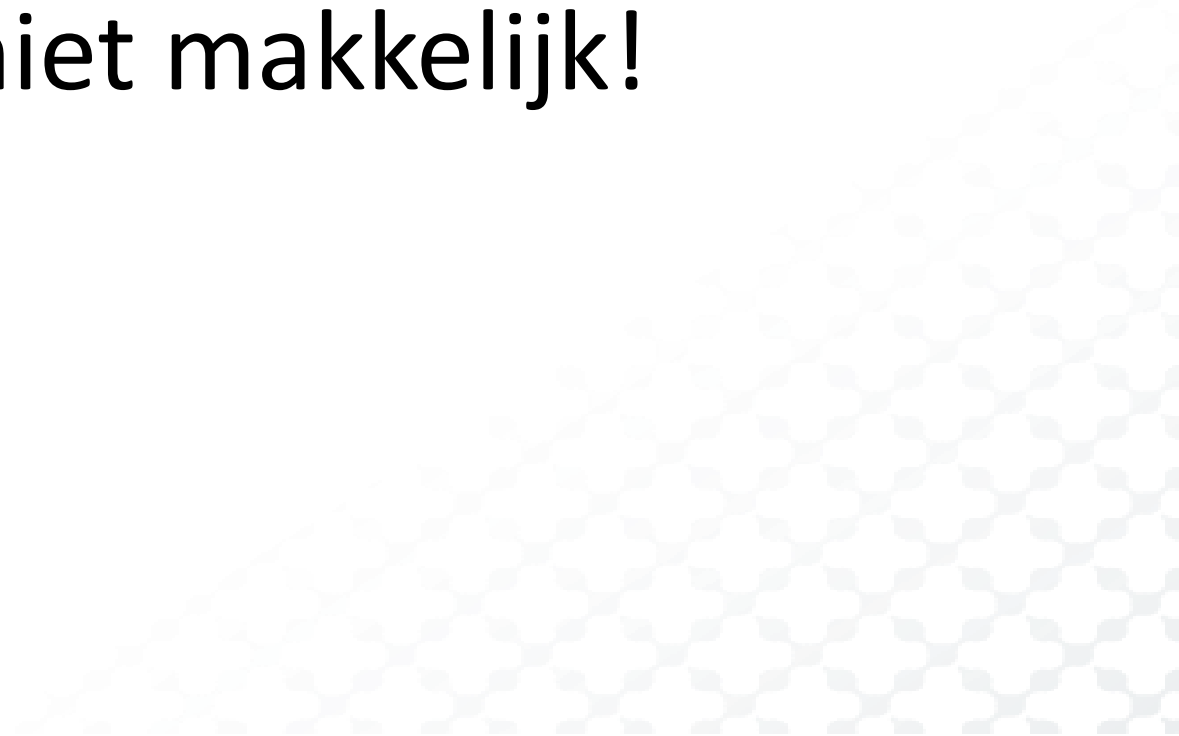
Wanneer heeft u zakelijk een
samenwerking gehad?



Samenwerking



Samenwerken is niet makkelijk!



Samenwerken is niet makkelijk...



compose

- Vraagt meer dan individuele interesses
- Gemeenschappelijke doelen
- Doorzettingsvermogen
- (Lange termijn)visie
- Vertrouwen en persoonlijke 'verbinding'



Who are we?



evofenedex is a shippers association, +/- 10.000 trading and production companies

compose

- Support members on Logistics and international trade
- In between companies and governments



Content



- **Why collaborate strategically in a supply chain?**
- What is COMPOSE?
- Tooling
- 4 cases
- How to find the right collaboration partner?
- COMPOSE 3.0

