

**CLUSTER  
FOR  
LOGISTICS**

LUXEMBOURG

ADDING VALUE IS THE KEY.

**29<sup>th</sup> May 2018 10:00 - 13:00**  
**Lunch networking opportunity**  
**Chamber of Commerce**  
**Logistics Conference**

**Smart Start-ups and new  
Business Models in Supply Chain**

Gold Sponsor



**cargolux**

Silver Sponsor



**KUEHNE+NAGEL**

In cooperation with



**D4I**

Digital for Industry Luxembourg

**Luxembourg Logistics Conference**  
**May 29th 2018, Luxembourg**

**LU<sup>EMBOURG</sup>**

LET'S MAKE IT HAPPEN

# Confidentiality, data protection and anti-trust rules

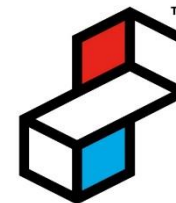
- » The members of the different statutory groups are required to maintain **confidentiality** of the debates unless a contrary decision has been requested and taken.
- » The Cluster for Logistics (C4L) subscribes to all principles of free competition and **adopts without exceptions all relevant anti-trust rules**. Anti-trust rules are understood to be any legal requirement or international regulations including but not limited to exchange of information between commercial companies, which could influence or limit independent commercial decisions and competition.
- » Any **collection of personalized data** for statistical purposes to compile statistical data will be done with precise rules concerning the precise purpose, the duration of conservation and the potential recipients of these data . Those rules have to be approved by companies that participate before collection of the data. This data can only be put at disposition of participants in an aggregated manner. Databases have to be produced and maintained according to rules as provided by the legislator.
- » **Dataprotection & Privacy statement** see below
- » For every meeting a **precise agenda** has to be provided with the invitation and has to be formally **approved during every meeting**. Meeting minutes and a list of participation will be provided for approval to any members of any statutory group, working groups and/or commissions within a reasonable timing. The meeting minutes will report in case of occurrence, any dispute in relation with confidentiality and/or potential or evident violation of anti-trust rules.

## Privacy Notification

Your privacy is important to us. We want to inform you that we collect your information to identify your business interests, provide you with services and a positive customer experience during our interactions. Your personal information (name, e-mail, phone number and other contact data) will be stored in customer systems primarily hosted in Luxembourg. This information might be shared with members of our associations, selected partners like the Chamber of commerce Luxembourg or other institutional members for the same purpose. You can unsubscribe or request information from Data protection officer via [ronny.wolff@clusterforlogistics.lu](mailto:ronny.wolff@clusterforlogistics.lu)

Cluster for Logistics Luxembourg A.s.b.l. - [www.c4l.lu](http://www.c4l.lu)

# Sponsors



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# 1. Opening by the President



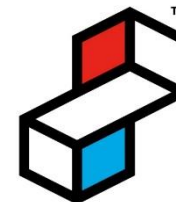
## Luxembourg Start-up Nation?

Carlo Thelen

Président - C4L

Directeur Général - Chamber of Commerce

# New Members 2018 and partners



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## Premium members



## Members



## Partners



LE GOUVERNEMENT  
DU GRAND-DUCHÉ DE LUXEMBOURG  
Ministère de l'Économie  
et du Commerce extérieur



LE GOUVERNEMENT  
DU GRAND-DUCHÉ DE LUXEMBOURG  
Ministère du Développement durable  
et des Infrastructures



LE GOUVERNEMENT  
DU GRAND-DUCHÉ DE LUXEMBOURG  
Ministère de l'Éducation nationale  
et de la Formation professionnelle

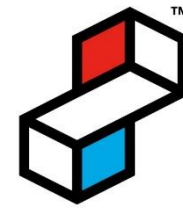
## 2. House of Start-Ups



**What is the House of Start-ups and which sectors are targeted?**



Karin Schintgen, CEO House of Start-ups  
Martin Guerin, CEO Luxembourg-City Incubator



