

## Do you want to understand and reap the benefits of horizontal collaboration for your supply chain?

**W**e help you identify and leverage bundling and consolidation opportunities in your logistics network.

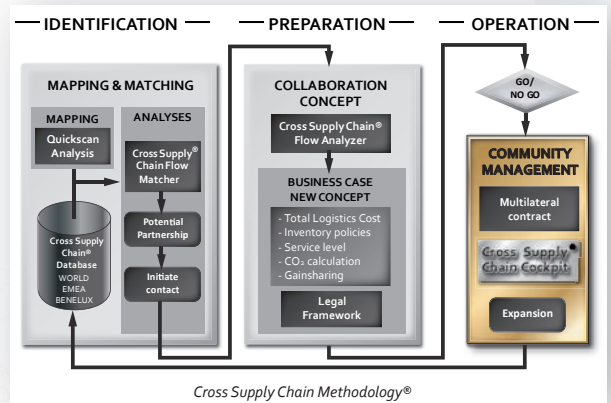
*TRI-VIZOR provides tools and methodologies to identify and capture savings from collaboration opportunities.*

TRI-VIZOR's **Cross Supply Chain Methodology®** is a unique way to guide shippers towards horizontal partnerships that capture savings.

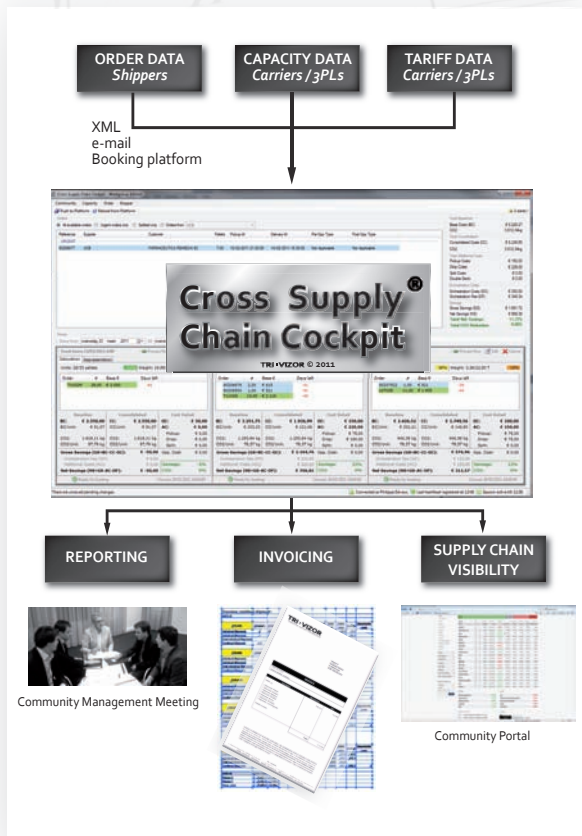
**Analyzer®**, bundling opportunities can easily be transformed into comprehensive business cases. If the potential synergies and gain sharing effects turn out to be sufficiently favorable for all partners, we can help them create an orchestrated horizontal community.

Our **Cross Supply Chain Methodology®** is a tested and proven solution for bundling both international trade lanes and national distribution networks. The methodology uses a multi-focal approach to identify the best possible bundling opportunities either by geography, industry sector, transport mode or freight type.

The starting point is a **Quickscan Analysis**, a geographic visualization of potential bundling opportunities. This analysis is generated by matching your company's freight flows with those of other shippers in our **Cross Supply Chain Database®**, a permanently expanding repository containing freight flow data of almost 100 blue chip companies. With our **Cross Supply Chain Flow**



**B**uilding partnerships is a people business! **Strong Community Management** is a key success factor in the orchestration of collaborative supply chains.



*TRI-VIZOR provides know-how and an adequate legal framework to orchestrate collaborative partnerships.*

When shippers agree to launch a collaborative partnership, TRI-VIZOR assigns a **Community Manager** to manage the project.