Collaboratie in crisis



17 MAART 2021

Update maken bekend

Vanaf 1 januari 2025 moeten
hebben ingesteld, zo is afge
moeten alle nieuwe

Impact coronacrisis nemen toe

De impact van de coronacrisis
exporteurs is geen sprake. Ex

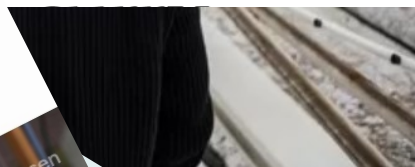
Bedrijven draaien met verlies

Hoge gasprijzen raken ook de industrie snoeihard

25 september 2021 19:10

Interview

Met tegenzin verhoogde trade Original de prijs van



wns uitgebreider
nal met de h
levering

problemen

elstemming onder



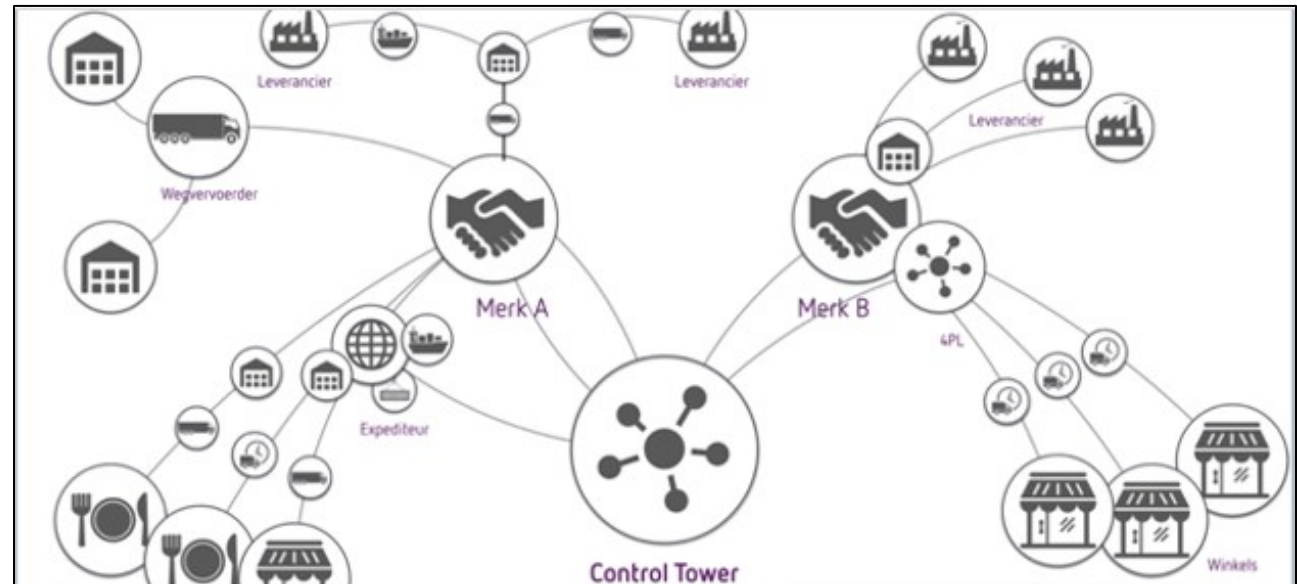
vezkanaal, op 28 maart. Inmiddels is het
Beeld EPA