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### 3. The view of IATA



#### **Data sharing in an agile logistics business environment**

Henk Mulder, Head Digital Cargo IATA

## 4. The Voice of the Industry



**Industry 4.0 requires efficient supply chain support!**

Nicolas Buck, President FEDIL – The Voice of the Industry

## 5. ICT and Logistics



### **Logistics, towards a digital collaborative system**

Arnaud Lambert, CEO CHAMP Cargosystems

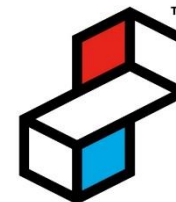
## 6. Cluster for Logistics



### What's New?

Malik Zeniti, Director Cluster for Logistics Luxembourg

# New board



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Representative	Function	Organisation		
<b>Carlo Thelen</b>	<b>President</b>	Chamber of Commerce	2018-2023	
<b>Viviane Welter</b>	<b>Vice-president</b>	Arthur Welter	2018-2023	
Ian Cresswell	Treasurer	Luxinnovation	2018-2023	
René Winkin	Member	Fedil	2018-2023	
Fabrice Maire	Member	Cluster Maritime Luxembourg	2017-2022	
Laurent Jossart	Member	LuxairCARGO	2018-2023	
Maxim Strauss	Member	Cargolux	2018-2023	
Axel Quadt	Member	DB Schenker	2018-2023	
Wim MacLeanen	Member	Inland Navigation Luxbg	2018-2023	
Charles Gosselin	Member	Independant	2016-2021	
<b>Arnaud Lambert</b>	<b>Member</b>	<b>CHAMP</b>	<b>2018-2023</b>	<b>NEW</b>
<b>Sasha Baillie</b>	<b>Member</b>	<b>Luxinnovation</b>	<b>2018-2023</b>	<b>NEW</b>
<b>Barbara Chevalier</b>	<b>Member</b>	<b>CFL multimodal</b>	<b>2018-2023</b>	<b>NEW</b>
<b>Francesco Ferrero</b>	<b>Member</b>	<b>LIST</b>	<b>2018-2023</b>	<b>NEW</b>
<b>Malik Zeniti</b>	<b>Secretary</b>	<b>Cluster for Logistics</b>		

# Annual Report 2017



Available in paper

Online at [www.c4l.lu/annualreport](http://www.c4l.lu/annualreport)

Activity Report 2017



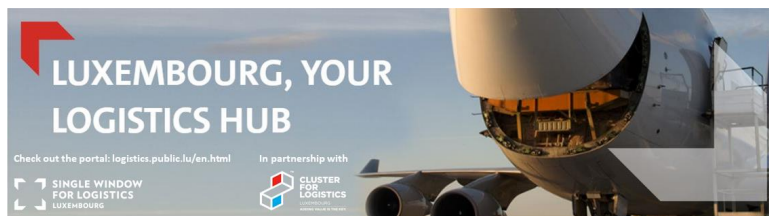
# GROWTH SUBJECTS IN SUPPLY CHAIN

## Logistics 4.0 ecosystem

- **Improve processes** through digital transformation of transport sector (example: E-cmr)



- **Simplified procedures and digitalisation of services** and documents (Single Window for Logistics)



Logistics and Supply Chain Management, Master 

- **Research and innovation building higher competences** (example: Uni LCL /MIT new generation Supply Chain Managers)



- **Data centers and digital hubs projects** (European Supercomputer)

# Activities 2018

## Courses and teachers

Contract with four teachers for the DT en Logistique for 5 Modules

10<sup>ème</sup> 1. Road: Jeanette Klar, ADEM  
2. Road: Markus Lauer, K&N

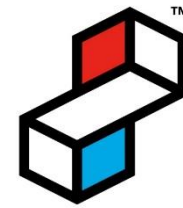
11<sup>ème</sup> 3. Rail: Eric Lambert/ CFL mm  
4. Seafreight: Jeanette Klar  
5. Airfreight: Ihssam Haiba /Panalpina

For 12<sup>ème</sup> starting sep 2018-2019  
Complex supply chain including multimodal solutions

2 new Candidates for 2018/2019

back-up solutions? **New candidates welcome**

# 3<sup>rd</sup> Lean & Green awards Feb. 6th Benelux



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Invitees European commission, MDDI, 4 regional /country Lean + Green offices (Connekt, LIW, VIL, C4L)

