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THE WORLD'S FIRST CROSS SUPPLY CHAIN ORCHESTRATOR®

Cargill and Skretting in a horizontal collaboration

10-07-2019

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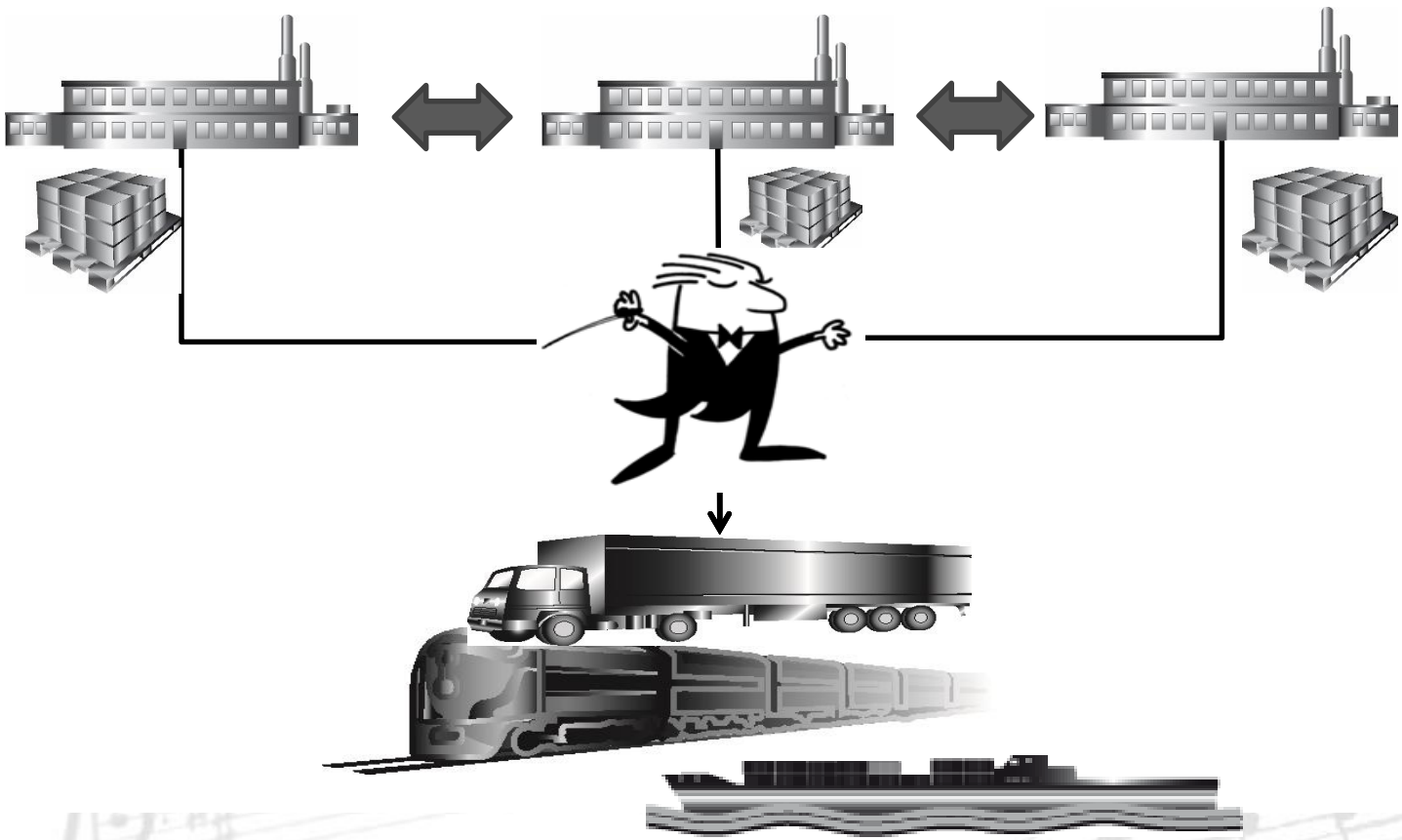
Carpooling for Cargo™



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The world's first orchestrated horizontal collaboration

Pharma sector

Supply Chain
Innovation Award
Berlin 2011

Winner
TRI-VIZOR
UCB-BAXTER-H.ESSERS

- **Result :**
  - Cost:
    - *-10%*
  - Service:
    - *Increased*
  - Sustainability:
    - *-30%*

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Last mile retail distribution

Fresh & Chilled Food (2-6° C)

PEPSICO

Nestlé
Good Food, Good Life

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TRI VIZOR THE WORLD'S FIRST CROSS SUPPLY CHAIN ORCHESTRATOR®	INITIATES	PREPARES	OPERATES
ROLES	INITIATOR *Inspiring and preparing companies for what is to come*	ARCHITECT *Preparing, designing, calculating and building partnerships and collaborations*	TRUSTEE *Monitoring and improving partnerships and collaborations*
SERVICES	FUTURE PROOFING SUPPLY CHAIN DIAGNOSIS™ QUICKSCAN FLOW ANALYSIS TOTAL LOGISTICS COST	CROSS SUPPLY CHAIN™ COMMUNITY BUILDING (Processes, legal, contracting,…) MATCHING ANALYSIS Tool Support TCO, CO2	COMMUNITY MANAGEMENT TRUSTEE SERVICES
REFERENCES	HOLOGIC, Lubrizol, AGFA, NIKE, AUTOGRILL, NOVARTIS, OKYA, terbeke, Jindal Films	Kimberly-Clark, Baxter, Donaldson, Baxter, GS1, SPAR Belgilux, CARGLASS, Baxter, Baxter, Eternit, colruyt, JSP, Hammerwerk Fridingen, Ontex, ucb, Baxter, P&G, SCA Care of Life, Nestlé, SONY, Panasonic, vileda, UB United Biscuits, Nestlé, Pinguin, vandemoortele, ysco, FERRERO, Unilever, Kimberly-Clark, Nestlé, Intersnack	Nestlé, PEPSICO, LAMILO sustainable city logistics, BELGIAN CHOCOLATES, Planisfer, CO2, NexTrust, VERMEIREN, DELHAIZE, VONDELMOLEN, colruyt, Poppies, RETAIL PARTNERS, GALENA, Desobry, OKay

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Fish feed suppliers Cargill and Skretting will collaborate on transport of feed in Norway

Instead of ships with Cargill's EWOS feed sailing right behind ships with Skretting feed along the Norwegian coast, feed from both companies will be shipped by the same vessels.

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Collaboration cake

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Innovative breakthrough in logistics

- ≡ Collaboration among direct competitors
- ≡ O & O concept: Operate & Orchestrate
- ≡ Long term multilateral contract
- ≡ Competitive advantage incorporated through an appropriate and fair baseline
- ≡ Generosity

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