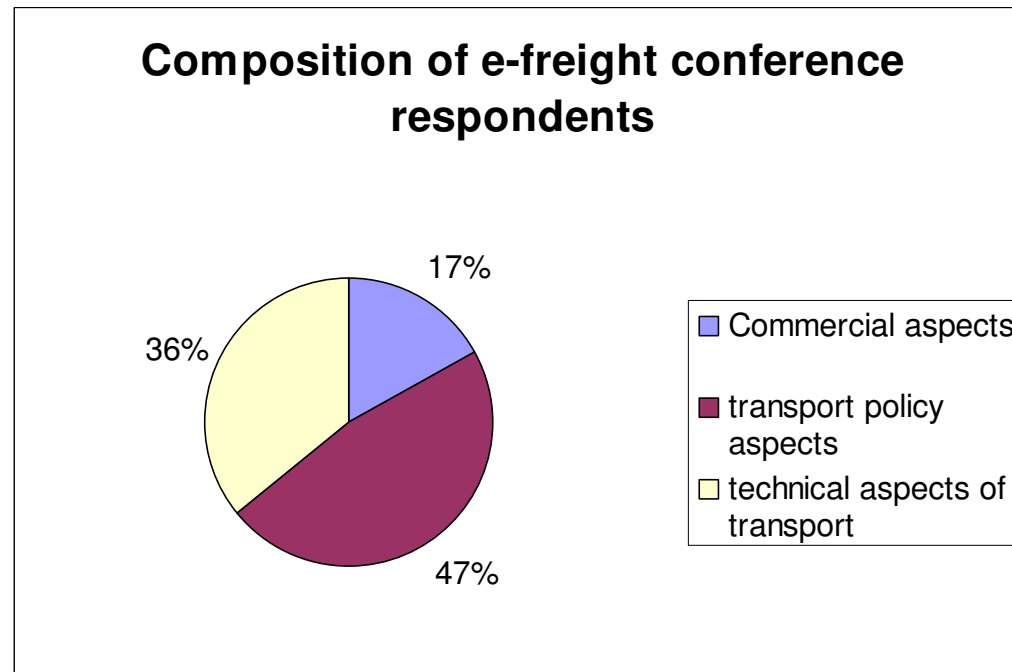




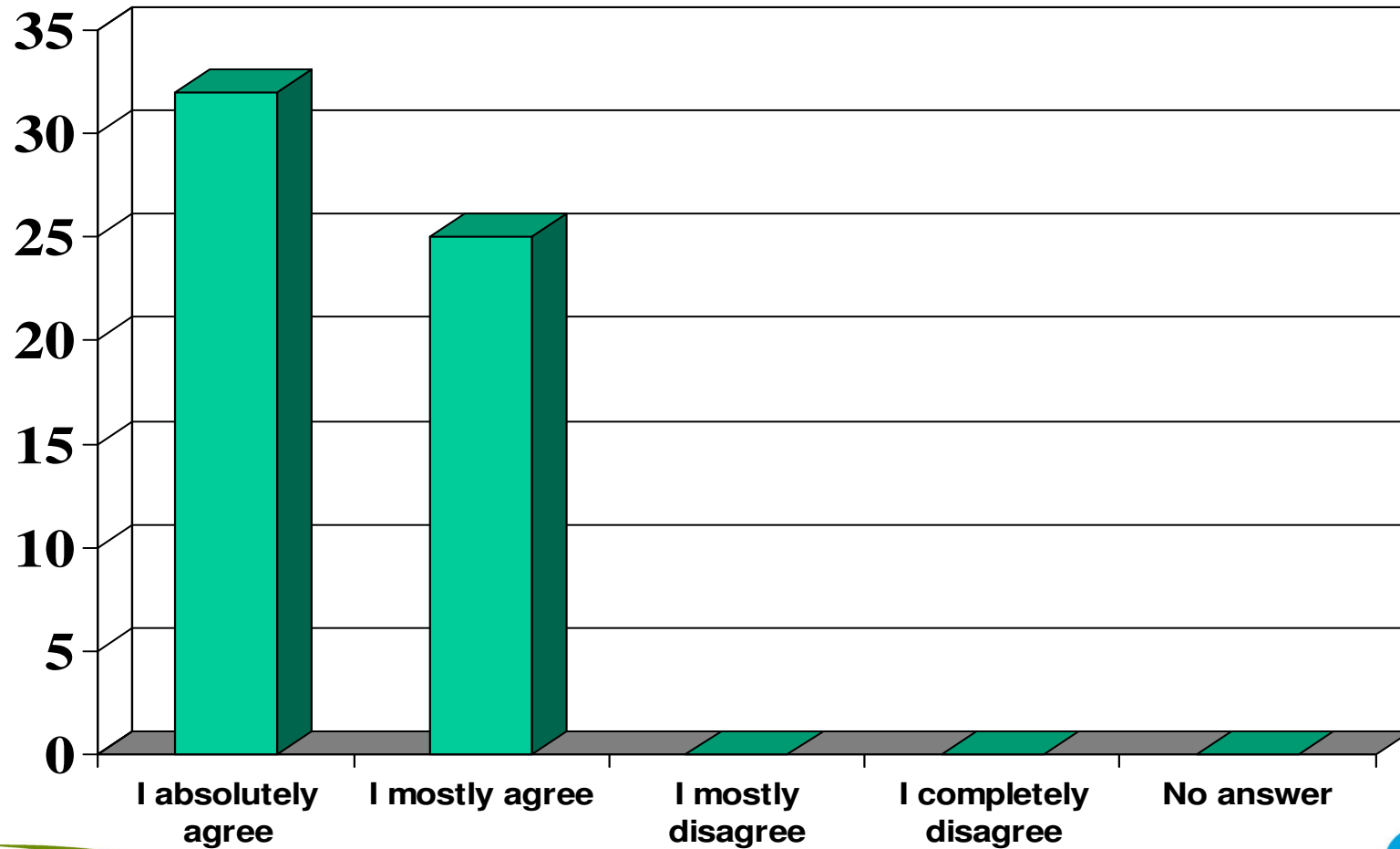
# Composition of the e-Freight Conference 2009 respondents



57 respondents in total



**1. Organising a transport chain is very complex. I can see how the e-Freight concept can make it simpler for me to organise transport.**