- Host and supported by Benelux Secretariat
- Conference included award ceremony
  - Luxembourg had 3 Lean and Green awards
    - Kronospan
    - Webtaxi
    - Luxport

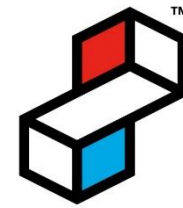
June 2018: Lean and Green Star & New Program 2018



Benelux award ceremony,  
February 6th 2018 Brussels

Combined promotion and organizational effort of Melanie and Malik with support from MDDI and States Secretary Mr. Camille Gira

# Fresh Hub Luxembourg, Fruit & Logistica, Berlin Feb 7<sup>th</sup> - 9<sup>th</sup> 2018



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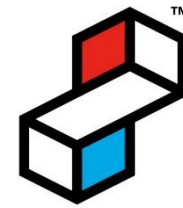


Common Stand in cooperation with Ministry of Economy and Chamber of Commerce at specialized fresh products trade fair with Arthur Welter, Cargolux, DuPont and Grosbusch.

Good reception and feedback from companies encourages a new edition in 2019



# Single Window for Logistics



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The information portal brings together, in a single centralized location, information concerning the services offered by Luxembourg administrations



WIRTSCHAFT | 10.5.2018 | 24.02.2018



Andreas  
Adam

Panalpina würde gerne das Geschäft mit verderblicher Ware in Luxemburg voranbringen. Doch dazu müsste die zentrale elektronische Anlaufstelle am hiesigen Luftfrachtdrehkreuz erst einmal Realität werden.

[www.swl.lu](http://www.swl.lu)

# 3<sup>rd</sup> Speed Dating DT en Logistique Feb, 20th



## SPEED DATING DT LOGISTIK

**20. Februar 2018**

**14:30-17:00**

**Chambre de Commerce**



A dozen companies met with over 30 students from Lallange and Bonnevoie:

- LORANG S.A.
- CFL multimodal
- Gotra GmbH
- CIMALUX
- LUXMETALSISTEM S.A.
- TRANSALLIANCE
- Kuehne + Nagel S.à r.l.
- Voyages Emile Weber sàrl
- Curver Luxembourg S.à.r.l
- Cargolux Airlines International SA
- INCO Logistics S.à r.l.
- Schenker Luxemburg GmbH

# State Visit to Paris - March 19<sup>th</sup> – 21<sup>st</sup>

A Luxembourg logistics delegation visited Paris during Luxembourg State Visit to France (March 19<sup>th</sup> - 21<sup>st</sup>).

The Cluster for Logistics and its members Maître Anne Paul, CFL mm, Champ and Transalliance participated at the round table or the SITL Europe Trade Fair in March 20<sup>th</sup> 2018.



**Visite accompagnée du  
Salon SITL Paris 20.3**

**Atelier logistique  
à la CCI Paris 19.3**



# 5<sup>th</sup> Tag der Logistik April 19<sup>th</sup> 2018



## **TAG DER LOGISTIK** 19. April 2018

**100 participants & press articles:**

<b>IEE</b>	<b>Echternach</b>
<b>Fanuc</b>	<b>Echternach</b>
<b>CFL mm</b>	<b>Bettembourg</b>
<b>Freeport</b>	<b>Luxembourg</b>
<b>E-CMR signature</b>	<b>Luxembourg</b>
<b>CDC Conference</b>	<b>Luxembourg</b>



# Tag der Logistik April 19<sup>th</sup> 2018



**TAG DER LOGISTIK**  
19. April 2018

100 participants  
& press articles Wort, Journal, Quotidien, ACW ...:



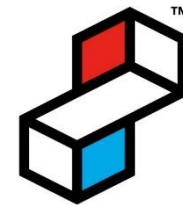
# Poland May 17<sup>th</sup> 2018

**The Cluster is present at the Third Luxembourg-Poland Roundtable on Logistics in the Embassy of the Grand Duchy of Luxembourg in Warsaw**  
where about 100 people registered, and that concluded with a networking event.