ACTUALITEIT

Collaboration in supply chains

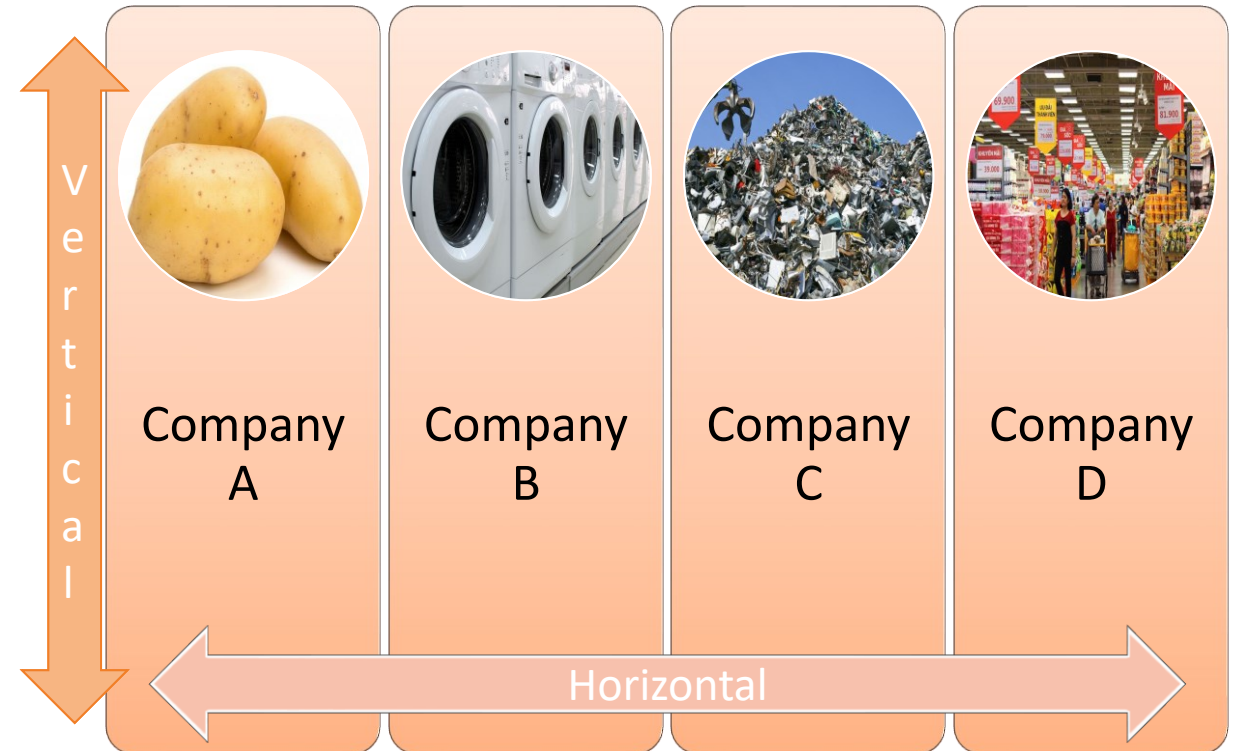


- Customer is demanding and competition is global
- Traditional chains are disappearing chain becomes network
- Being agile and risk management is becoming more important in VUCA world (Volatility, uncertainty, complexity and ambiguity)
- Digitization and having a 'digital core' is crucial
- Collaboration is 'key'



Horizontal collaboration

- Strategically
- Long term
- Between non competitors
- Common interest
- Different possibilities



Collaboration because

- ..achieving **customer value**
- ..**cost** under control
- ..**sustainability goals**
- ..to **innovate**

shipper holds the key for change!



compose



Verlader heeft de sleutel in handen supply chains te veranderen

Content



- Why collaborate strategically in a supply chain?
- **What is COMPOSE?**
- Tooling
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Research different disciplines

Legal:

- Is collaboration allowed?
- Privacy?

Supply Chain Management:

- Business models?
- Shippers' strategy



Operations Research:

- Matching
- Optimization
- Gain-pain sharing

Social Psychology:

- When companies/ people match?
- Convincing strategy

Content



- Why collaborate strategically in a supply chain?
- What is compose?
- **Tooling**
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- How to find the right collaboration partner?
- COMPOSE 3.0

Platform: www.supplychainsamenwerking.nl



compose

De volgende matchronde is op 01-07-2020 [Account](#) [Privacyverklaring](#) [Log uit](#) [Contact: compose@evofenedex.nl](#)

evofenedex HOME VRAGENLIJST WAREHOUSES NETWERK MATCHLIJST

Uw vragenlijst

Lees hier de [toelichting](#) op de vragenlijst. [Uitleg vragen](#)

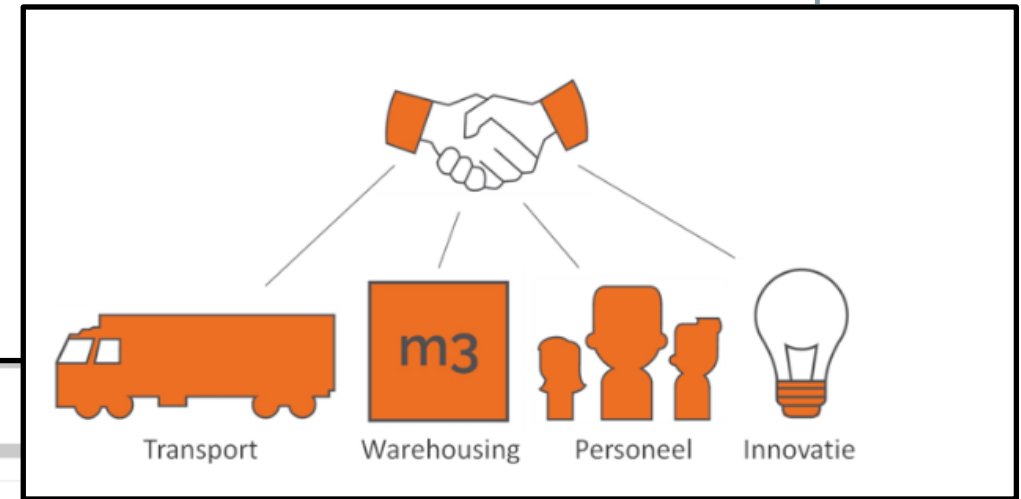
Hoe belangrijk is innovatie in uw organisatie? ⓘ

