

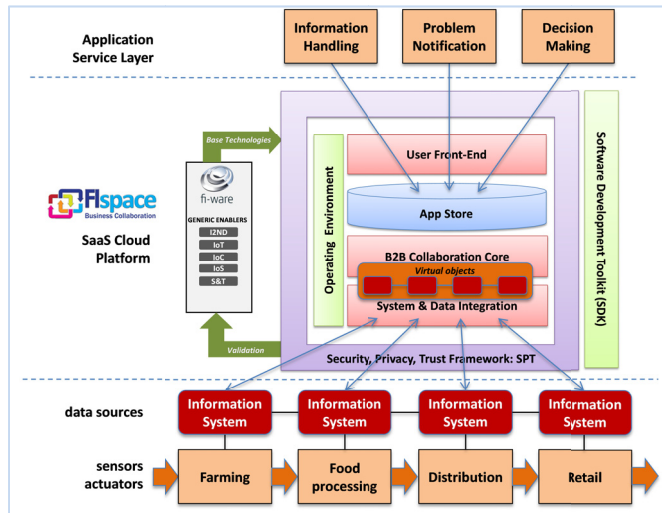
What is Flspace?

Flspace is a multi-domain Business Collaboration Space, based on FI-WARE and Future Internet technologies, for enabling radically new and open business collaboration across supply-chain networks.



Flspace aims to facilitate **seamless** cross-organizational collaboration and communication, **transparency**, visibility and control of processes, **easy** and low cost deployment of customized solutions, as well as **agile** formation of business networks and ecosystems.

The Flspace platform enables ICT developers to easily create smart software application services (Apps) that collaborate seamlessly to support business processes.



These have been demonstrated through 8 trials covering agrifood and logistics business domains.

What is the Use Case Trial 'Fish Distribution Planning' about?

In a context of export of frozen fish in refrigerated containers from Norway, the Fish Distribution Planning Trial is about making it easier for the container line to increase transport capacity utilization when booking cancellations happen frequently. It is also about utilizing a market place for publishing transport demands and transport offers, and facilitate match-making between transport users and transport providers.

Background of the Trial

New forms of business collaboration represent a huge potential for improving transport planning, event-handling, flexibility and capacity utilization in the containerized fish cargo market. The *Fish Distribution Planning* Trial focuses on the **planning of transport**, a crucial process for ensuring performance across the whole supply chain.

In Norway, the fish transport market is characterized by homogeneous services, standardized cargo unit, regular routes, a high number of bookings per voyage, and high competition between sea carriers. As a typical example of spot market, fish export represent several challenges for container shipping operators, such as **low visibility and predictability of transport demand, low customer loyalty and a high number of late transport booking cancellations, mostly due to lack of collaboration or access to information**. This results in short time windows to find new cargo, extra work on re-planning and sub-optimal use of transport capacity. It is common that 30-40% of cargo is cancelled close to the cut-off time.

The Vision

Effective transport planning is about ensuring availability and reliability of information in order to quickly react in case of deviation from plan. The vision in the Fish Trial is that of a new **business interaction model showing how transparency and visibility container shipping can improve transport planning** for both ship operators and cargo owners, and lead to higher capacity utilization and service level.

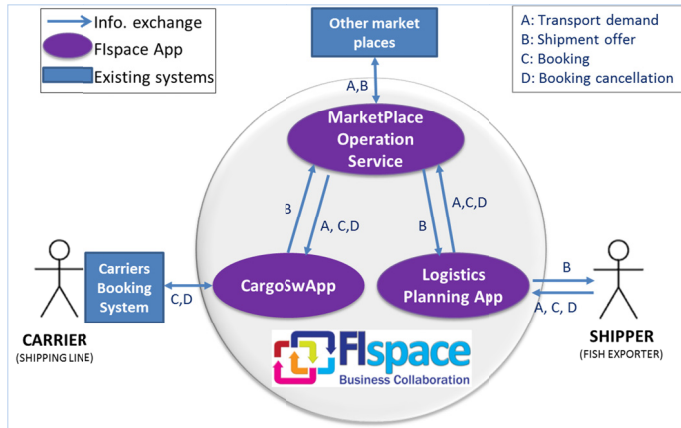
The **innovation** in Flspace is in the combination of Apps and services with high level of interoperability.

How does it work?