**Subjects: SUSTAINABILITY, DIGITALIZATION, DECARBONIZATION, MULTIMODALISATION**

**CHALLENGES AND OPPORTUNITIES FOR LUXEMBOURG-POLAND COOPERATION IN THE FIELD OF ROAD, RAIL/MULTIMODAL, AIR AND MARITIME LOGISTICS**

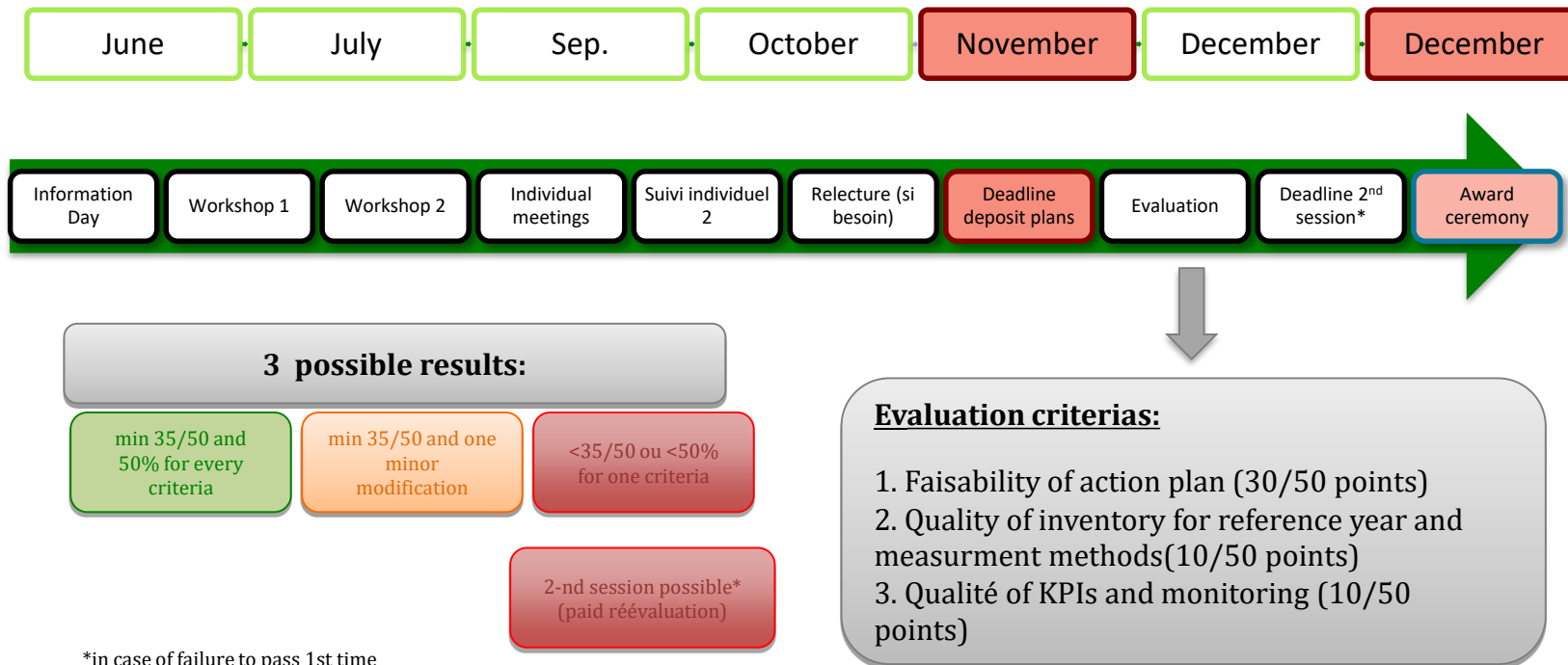




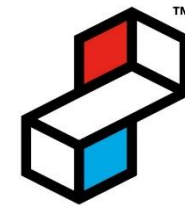
# Lean & Green program 2018 starts in June

## Agenda

- The programme starts with an Information session.
- A contract to comitt to participation is signed between C4L and candidates.
- 2 workshops will be offered to registered companies with a partner organisation.
- Individual meetings will be organised about 1 month after the last workshop to review components of emission overview and coresponding action plans.
- The project requires 5-7 months and will be finalized by award ceremony when the candidates fullfill the 3rd party audit requirements to obtain the label.