nauwelijks enigszins groot

[Ik stop](#) [Opslaan](#)

Hoe belangrijk vindt u deze vraag?

★★★★



Voer hier uw belangrijkste lanes in

#	Van	Naar	Frequenties			Hoeveelheid per keer		Categorie	Modaliteit	Opmerkingen
			# Keer	Per	Gedurende	# Eenheden	Transporteenheid			
1	Maarsse, Nederland	Zoetermeer, Nederland	1	Week	Jaar	25	Palletplaatsen	Outbound	Weg	
2	Utrecht, Nederland	Rotterdam, Nederland	1	Dag	Jaar	10	TEU	Outbound	BiVa	
3	Utrecht, Nederland	Rotterdam, Nederland	12	Jaar	Jaar	100	Palletplaatsen	Outbound	Weg	
4	Utrecht, Nederland	Arnhem, Nederland	1	Maan	Jaar	20	FTL	Outbound	Weg	
6	Utrecht, Nederland	Haarlem, Nederland	0	Dag	Jaar	10	Palletplaatsen	Outbound	Weg	
7	Utrecht, Nederland	Maastricht, Nederland	1	Week	Jaar	60	Palletplaatsen	Outbound	Weg	
8	Utrecht, Nederland	Deventer, Nederland	3	Week	Jaar	20	Palletplaatsen	Outbound	Weg	
9	Utrecht, Nederland	Harlingen, Nederland	1	Week	Jaar	24	Palletplaatsen	Outbound	Weg	
10	Utrecht, Nederland	Amsterdam, Nederland	7	Week	Jaar	80	Palletplaatsen	Outbound	Weg	

[Verwijder rij\(en\)](#) [Rij toevoegen](#)

[Gegevens opslaan](#)

Match information

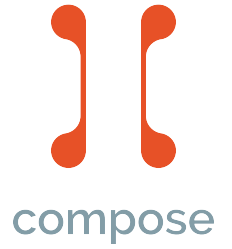
Uw matches

Hier vindt u een lijst met gevonden matches

Bedrijfs-naam	Provincie	Functie	Industrie (NTSR)	Profiel match	Netwerk potentieel	Meer informatie	Status
GB284	Zuid-Holland	Consultant	0	♥♥♥♥	★★★★☆	Info	
NS266	Utrecht	projectmanager SCM	0	♥♥♥♥	★★★★☆	Info	
RM266	Zuid-Holland	SC Director	0	♥♥♥♥	★★★★☆	Info	
ER271	Zuid-Holland	Supply chain manager	0	♥♥♥♥	★★★★★	Info	
JS833	Overijssel	Manager Supply Chain Continental Europe	8	♥♥♥♥	★★★☆☆	Info	

Match persoonlijk:	♥♥♥♥
Match bedrijfscultuur:	♥♥♥♥
Match Supply Chain Maturity:	♥♥♥♥
Match Juridisch:	♥♥♥♥
Besparingspotentieel Backhauling:	★★★★☆
Potentieel extra klantwaarde:	★★★★☆

