

ECITL: Smart Freight to enable sustainable logistics solutions 7 - 9 NOVEMBER 2012 GOTHENBURG, SWEDEN

New ways to foster innovation in logistics M. FORCOLIN (INSIEL)





The Challenge - The logistics sector

Current issues in transport & logistics

- Extreme fragmentation
- Labour intensive, low margin
- Commodity vs. value-added service
- Sustainability challenges
- Regulatory pressures
- Global crisis

Innovation is necessary as a way to face and possibly overcome these challenges



Innovation in Logistics – background

- innovation in transport logistics is strongly pushed by research programs (EU or national funds)
 - innovative technologies, ICT
 - improvement efficiency, competitiveness and sustainability of sector
- nevertheless, the transport logistics industry has seen relatively small improvement in terms of efficiency compared to other sectors
 - E.g. there is an evident delay in the adoption of ICT from the transport logistics sector (L4L Roadmap):
- **pushing investment** in innovation is one of the challenges in view of Horizon 2020 (L4L Roadmap)



However

Innovation is not *really* happening, why?

- Resources
 - Human resources AND economic resources
 - SMEs are major stakeholders
- Knowledge
 - Access and understanding research results
- Lack of investment (<1.5% vs 5-20% of other sectors!)

HOW to address these aspects?



What is innovation in Logistics?

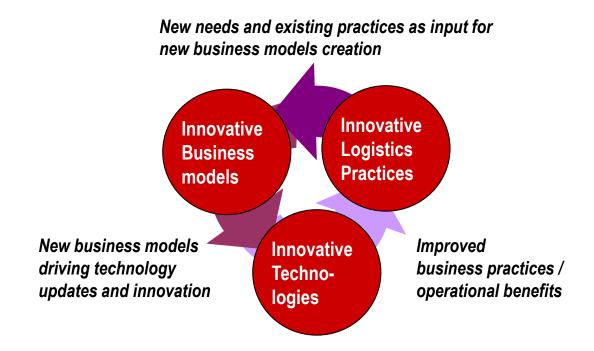
"...is the implementation of a new or significantly improved organisational method (business model), process (logistics practice) or technological application within the context of planning, implementing, and controlling procedures for the efficient and effective transportation and storage of goods including services, and related information from the point of origin to the point of consumption for the purpose of conforming to customer requirements".

(Source: Council of Supply Chain Management Professionals)



Logistics Innovation Dimensions

Based upon the Council of Supply Chain Management Professionals definition of innovation we can identify 3 highly interrelated dimensions





Technology is not enough

 Indeed, there are problems to be solved in logistics, but we cannot solve our problems with the same thinking we used when we created them. (cit A Finstein)

• Investment of the sufficient of the sufficient

- Investmentdimension
- bridge the gap between research and market penetration
- Investment in communication is strategic



Ask Google? No!

Complex domain

- Multiplicity of stakeholders/targets
 - Different interest
 - Different position in the value chain
 - Different digital skills/culture
- Multiplicity sources of information
 - EC documents and Technology platforms
 - Scientific Journals
 - Projects results and web sites
 - Social networks (LinkedIn, Twitter, FaceBook, Pintrest...)

TRANSPORT LOGISTICS

Classical approach – top down

- Inventory of project results
- Project Network
- Success stories (What about failures?)
- All this material gets into the web
- Is that efficient?
- Is that accessible?

 How to express the results in a form that could be used by the final user?



New approach - new thinking

Use of communication technologies (no ICT!)

- As in the every day life we surf the web to get information, to solve a problem, getting access to the knowledge dispersed in the web, also in logistics, but
 - We need to make the information appealing and easily accessible
 - the information needs to be tailored/customized on the target own needs



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It is all that?

- Would Facebook-like approach be the solution?
- Not in itself, but it can support the spreading of knowledge together with other channels
 - to tackle the inner complexity of the domain
 - to properly filter, adapt and convey the "content" to the target
 - to foster the discussion
 - to support the market penetration



What is needed?

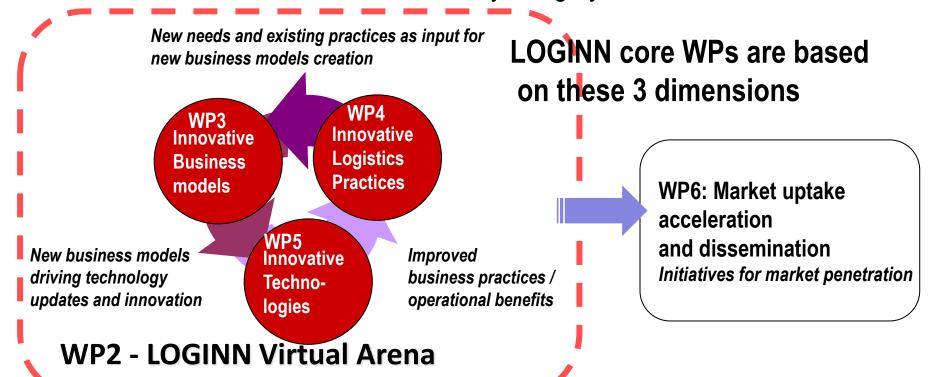
- Communication infrastructure
- "People" infrastructure (key people)
- Accessible information
- Knowledge spreading
- Concrete benefits
- ©LOGINN project (Call FP7-SST-2012-RTD-1 Platform for continuous intermodal freight transport strategic research and innovation)

Objective to stimulate discussion and consensus-building amongst main public stakeholders, market players and researchers in the intermodal and freight logistics domain to turn knowledge and research into investment in innovation.



LOGINN workplan

Based upon the Council of Supply Chain Management Professionals definition of innovation we can identify 3 highly interrelated dimensions



On-line collaboration and consensus building Platform



Communication infrastructure: LOGINN Virtual Arena

Communication and collaboration platform to support consensus building and raising awareness:

- Using WEB2.0 and social networking approaches
- Innovative approaches to foster innovation
- Innovative communication techniques



People infrastructure - LOGINN APG

- APG = Associated Partner Group
- the APG is meant to cover the whole Value Chain to reach a wider audience
- LOGINN aims at reaching a critical mass of stakeholders to gather knowledge, foster the discussion and impact on the transport logistics community

Roles:

- Contribution to the knowledge on innovation
- Active members of the discussion



LOGINN target groups – key people

LSP - perform logistics activities on behalf of others - not owner of the cargo **Institutions Shippers** -intermediate parties, not directly - initiate the shipment process involved in logistics processes - cargo owner for most time - public/private organisations - prepare the goods for shipping investing in the sector LOGINN target groups **ICT Providers Authorities** - providers of sw, hw or -manage/provide public integrated systems infrastructures or resources - interested in technical content - eg port, road authorities Investors -invest funds in innovation -promote technology and entrepreneurship EUROPEAN CONFERENCE ON - support research and market uptake of results

. M. FORCOLIN (Insiel).

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Questions?

Thank you for your attention

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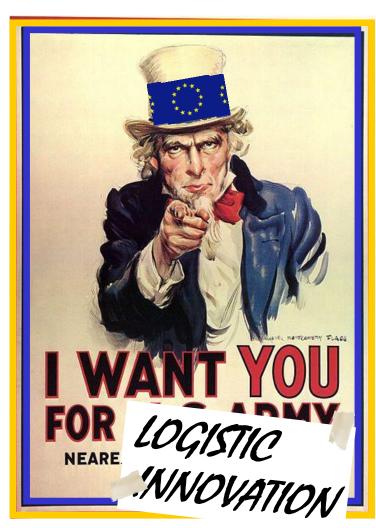














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