# Latest News : C4L goes social !



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## New Company page on LinkedIn:



Cluster for Logistics C4L Luxembourg  
Admin view

Cluster for Logistics C4L Luxembourg  
3d

Dear Members, let's meet on April 24th at our General Assembly !



General Assembly 2018  
clusterforlogistics.lu

2 Likes

Like Comment Share

Cluster for Logistics C4L Luxembourg  
281 followers  
4d

Last days to join our Logistics Conference next Tuesday 29th May : already 100 participants have registered ! Join us to discover more on start-ups and new business models in supply chain:



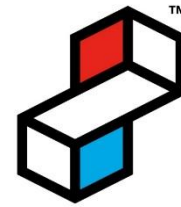
C4L Conference: Smart Start-ups and new business models in Supply Chain  
clusterforlogistics.lu

12 Likes · 1 Comment

Like Comment Share

**Follow our C4L company page to get all news about our activities, specific logistics topics and events !**





# Upcoming : Lean & Green Star awards

## LEAN & GREEN 2018 Timeline

Preparation for LEAN & GREEN Star Ceremony in 2018

Due this year:

- Arthur Welter
- CFL multimodal
- Luxaircargo



# Upcoming Economic mission Switzerland June 20<sup>th</sup> – 22<sup>nd</sup> 2018

20.6 Zürich (Airport Zürich)

21.6 Basel (Tri modal Hub Basel)

**REGISTER Bef. 1st of JUNE**

## SAVE THE DATE



## SAVE THE DATE





## SAVE THE DATES 2018-2019

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- May 29 C4L Luxembourg Logistics Conference: Smart Start-ups and new Business Models in Supply Chain @ [www.c4l.lu](http://www.c4l.lu)
- June 7-8 LCL Workshop: Digitalization in Supply Chain Management @ [www.uni.lu](http://www.uni.lu)
- June 12 TBC Henan – Luxembourg Business Forum in Luxembourg @ [www.cc.lu](http://www.cc.lu)
- June 19-20 Cool Chain Association Event for Perishables in Luxembourg  
[www.coolchain.org](http://www.coolchain.org)
- June 20-22 Roadshow Logistics in Switzerland (Basel, Zürich) @ [www.cc.lu](http://www.cc.lu)
- June 28 LCL Research Fest @ [www.uni.lu](http://www.uni.lu)
- July 10 C4L Board Meeting @ [www.c4l.lu](http://www.c4l.lu)



- October 17-19 BVL Kongress Berlin & Event @ [www.bvl.de](http://www.bvl.de) TO BE CONFIRMED
- November tentative Economic Forum China TO BE CONFIRMED
- November C4L Luxembourg Logistics Conference @ [www.c4l.lu](http://www.c4l.lu) TO BE CONFIRMED



### 2019

- Feb 6-8 Fruit Logistica in Berlin
- March 8 UECC Congress on Transport in Luxembourg
- April 11 Tag der Logistik / Supply Chain Day in Europe
- June 4-7 Transport Logistics in Munich



# Start-up and new business model

Moderator: David FOY, Head of Sector Development - Digital Economy, Luxinnovation

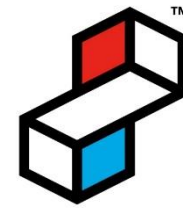
*Each company has 6 minutes to present its service or product*

- Clear Logistics - Virtual procurement manager, Christian Wilhelm
- Dashdoc (F) - Digital freight paper solution (E-CMR) P.-H. des Minières
- Daanuu - Last mile optimization, Sacha Thommes
- Nektria - Slot selection to optimize last mile, Daniel Braun

*HPC - Digital transformation through High Speed computing, Gabriel Crean, MECO*

- Data Confidence - Business intelligence and data analytics, David Evaristo
- Global Cargo Forum - Dedicated logistics info platform, J.-Charles Manigart
- Logit-One (B), Services platfoirm for collaborative workflow management
- Sumy (B, Lux) - Sustainable Urban logistics and Mobility, Hinde Boulbayem
- Stremler - Realtime management of value Chains, Alphonse Stremler
- Innovalux- Integrated supply chain mgmt. Platform & Product consolidation Marketplace





