Leveraging Logistics Community Platform to maximize benefits of sharing economy

Nov-2019
What is Logistics Community Platform?
Manage data and document flow to control inventory in motion

Port and cargo community seeks platform to automate trade logistics
Lack of automation has started to bite all stakeholders, be it port/terminal operators, shipping lines, cargo owners, cargo consolidators, freight forwarders, shipping agents

Last Published: Fri, Feb 12 2016. 01 10 AM IST

EU moving towards a smart logistics data-sharing platform

Dubai Trade World to Create Logistics Community System in Dominican Republic

Dubai, United Arab Emirates, 2 July 2018: A new electronic trade portal that will enable trade and make life easier for business has been launched in the Dominican Republic by Dubai Trade World (DT World).
# Next Generation Trade Ecosystems
## A Paradigm Shift & Evolution

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<th>TRADITIONAL</th>
<th>NEW ECONOMY</th>
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<td><strong>MODEL</strong></td>
<td>Centralized, Linear</td>
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<td><strong>MEDIA</strong></td>
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<td><strong>ASSET</strong></td>
<td>Own, Fixed term Rental</td>
<td>On Demand</td>
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![Diagram illustrating the concept](image-url)
New Economy Example: Sharing Economy
Projected Revenue Opportunity

SHARING ECONOMY SECTOR AND TRADITIONAL RENTAL SECTOR PROJECTED REVENUE OPPORTUNITY

Revenue for all ten sectors: US$ 255 billion
Revenue for five Sharing Economy sectors: US$ 15 billion

Revenue for all ten sectors: US$ 670 billion
Revenue for five Sharing Economy sectors: US$ 335 billion

Figure 3: Illustrative revenue potential across five traditional and Sharing Economy sectors; Source: PWC – The Sharing Economy
# Sharing Economy – Use Cases

## Business Cases in Supply Chain Industry

- **Shared Warehouse ($/CBM)**
- **On-Demand Storage**
- **Logistics Asset Sharing**
- **Transport Capacity Sharing**
- **On-Demand Staffing**
- **Logistics Data Sharing**

Assessing your organization Readiness for Sharing Economy
An Opensource Service Network
Unilateral, Bilateral or multilateral

Sellers (Shippers) → Government & Agencies → Freight Forwarders
Buyers (Consignee) → Carriers → Insurance Institutions
Freight Forwarders → Inspection Agencies
Banks & Financial Institutions → Terminals

Logistics Community Platform

Penguin Effect
Network Effect
Disruptive approach to revolutionize Logistic Community Platform
How Tradelink see Logistics Community Platform

VSHIP - Logistics Community Platform

Logistics Community Platform

- Search a competitive rate in the market
- Confirm shipment schedule
- Shipment data sharing
- Real-time shipment tracking
- Faster payment

[ Access to the market ]  [ Maximize capacity usage ]  [ Proactive transport sharing ]

Freight Quote  Space Guarantee  Shipment Booking  Shipment Tracking  Payment Collection
Shippers Problems & Challenges

**Problems**
- Non-transparent, non-standard and seasonal freight charges
- To most shippers, difficult to get freight quotes from forwarders/carriers
- Send RFQ one-by-one to limited forwarders/carriers
- Quotation takes long time (up to 4 days)
- Freight quotes varies from few percent to 50%

Courier quotes can usually be obtained instantly, accurately and consistently

**Results**
- Tend to use same forwarders, though may not offer the cheapest freight charges all the time
- Full of intermediates
- Drive cargoes to Couriers

Business Managers find difficult to challenge freight charges
Operation Model (Ocean & Air)

1. Enter & Submit RFQ
2. Notify by email of new RFQs
3. Give offer
4. Notify of each offer
5. Select and Confirm offer
6. Notify of confirm offer and shipper’s contact

# Logistics SP may also be the Shipper to submit RFQ and confirm offer
Where do **WE** go from here?

Implementation Strategy – Transformational Leader

Business Model and Strategy

- **NEW BUSINESS OPPORTUNITY**
  - Technology requirement to bid new opportunity

- **CUSTOMER DEMAND**
  - Strong customer demand for information visibility

- **NEW VALUE ADDED SERVICES**
  - Other services to add values

- **BIG DATA & BUSINESS PLANNING**
  - More accurate & timely data for planning

Procedure and Technology

- **New Revenue Stream**
  - Implement e-platform to support new business & meet customer demand

- **Better Customer Service**
  - Provide VAS and more quality services to customer,

- **Improve Operation efficiency**
  - More cost-effective operations through new e-platform with in-house system
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