Content

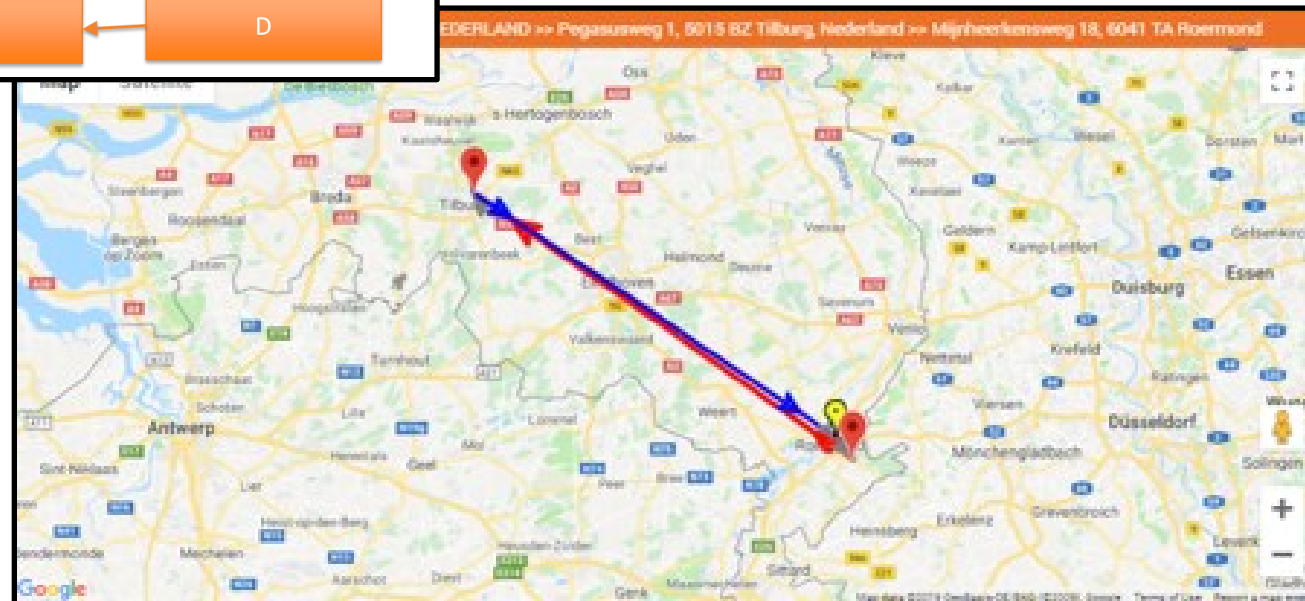
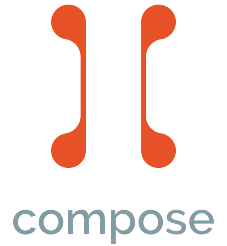
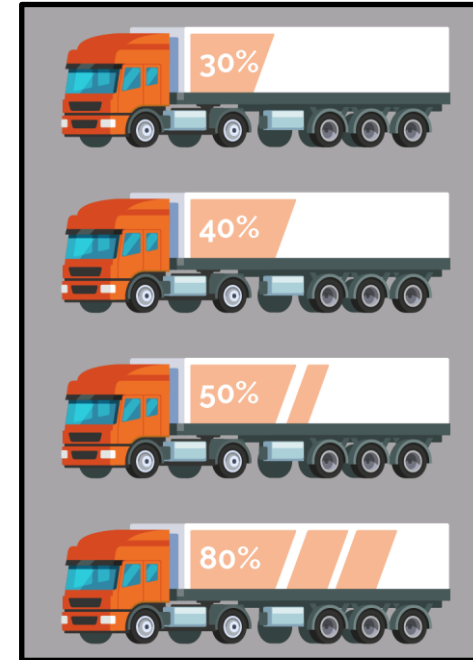
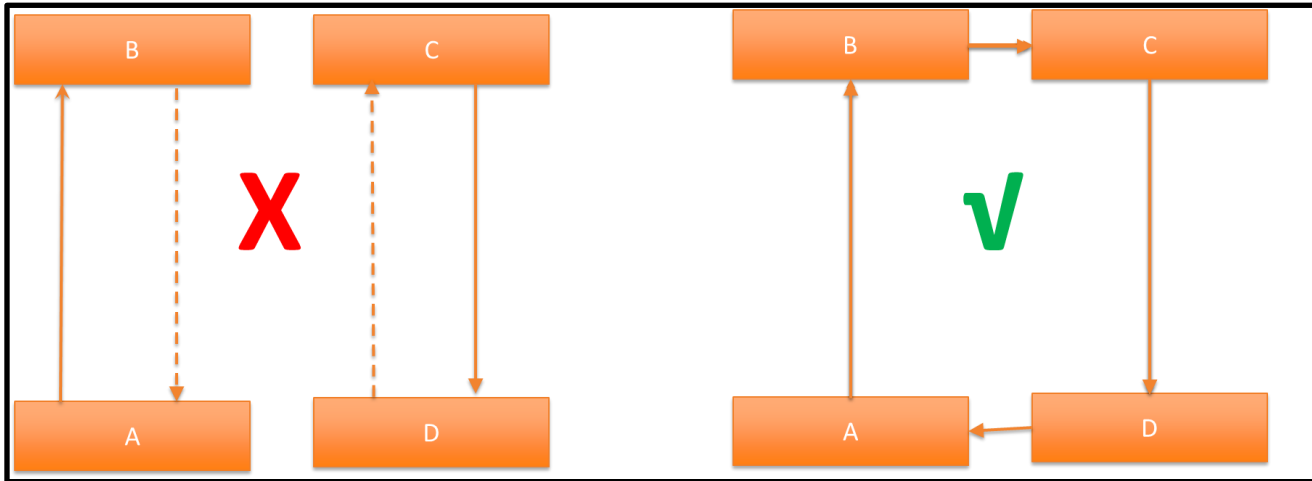


