**Trivizor (Orchestration in Horizontal Collaboration)**

**Key Words:**
- Freight consolidation and transhipment; IT-technologies and solutions; ICT, transport optimisation; Competitive aspects: collaboration, prioritisation; Communication between authorities: cooperation, procedures, legal frameworks; Innovative operational solutions; Transport management, fleet management; Modelling and forecasting; Data collection and statistics; Working and implementation guidelines; Monitoring and benchmarking of processes; Cargo carpooling; intermodality; impartial orchestration for transport and logistics; collaboration; horizontal partnerships; synchro-modality.

**Case logo or picture**

**Description**

TRI-VIZOR developed the ‘Carpooling for cargo’ concept, with purpose to facilitate horizontal collaboration between multiple independent shippers and logistics service providers proactively working together in clusters or communities aiming at bundling their overlapping freight flows.

TRI-VIZOR by designing and implementing win-win business models, as the network orchestrator, allows horizontal collaboration leading to synchronised consolidated flows.

**Benefits**

- Efficient scheduling of the logistics resulting to cost, administrative and environmental benefits. The carbon footprint per freight movement can be reduced up to 20-40%.
- Flow bundling can facilitate intermodal transport solutions and support them in terms of economic viability.
- Other benefits include: reduction of empty running, lower transport costs, decrease of congestion, improving warehouse utilisation etc.

**Starting point/objectives/motivation:**

In traditional logistics, the actual bundled supply chain of the community is outsourced and physically executed by a logistics service provider based on an one-to-one contract with individual shippers. In order to be more efficient and maximise asset utilisation leading to economies of scale, the service providers tried to find geographically bundled opportunities for freight flows with same destination routes. However, designing such types of movements has been proven difficult due to different times of the transport orders.

**Solution**

TRI-VIZOR implemented a carpooling system for cargo, bundling and synchronising freight flows across different supply networks. The methodology uses a multi-focal approach consisting of three steps: identification, preparation and operation, where TRI-VIZOR has the role of the trustee or the orchestrator creating and managing the communities of shippers and maximising their synergies. In the identification phase, using the Cross Supply Chain Cockpit, the demand and supply are matched, potential partnerships are identified and contacts are initiated for creating a first community. In the collaboration phase, the business case is developed estimating the total logistics costs, inventory policies, service level, CO2 calculation and gain-sharing. After that, the legal framework is established when there is room for collaboration. Finally, the operation phase manages the community through multilateral contracts, monitors the results of the horizontal collaboration and explores its potential expansion.

**Success factors**

TRI-VIZOR, using a software tool (the Cross Supply Chain Cockpit) combines tariffs, demand and supply as well as consolidating elements and plans cost-efficient solutions bringing together suppliers and small loading vehicle factors. This collaboration plan optimises the profitability of the ‘community’ and minimises individual supply costs.

In addition, TRI-VIZOR supports the whole orchestrating process: from the identification of potential synergies to the preparation of the business case and the operation with multilateral contracts.

**Supported strategic targets**

- Increased efficiency / productivity of logistics processes;
- Increased company profitability; Limited climate change;
- Reduced emissions; Conservation of resources.
Horizontal collaboration has until today not often been applied due to its complex nature. The most important missing link has been establishing a robust legal framework to make it anti-trust compliant. TRI-VIZOR acts as orchestrator, a trustee to build an adequate legal framework with multilateral contracts, providing adequate tools to setup and manage the communities, using dedicated mechanisms for impartial operation, full transparency and gain sharing while providing all the required services and monitoring the results.

With a very rich track record TRIVIZOR is an excellent example of a successful SME:
- The 2010 winner of Air Chase Competition
- The 2011 winner of European Supply Chain Award for Innovation
- The 2011 winner of Belgian Sustainability Award

These are some awards for the company’s innovative approach to improve the efficiency and sustainability of logistic chains.

**Transport modes**
- Road/ truck
- Heavy rail

**Main actors involved**
- Trivizor (IT design and orchestrators)
- Blue chip companies
- Shippers
- Logistics service providers

**More information:**

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