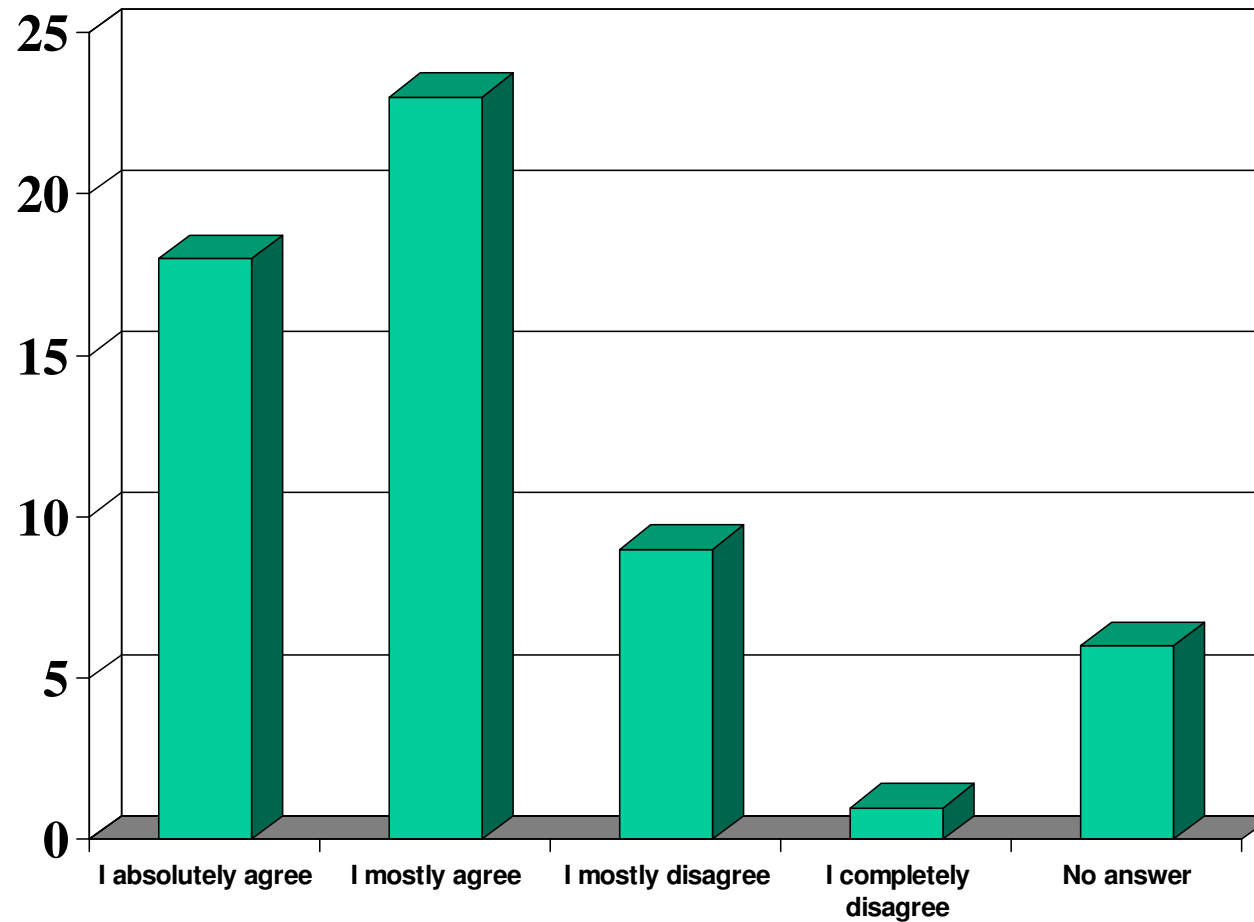


# Organising a transport chain..

- As a large user I choose my own system, as a small user I want a public system, this will generate a large aggregate.
- I do not agree with the idea of 1 generic message (nowadays 200 EDIFACT messages exist).
- eFreight is only one tool.. combined with incentives..
- .. necessary to have a reference model ..
- .. not very clear on the role of each supply chain actors ..
- .. I also see the risks of failure due to commercial and competitive barriers.
- .. How could eFreight provide the KPI side of business ..
- .. will only work if members states sign up..



**2. The advantages in advertising our services on the internet using the e-Freight concept outweigh the disadvantages of our competitors being able to see the services we are offering.**



