

**CLUSTER
FOR
LOGISTICS**

LUXEMBOURG

ADDING VALUE IS THE KEY.

The untapped value of innovation in Supply Chain 4.0

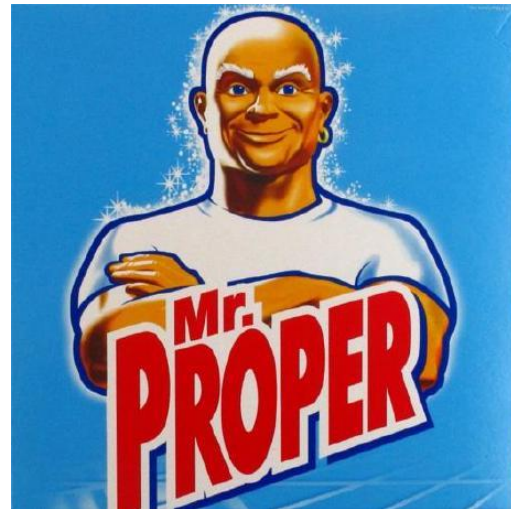
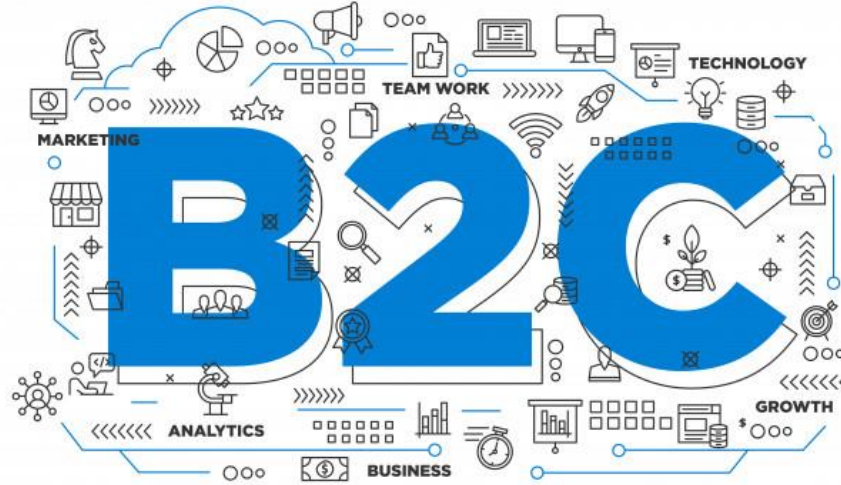
Arnaud Lambert
Director Digital Innovation Hub

June 2022




LUXINNOVATION

#MakingInnovationHappen







A hand is shown holding a globe made of a wireframe mesh. Surrounding the globe are icons for an airplane, a truck, and a warehouse. The background is a gradient from purple to blue.

Systems that power air cargo and global trade

- ✓ Enterprise applications for carriers, forwarders and handlers
- ✓ Supply chain integration and APIs
- ✓ Regulatory compliance services

[Tell me more](#)

Securing the flow of emergency supplies to the world
- at such a critical time.



LUXINNOVATION

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COMPANY INNOVATION

**WE EMPOWER COMPANIES
TO INNOVATE TODAY
TO BE READY FOR
TOMORROW**



LUXINNOVATION

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ECONOMIC DEVELOPMENT

**WE IDENTIFY INNOVATION
OPPORTUNITIES AND FOSTER
COLLABORATIVE INNOVATION
PROJECTS THAT STIMULATE THE
DEVELOPMENT OF A SUSTAINABLE,
COMPETITIVE, AND DIGITAL
ECONOMY**



LUXINNOVATION

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Digital Transformation Department

Digitalization et data management expertise

Support companies in their digital transformation and in the management of their data assets towards a sustainable development



Acceleration of the Digital Transformation of Luxembourg's Industry towards Industry 4.0