- Why collaborate strategically in a supply chain?
- What is compose?
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- **4 cases**
- How to find the right collaboration partner?
- COMPOSE 3.0

Case I: backhauling optimization

company A: Insulation materials

company C: Paper and carton



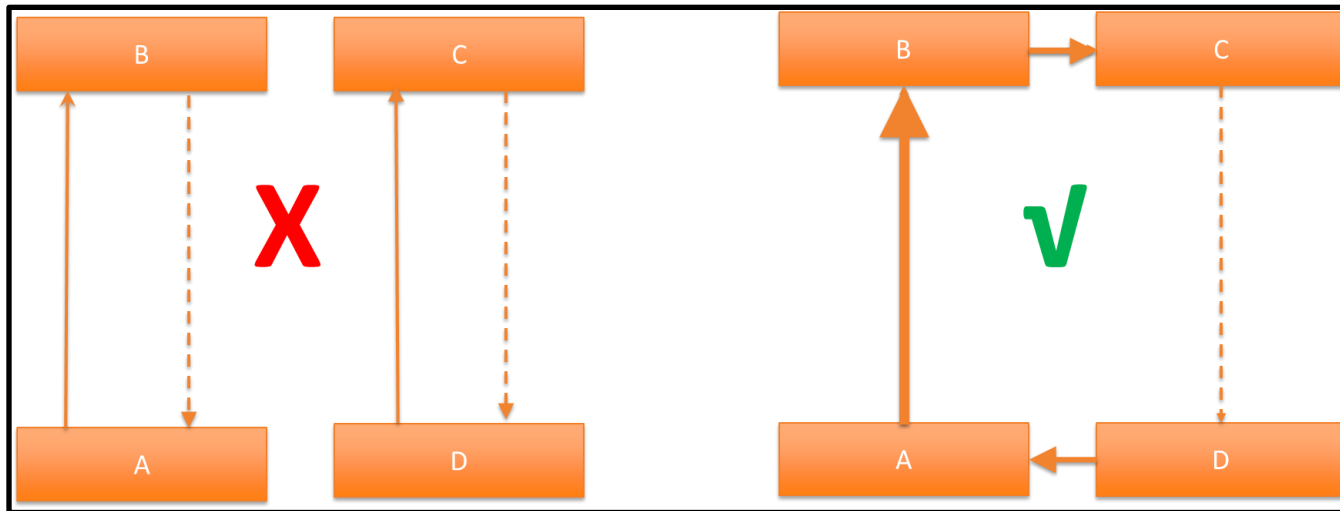
Case II: creating customer value for DIY company



compose

company A: Timber company (o.a. Laminaat)

company D: ?