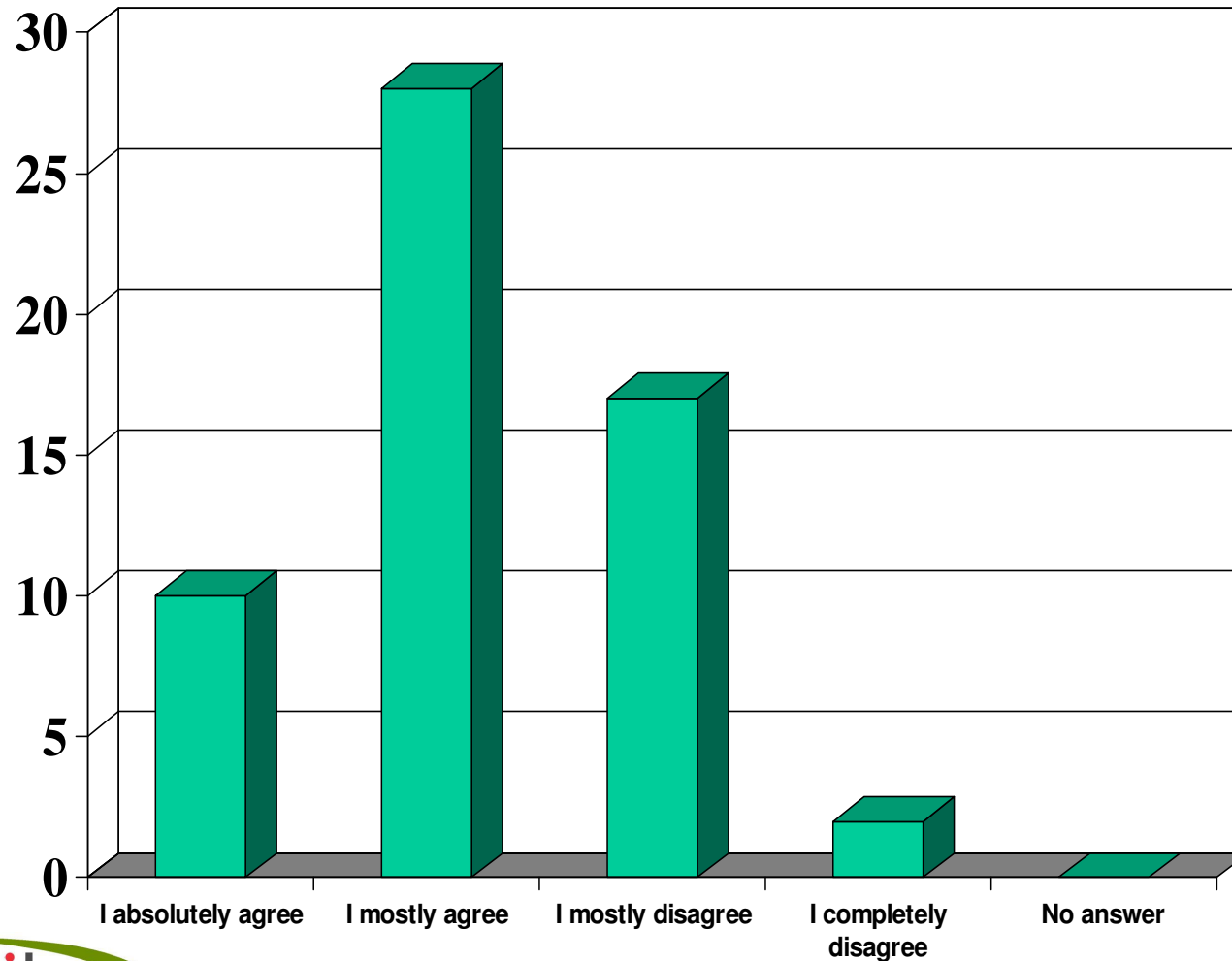


# ..advantages in advertising services..

- No incentive to co-operate. Compliance with competition law dominates
- I want to be sure that information is circulated to trusted partners..
- eFreight is more suited to the mass/spot market
- Commercially sensitive services will not be revealed to public eFreight systems
- .. solve issue of rail prices across EU..