The Community Manager has the required seniority, know-how and track record in the relevant industries. As a first step, the Community Manager implements a **legal framework with multilateral contracts** that are fully anti-trust compliant. This framework will clearly define the rules of engagement and secure the mechanisms for community entry, exit, gain sharing and volume variations.

The Community Manager then deploys a powerful piece of software, the **Cross Supply Chain Cockpit®**, TRI-VIZOR's collaborative multimodal transport management system, an industry first. This software makes it possible to maximize in real-time the total community gains in cost and CO<sub>2</sub>. The **Cross Supply Chain Cockpit®** will also drive the **gain sharing and freight billing process** and feed the reporting on the **Community Portal**. All members of a community are directly connected to this Portal, which offers complete and real-time visibility of their shipments. Last but not least, the Community Manager extracts information from the Cockpit and the Portal to support regular **community management** meetings. These meetings are aimed at problem solving, continuous improvement and identifying opportunities for expansion.

## Is it really possible to simultaneously improve the total cost, service level and sustainability of your supply chain?

**B**undling, horizontal collaboration and cross supply chain cooperation will fundamentally reshape the logistics landscape in the next decade.

According to the World Economic Forum (2009), the average capacity utilization of the European logistics sector reaches hardly 43%. For road transport alone, this dramatic inefficiency is reflected in 1 out of 4 trucks driving empty. The harmful impact of this on industry, society and the environment can no longer be ignored!

The innovative concept of **horizontal collaboration**, or **cross supply chain cooperation**, offers radical new opportunities for shippers and logistic service providers to simultaneously improve economies of scale in terms of efficiency (logistics cost), effectiveness (customer service)

and environmental sustainability (carbon footprint). As horizontal partnerships require the commitment and alignment of many actors across different supply chains, the introduction of an external orchestrator is a critical success factor for their stability and legal compliance.

"Co-opetition" notably, partnering with potential competitors will become a transformational SCM strategy, allowing early adopters to move beyond incremental performance improvements (Gartner, 2011).

**I**mpartial orchestration is the missing link in the creation of horizontal partnerships with long-term profitability, stability and antitrust compliance.

Newer concepts and technologies are emerging to help both 3PLs and shippers cope with this new, slower growth world. One of them is to create horizontal, cross company supply chains refereed by neutral third parties. This innovation is based on the concept that by clustering specific logistics activities and consolidating supply chains, significant economies of scale can be achieved in terms efficiency (logistics cost), effectiveness (customer service) and environmental sustainability (carbon footprint). A pioneer in this field is TRI-VIZOR, based in Belgium. (14th Annual 3PL-study, 2009)

**consolidate freight flows and reduce volume variations.** These are key factors in the construction of efficient, effective and sustainable supply chains!

It is the core business of TRI-VIZOR to proactively design, manage and expand horizontal partnerships. As a neutral **orchestrator, trustee**

Typically, flow consolidation yields double digit cost and CO<sub>2</sub> savings, often combined with a higher service level.

TRI-VIZOR, the World's First Cross Supply Chain Orchestrator®, creates and manages horizontal communities of shippers and logistic service providers with the primary objective of **maximizing total gains** for the community. TRI-VIZOR also provides the necessary mechanisms to fairly divide the profits among all community members. How do we do this? In essence, by orchestration we mean synchronizing multiple supply chains to

**and referee**, TRI-VIZOR creates trust and provides an appropriate **legal framework** designed to safeguard antitrust compliance and contract stability. TRI-VIZOR offers a dedicated set of **tools and methodologies** to engage and support shippers and logistic service providers and acts as legal firewall throughout the entire lifecycle of horizontal supply chain collaboration.

## **A**bout TRI-VIZOR

TRI-VIZOR was founded in Belgium in 2008 as a spin-off company of the University of Antwerp. As the World's First Cross Supply Chain Orchestrator® it is our mission to offer specialized knowledge and solutions to create, support and orchestrate flow bundling and horizontal partnerships in transport and logistics.

**TRI = VIZOR**  
THE WORLD'S FIRST CROSS SUPPLY CHAIN ORCHESTRATOR®



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