The Journey Towards Frictionless Trade: An African Perspective

Presented by: Louise Wiggett

2 December 2019
Potential Solution for Frictionless Trade: Digitalization of Supply Chain

What is digitalization and what does it mean?

Gartner, the global research and advisory firm, defines digitalization as “the use of digital technologies to change a business model and provide new revenue and value-producing opportunities; the process of moving to a digital business”. Digital technologies include social technology platforms, Mobile, Cloud, Internet of Things, Artificial Intelligence, Analytics, Virtual Reality, and Blockchain, amongst others.
Digitization is the Difference in making an Informed Decision and not Guessing
Data and Information is the Power of the Future

Our search ended with us selecting Trade Lens as one of our Partners
Requirements for Frictionless Trade

Connects the ecosystems
Brings together all parties in the supply chain onto a Blockchain-based platform with a secure permission and identity framework

Drives true information sharing
Provides for the seamless, secure sharing of real-time, supply chain information across all parties to a trade

Fosters collaboration and trust
Enables the digitization and automation of the cross-organization business processes integral to global trade

Spurs innovation
Lays the foundation for ongoing improvement and innovation through an open, non-proprietary API
The TradeLens Ecosystem

Primary consumers and beneficiaries of the platform
- Shippers (BCOs, retailers, manufacturers, etc.)
- Freight forwarders, customs brokers, 3PL
- Network Members
- Financial institutions

Provide and gain access to end-to-end supply chain information
- Ocean carriers
- Ports and terminals
- Government authorities
- Inland transportation
- 3rd party data providers

Offer value added services to the ecosystem through a platform marketplace
- TradeLens offerings
- Offerings from third party ISVs
- Offerings from Network Members and Clients
What enables the success – Real Time Data

**ECOSYSTEM DATA**

**Foundational data**

- The core data and documents to track and manage shipments end-to-end
  - Projected 48% of global container shipping volume
  - Vast number of trade lanes covered
  - 20+ Million containers per year today

**Enrichment data**

- Supplements foundational data, in near real-time and direct from the source
  - Rapidly growing network
  - Extensive port/terminal coverage

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**TRADELENS**

- 500M Events per year
- 5M Documents per year

These numbers are estimated to double with the recent addition of new global ocean carriers to the network.
Container End to End Tracking

**SHIPPING MILESTONES AND SHIPMENT DATA**
- Start container tracking
- Container ready to load
- Estimated discharge time for packed container at import terminal
- Gate out packed container from terminal
- Sealed container
- Empty container ready for pick-up
- Empty container picked up from depot
- Not exhaustive list of milestones tracked by platform

**STRUCTURED AND UNSTRUCTURED DOCUMENTS**
- Packing List
- Bill of Landing
- Export Documentation
- Advance Declaration
- Certificate of Origin
- Pre-Paid Invoice
- Shipping Instructions
- IAI
- Geography Specific Certificate
- Dangerous Goods Specific Certificate
- Cargo Specific Certificate
- Commercial Invoice
- Import Documentation
- Not exhaustive list of documents tracked by platform

**TRADELENS BLOCKCHAIN BUSINESS NETWORK**
- BCO / NVO
- Inland Transportation
- Customs / Government Authorities
- Ports / Terminals
- Ocean Carriers
- Not exhaustive list of milestones tracked by platform

**TRADELENS PLATFORM**

- Missing, Incorrect or Delayed Port Data
South Africa - Durban Port Reality on the 27 November 2019

TPT – SA Port Authority (Navis)  ?  TradeLens

GTS filled the gap - eDriver
### eDriver - Planning

Depot Manager upload planned containers via Spread sheet or Integrated

#### Status

<table>
<thead>
<tr>
<th>Status</th>
<th>All Current</th>
<th>Planned</th>
<th>Left Depot</th>
<th>Staging Arrival</th>
<th>Gate In</th>
<th>Uplifted</th>
<th>Gate Out</th>
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#### Allocate Containers

#### Change Status

**Drag a column header here to group by that column**

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<thead>
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<th>Status</th>
<th>Container</th>
<th>Size</th>
<th>Vessel</th>
<th>Priority</th>
<th>ETA</th>
<th>Consignment</th>
<th>Driver</th>
<th>Truck</th>
<th>Trailer 1</th>
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## Depot Manager assign containers to Driver/Truck

### eDriver - Planning

**Loading Dashboard**

**Allocate Containers**

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eDriver Execution – Mobile Application
Driver accepts container/s and departs from Depot

Driver logs Geo location and Time on System
eDriver Execution – Mobile Application
Driver fulfilment in the Port

1. Driver logs Geo location and time at Port Entry Gate
2. Driver takes picture of Container / Trailer
3. Driver logs Geo location and time at Port Exit Gate
eDriver Execution – Mobile Application

Depot Manager track progress

Driver logs Geo location and time at DC and upload Documentation

Depot Manager follow real-time progress

eDriver keeps track of the position of the vehicle
eDriver Monitoring – Safety & Security & Tracking

Depot Manager follow real-time progress
Operational Benefits and Opportunities of eDriver

• **Planning & Productivity**
  • Previously managed 4 to 5 trips per day
  • Currently down to 1 or even less a day

• **Cost Management & Profitability**
  • Vehicle utilization improve
  • Direct cost reduction – diesel, wages

• **Environment & Health**
  • Less standing time, less emissions
  • Driver fatigue, overall health improvement

• **SME Enablement**
  • Low barriers to entry
Thank You

It always seems impossible until it’s done.

- Nelson Mandela
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