**3. ICT development and take up will increase during the present recession.**



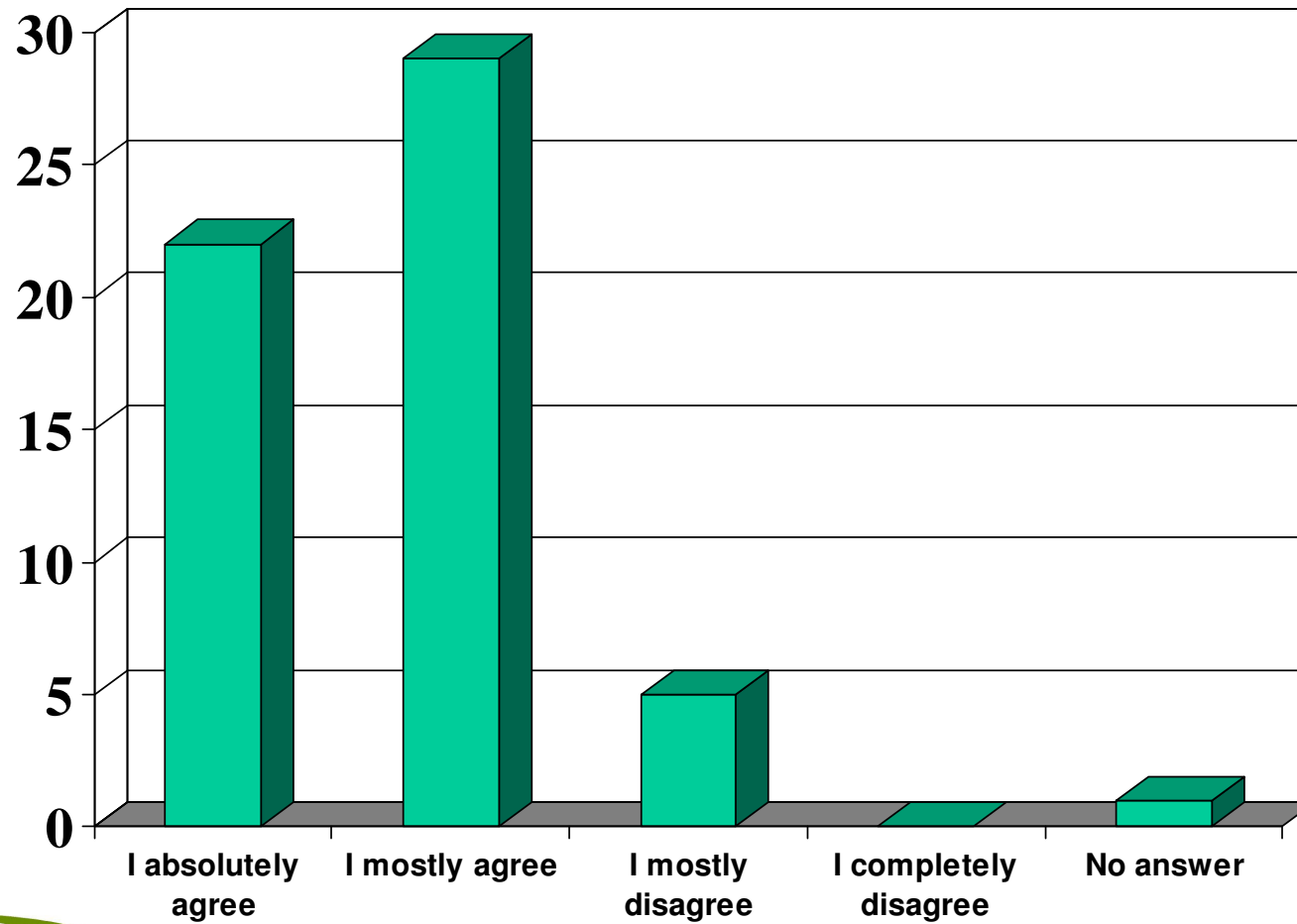


# ICT .. take up .. recession

- Development may vary but unless the cost/benefit is clear then take up will be slow
- It is a hope rather than a trend
- Provided eFreight outputs are optimised to produce cost savings



