

Analysis of “desiderata” and definition of “to be” scenario

Final Version of 30/08/2019

Deliverable Number D.4.3.2.

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Document Control Sheet

Project number:	10043002
Project acronym	TRANSPOGOOD
Project Title	Transport of Goods Platform
Start of the project	January 2018
Duration	21 months
Related activity:	WP4 A 4.3. – Test on intermodal transport case
Deliverable name:	D. 4.3.2. Analysis of “desiderata” and definition of “to be” scenario
Type of deliverable	Report
Language	English
Work Package Title	Smart logistics pilot and test of profiles calculators
Work Package number	4
Work Package Leader	Elevante srl
Status	Final
Author (s)	Elevante srl
Version	1
Due date of deliverable	August 2019
Delivery date	30 th August, 2019

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Introduction

The purpose of this deliverable is to describe the transport process in the private sector, in a new scenario, called “to be”.

In the “to be” scenario we’ll describe another time the connections between the different stakeholders and their main activities, trying to identify the best solutions to solve the bottlenecks identified in D.4.3.1. Definition of “as is” scenario and analysis if existing bottlenecks.

We’ll describe the connections and activities using a diagram.

1. Identification of the main changes and improvements

In the “*as is*” scenario, considered actors and stakeholders are once again:

- SHIPPER – the party who enters a contract of carriage with a carrier and also pays the carrier. The shipper can also be in a position to instruct the carrier with transport instructions. Shippers are typically manufacturing companies shipping goods to their clients. Buyers may also become shippers when they contract a carrier for transporting the goods the buyer has acquired.
- CARRIERS – who can be a hauler or a freight forwarder
- PORT AUTHORITIES
- TERMINAL OPERATORS
- SHIPPING LINES
- HIGHWAY AND TOLL ROAD OPERATORS – who profit from freight traffic in their infrastructure
- BORDER CONTROL AUTHORITIES – in charge of inland border controls
- LOCAL COMMUNITIES – who are not directly responsible or interested in transport services, but are impacted by transport externalities.

1.1. Desiderata

Desiderata (i.e. desirable outcomes and opportunities) are located at various stages of the process and using an online platform like TRANSPGOOD is of great advantage for shippers.

When a shipper enters their transport mission requirements, they are quickly shown with all possible routings. Shippers are also made aware of intermodal solutions which may be interesting to them because of transport time, relative cost and lower overall carbon footprint.

Finally shippers are also presented various freight exchanges and transport market tools that they can use to discover new carriers and get a real-world market price for their transport needs.

Without an online platform offer intermodal solutions, the event of using all-road transport is becomes instead extremely likely and, with it, all the disadvantages and bottlenecks found in the as is scenario

After appraising the solutions presented by TRANSPGOOD, the shipper may:

- instruct their present carrier to use an intermodal solution they were not aware of before;
- discover new carriers that offer intermodal solutions
- choose to use a freight exchange platform to find a better road transport solution.

Even in the case road transport is still chosen over intermodal transport, the Transpogood platform improves that transport mode by allowing shippers to find more convenient solutions (because of better price or shorter transit time) and by allowing carriers to develop their business by offering their services on freight exchanges they were not aware of or did not use before.

Carriers may also choose to implement new lanes, because of opportunities arisen from requests from shippers and the easier access to information about shortsea shipping services.

Naturally, many advantages desiderata are met when an intermodal (typically road + shortsea shipping) solution is picked and, subsequently, the choice of intermodal transport has an effect on all other stakeholders.

Port authorities, terminal operators and shipping line are then involved in the process and their traffic and business can grow.

Border control authorities will have less congestion at inland borders.

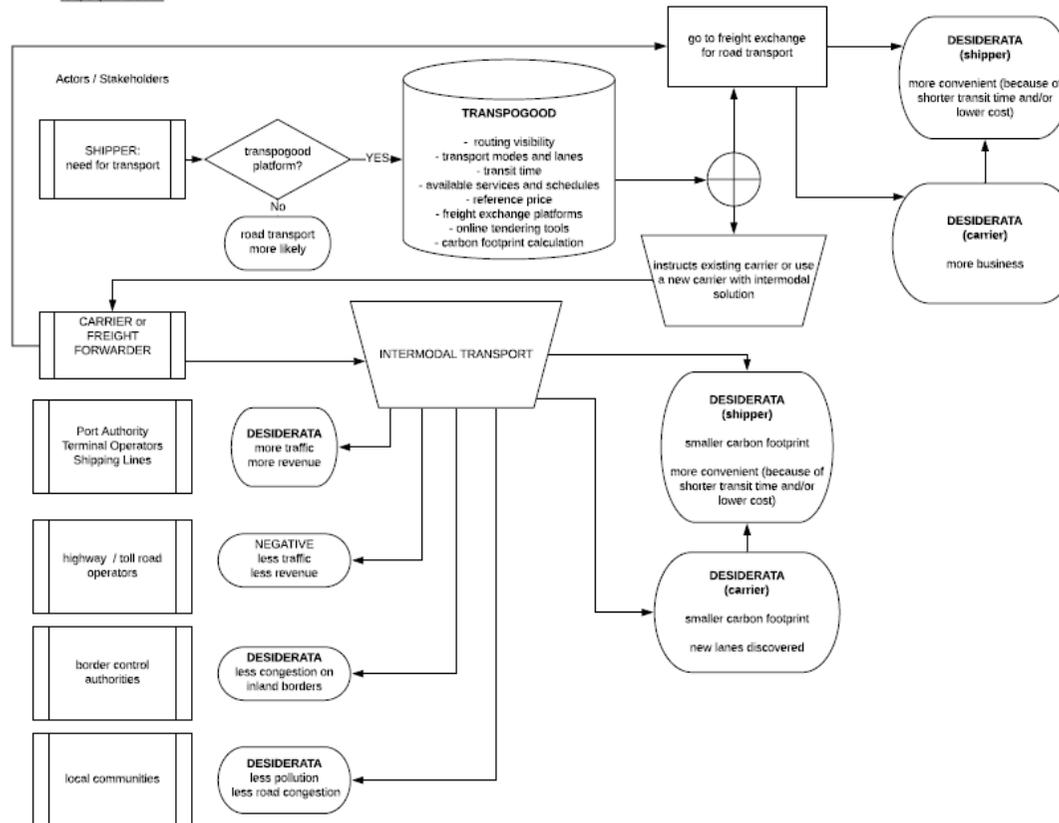
Local communities will benefit from less road congestions, less pollution and CO2 emissions.

Highway and toll road operators are the only ones who will profit less, because of minor freight traffic on their infrastructures.

2. Definition of “to be” scenario

In the “*to be*” scenario, the possibility of using the Transpogood platform is made available to shippers and carriers . “*Desiderata*” are opportunities that considered to a desirable and favorable outcome by stakeholders. Transpogood allows these *Desiderata* to become real opportunities, bringing various advantages to several transport actors.

TO BE SCENARIO



Text

Conclusion

The definition of the “to be” scenario explains how the different stakeholders should interact each other, and how the use of specific tools and platforms could help and make easier the transport process in the private sector. In particular, the Transpogood platform provides more informations, otherwise not available, regarding routing visibility and different transport modes, in order to be able to choose and select the best and the most efficient solution among the different options.

In the next phases we’ll test the Transpogood platform in a real intermodal transport case, in order to introduce new tools and opportunities, which could be useful in the transport process to overcome identified bottlenecks.