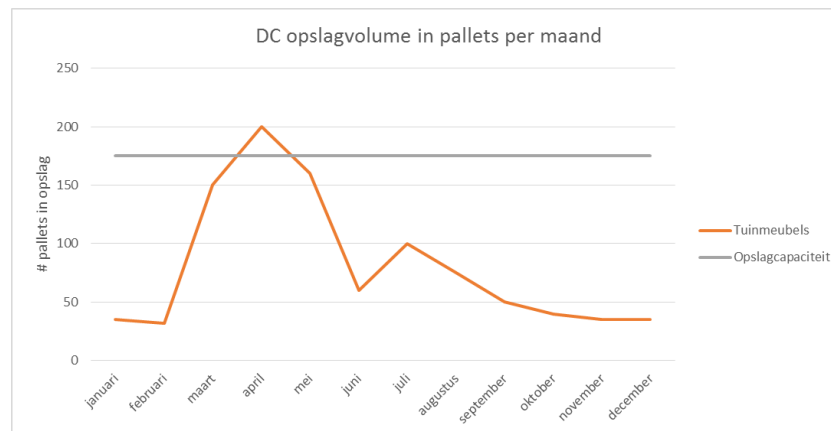
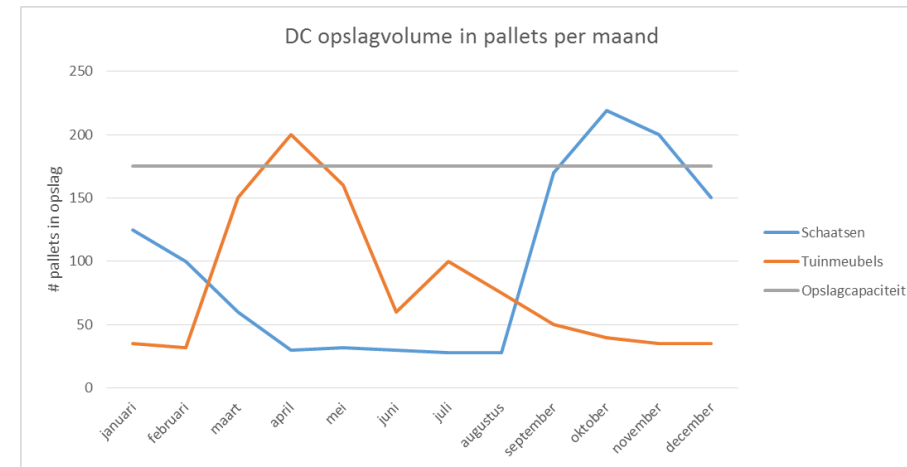
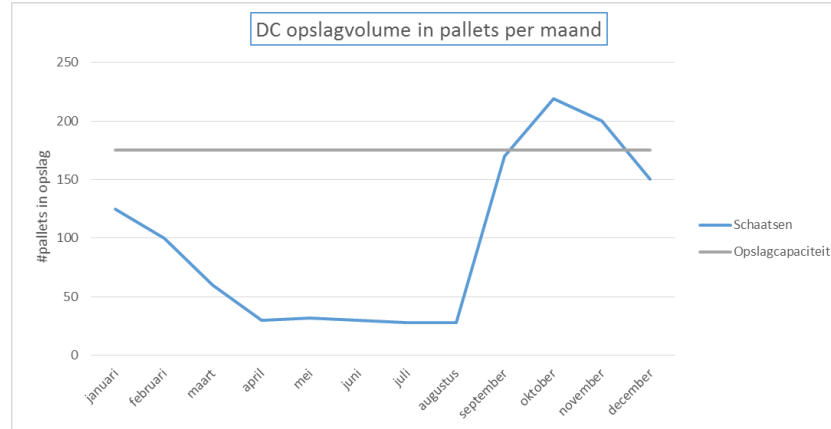
Case III warehouse sharing