**4. I understand how e-Freight concept enables transport policy implementation.**





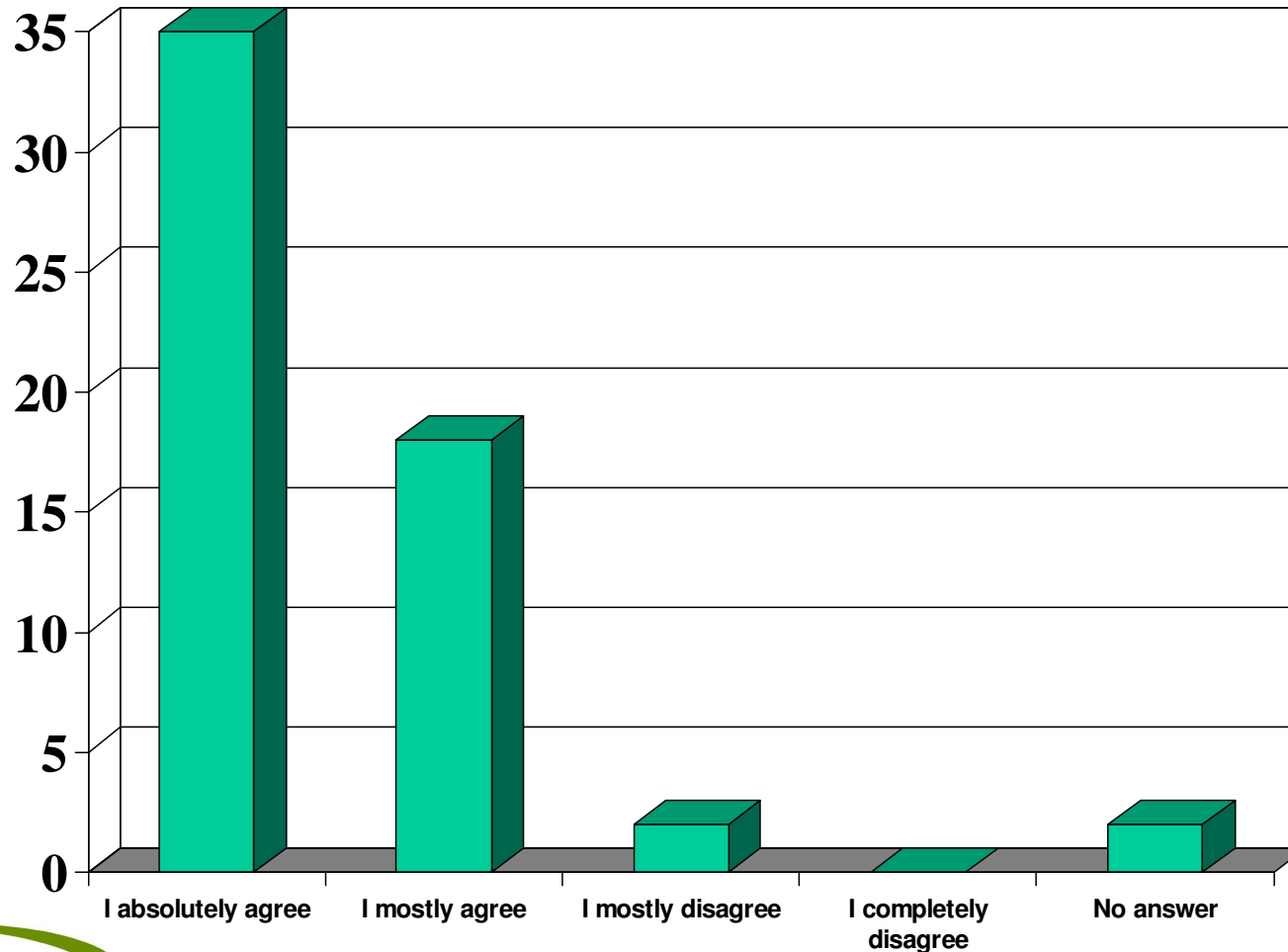


# I understand how the e-Freight concept enables transport policy

- It produces .. Less congestion, more safety and security, less bureaucratic burden..
- .. steps and instruments to achieve implementation in next 5-10 years not visible..
- If the regulation has motivating elements
- But I am not sure if the EC understands..