In the Fish Trial, support to transport planning is enabled by the interplay between the CargoSwApp, the Market Operation Service (MOS) and Logistics Planning App (LPA).

Shippers / transport service users use **LPA** to set-up transport plan and define transport demand. They then use **MOS** to **publish** their demand and identify potential carriers. Finally, **CargoSwApp** helps them **benchmark** available services, based on real-time information at shipment level.

Carriers / Transport service providers use the **CargoSwApp** as interface between own planning system and the **MOS**. They **publish** real-time information on transport capacity availability on MOS, enabling the shipper to **book** service online. CargoSwApp enables quick treatment of bookings and cancellations, and assessment of **cancellation probability** based on historic and shipment-related data. Finally, the CargoSwApp main function is to search efficiently for **cargo available** for transportation by search precisely for shipment **matching** with the identified available capacity.



The benefits

The main benefits for business users are

for CARRIER	for SHIPPER
<ul style="list-style-type: none">Reliable / timely informationBetter market visibilityHigher operational efficiencyEfficient event handlingBetter capacity utilization	<ul style="list-style-type: none">Market transparencyReal-time informationEfficient -benchmarkingEasy automatic booking

CargoSwApp: Towards an eMarket for Short Sea Transport

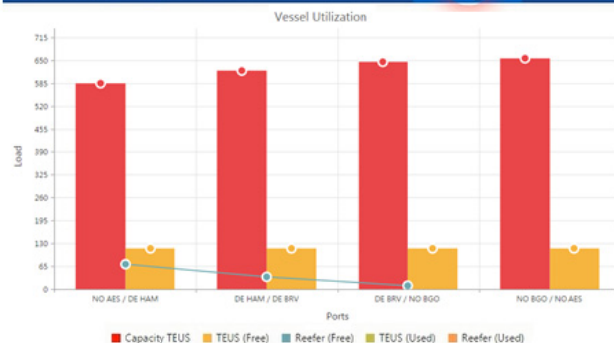
The CargoSwApp has been developed in the Fish Trial to support the carriers with speeding up the process of creating contact between carriers and transport users. The carrier will find cargo to fill up their ship faster. The shipper will get more bids on their transport demand. For this to work, a well-functioning electronic marketplace for short sea transport with a critical amount of users is needed.

Flspace-based CargoSwApp is a first step on towards the realisation of such an **electronic marketplace for maritime freight services** that will improve information flow between actors, reduce operations- and transaction costs, and contribute to better resource utilization and service offer.

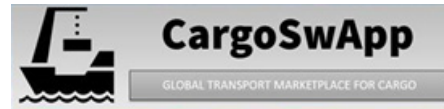
Despite the increasing amount of B2B electronic commerce in maritime freight covering a range of services like shipment tracking, freight rates, vessel schedules or custom clearance, there is still a need for well-functioning and reliable B2B electronic commerce for short sea shipping services based on real time information at shipment- and voyage level. Some solutions can be found for ocean maritime freight services, but have not really penetrated the market yet.

Maritime freight (port-to-port or door-to-door) encompasses multiple services and is highly dependent on the role of intermediaries like freight forwarders / integrators, who can handle the operations on shipper's behalf and make shipping a one-stop-shopping service. To achieve the same level of service, an electronic commerce solution must guarantee ease of use, information accuracy, security and privacy, as well as significantly lower transaction costs. This is the ambition of the Flspace and CargoSwApp.

Cargo SwApp Bookings Cargo Search Master Data Schedule Vessel Utilization English Logout



CargoSwApp access and demo:
<http://www.cargoswapp.sdz.de>



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Flspace – Facts

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Flspace – Coordinator

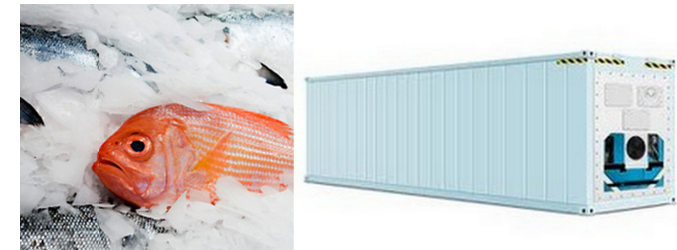
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Future Internet Business Collaboration
Networks in Agri-Food, Transport & Logistics

Fish Distribution Planning

Electronic marketplace for maritime freight services



Use Case Trial related to theme:
Intelligent Perishable Good Logistics



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