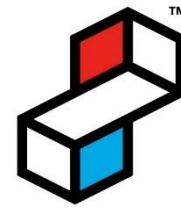
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# How to encourage entrepreneurship



**How can you encourage  
Entrepreneurship?**

**Stéphanie Damgé**  
**Jonk Entrepreneuren Luxembourg**



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## Clear Logistics



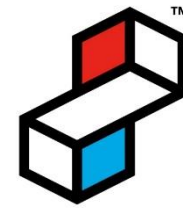
**CLEAR | LOGISTICS**  
BEST IN LOGISTICS SOFTWARE

**Christian Wilhelm**  
**CEO**

## Dashdoc

The Dashdoc logo consists of the word "dashdoc" in a white, lowercase, sans-serif font, centered on a solid blue rectangular background.

**Paul-Hubert Des Minières**  
**Directeur Commercial**



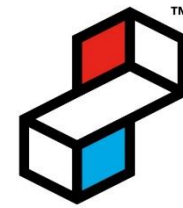
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# Daanuu



# Daanuu

**Sacha Thommes**  
**CEO and Co-Founder**



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# Nektria

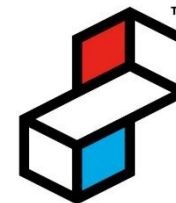


**Daniel Braun**  
**Sales and Country Manager**



# Teaser

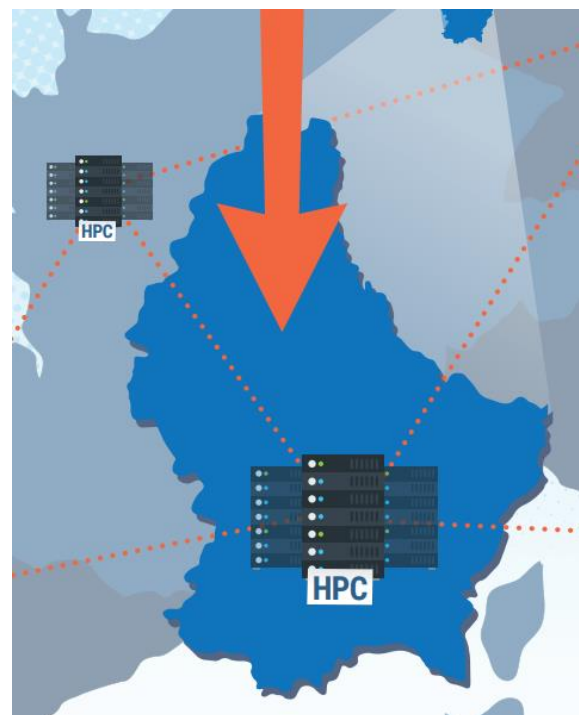
## High Performance Computing Project



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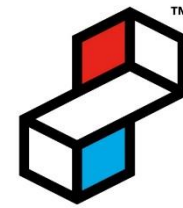
**Gabriel Crean**  
**Advisor to Deputy Prime Minister &  
Minister of the Economy Luxembourg**



## Data Confidence



**David Evaristo**  
**CEO and Co-Founder**

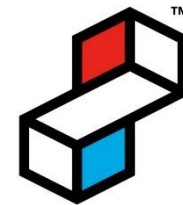


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## Global Cargo Forum



**Jean-Charles Manigart**  
**Chairman**



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**Sumy**



**Hinde Boulbayem**  
**Mobility Manager**

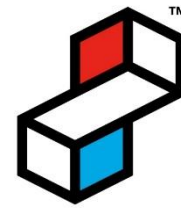
# STREMLER AG



**STREMLER AG** Supply Chain Engineering

**Alphonse Stremmler**  
**Chairman**

# Corp Pearls GmbH explaining Startport

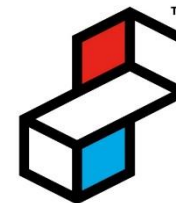


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**Tobias Verlende**  
**Managing director**

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