**5. An open transparent standard will simplify the exchange of information between the different IT-systems within the transport chains.**



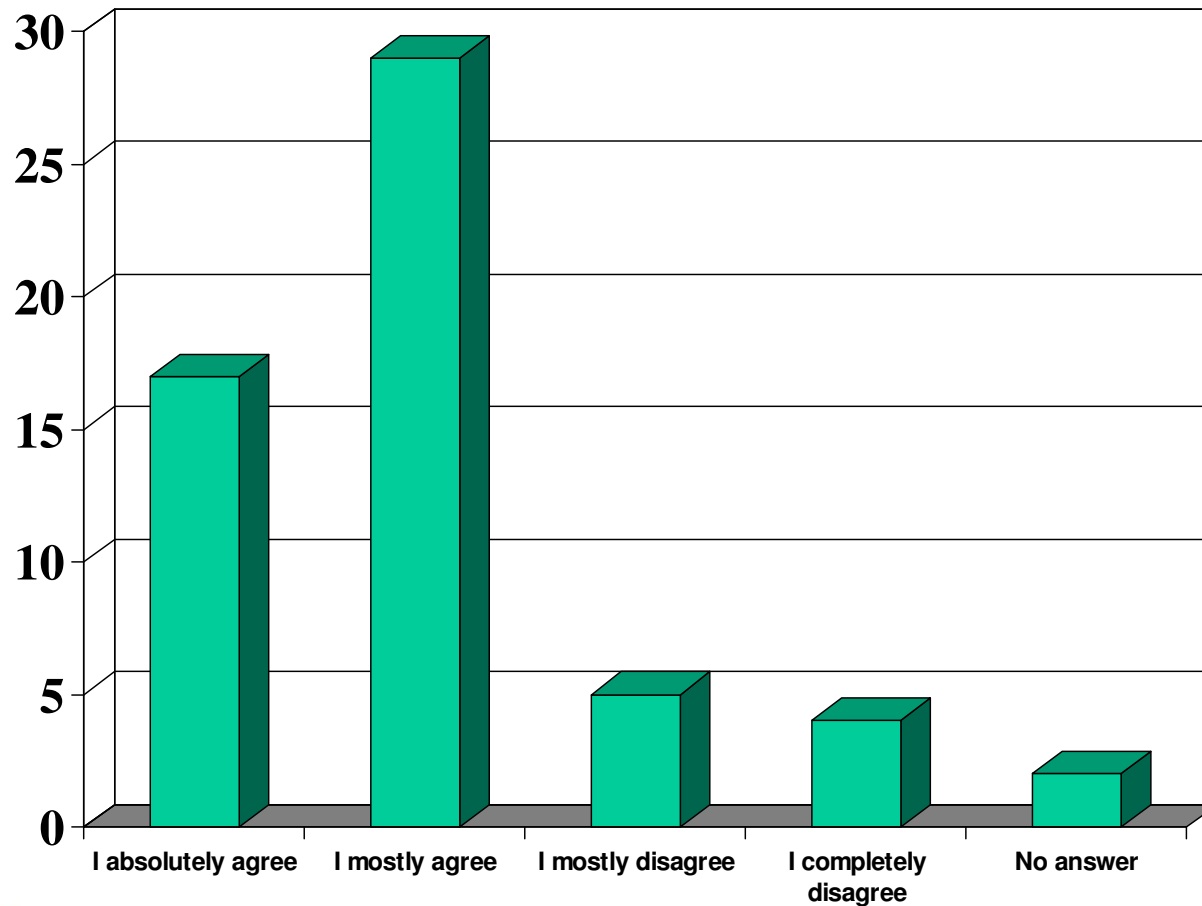


## An open transparent standard will..

- I am not sure, what kind of standard?
- If .. you mean a platform that does not go “inside” technical solutions then I agree
- Scalability should be considered. It is important that all players, even very small, can afford to access e-freight
- .. But the verification of the data is a huge problem
- Proven in ICT and public transport
- Interoperability simplifies, not standardisation
- Standards should define the “minimum” exchanges of data



**6. The European Commission should take the initiative to develop e-Freight and the Freightwise Framework into a CEN standard. Industry will follow.**





# The EC should take the initiative.. CEN standard. Industry will follow.

- Develop? EC is enabler..
- Everyone in the supply chain is AFRAID of too much EC involvement
- ..but industry should be involved ..
- eFreight = standards required
- EC should support an industrial (all stakeholders) led initiative
- Standardisation is the starting point
- It would be counterproductive to develop a single standard