bedrijf A: ice skates

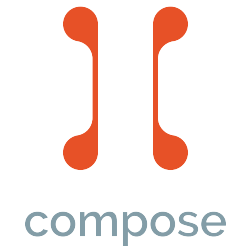
bedrijf B: garden furniture



compose



Case IV: exchange of logistics personnel*



*legal

Content



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6 step approach



1.
Consideration

2.
Explore

3.
Acquaintance

4.
Analysis

5.
Elaboration/ Pain
&Gain sharing

6.
Implementation



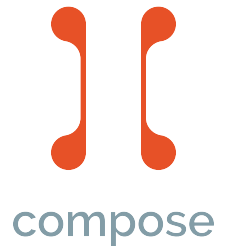
evo **evolution** edex

1. Consideration



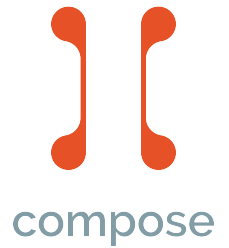
- Creating strategic customer value
- Trade-offs (KPI's) between:
 - Sustainability
 - Flexibility
 - Reliability
 - Quality
 - Time
 - Costs
- Innovation

2. Exploration



- Creating a profile
- What does the ideal partner look like?
- Creating a long list
 - Own SC-network
 - External companies
- Selection process to create a short list

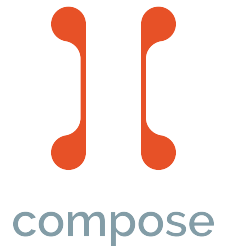
3. Acquaintance



Lifecycle of group dynamics/collaboration

- Orientation (*Who is my potential new partner?*)
- What if ... → agreement & goals (division of roles)
- Get to work (*Creating mutual norms for collaborations*)

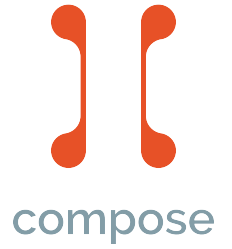
4. Analysis



- Calculate synergy between networks
- Divide pains & gains
- Policies & Procedures

When finishing step 4 the decision can be made to start the collaboration.

5. Elaboration



- Strategic / tactical level
- Operational level (*arranging & coordinating processes & data*)
- Internal business structure ready
- Time consuming

6. Implementation



- Tracking KPI's
- Keep 'greater goal' in mind if something happens.
- Keep scheduling regular meetings together.

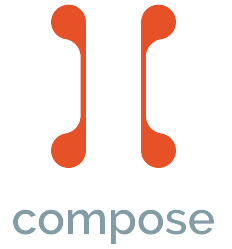


Content



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- **COMPOSE 3.0**

COMPOSE 3.0

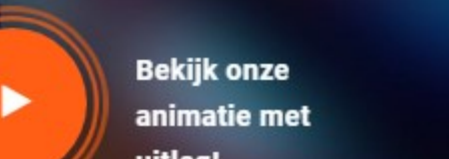


- Further research on the transition to sustainable transport & how to activate companies/people to start doing in.
- Research in collaboration with companies.

Compose

Compose is een gedachtengoed over strategische supply chain samenwerking. Dit wordt gefaciliteerd met verschillende samenwerkingsvormen en een matchingsplatform. In de toekomst zien wij dat verladers strategische samenwerkingen met elkaar aangaan om middelen te delen, kennis uit te wisselen en samen te innoveren op verschillende terreinen. Denk daarbij aan het combineren van (internationale) goederenstromen, shared warehousing en samenwerking op personeelsgebied.

Bent u een verlader die vooruit wil, oog heeft voor duurzaamheid, gericht is op efficiency en een betere propositie wilt realiseren voor uw klanten, sluit u dan nu aan op dit platform en vind een geschikte samenwerkingspartner.

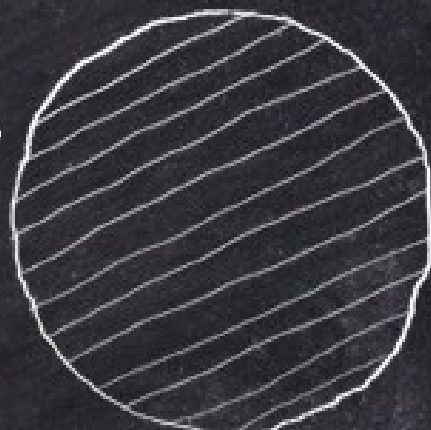


YOU CAN'T INNOVATE
WITHIN YOUR
COMFORT ZONE



compose

YOUR
COMFORT
ZONE



WHERE THE
MAGIC
HAPPENS

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