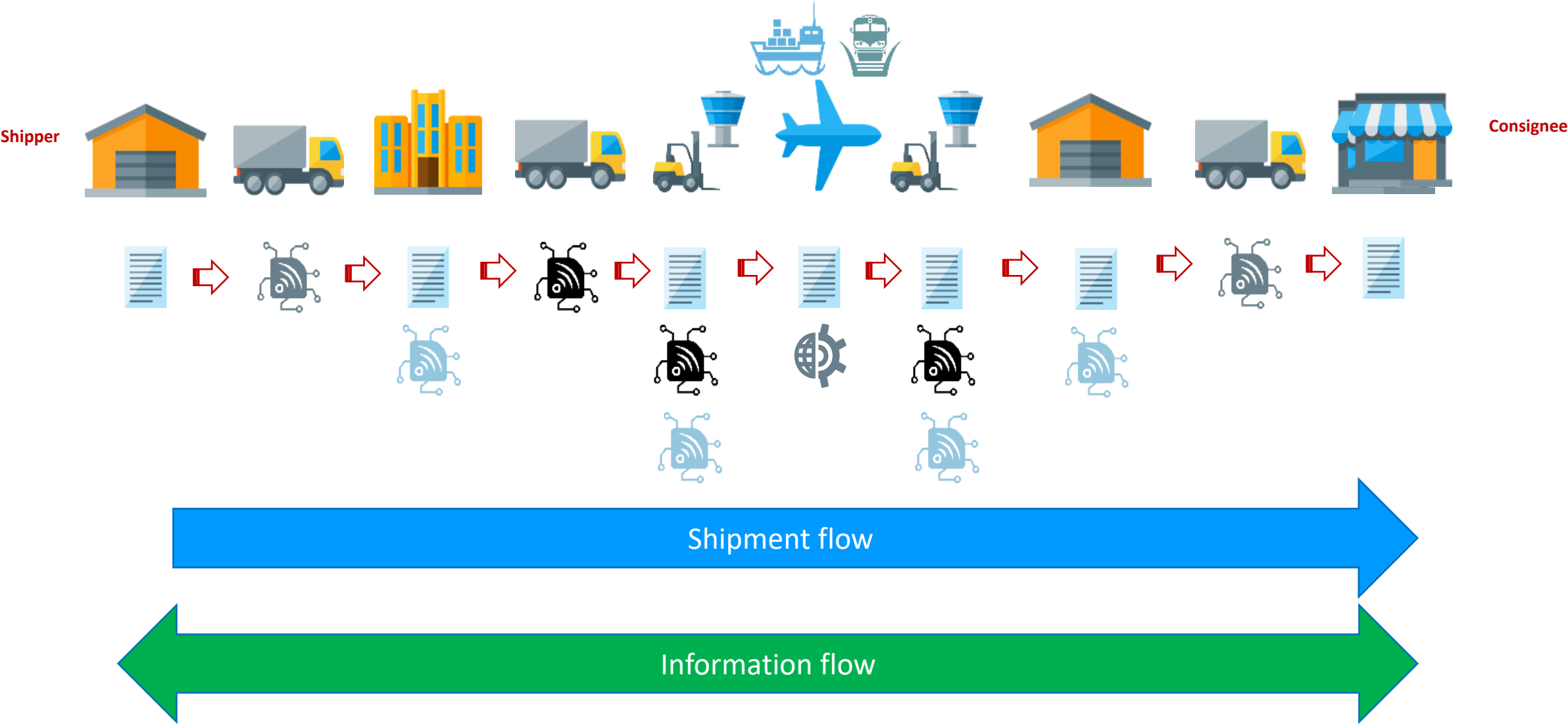
Provide unique competences in High Performance Computing and promote its utilization in industry, academia and public administration

Shaping the future European sovereign cloud infrastructure & contribute to a coherent approach towards sectorial data spaces

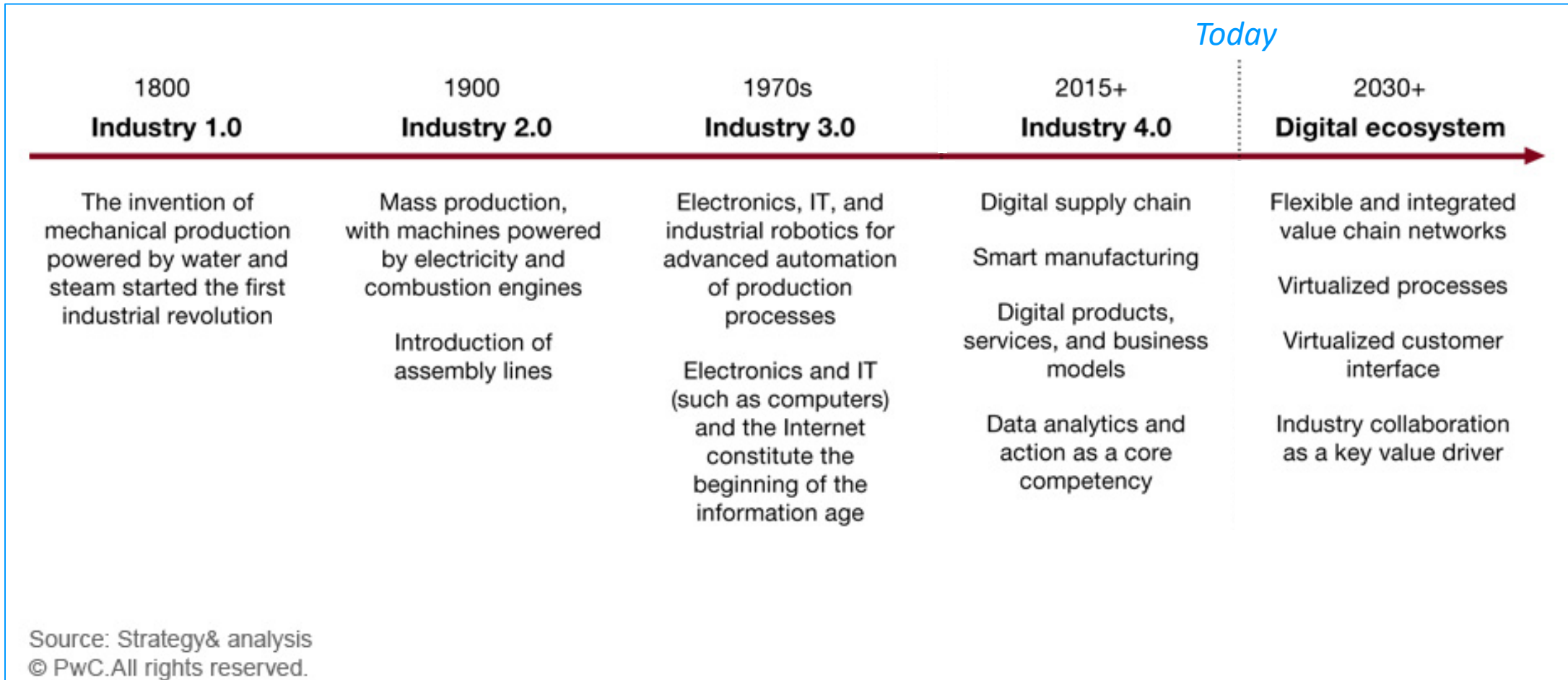


“So what?”

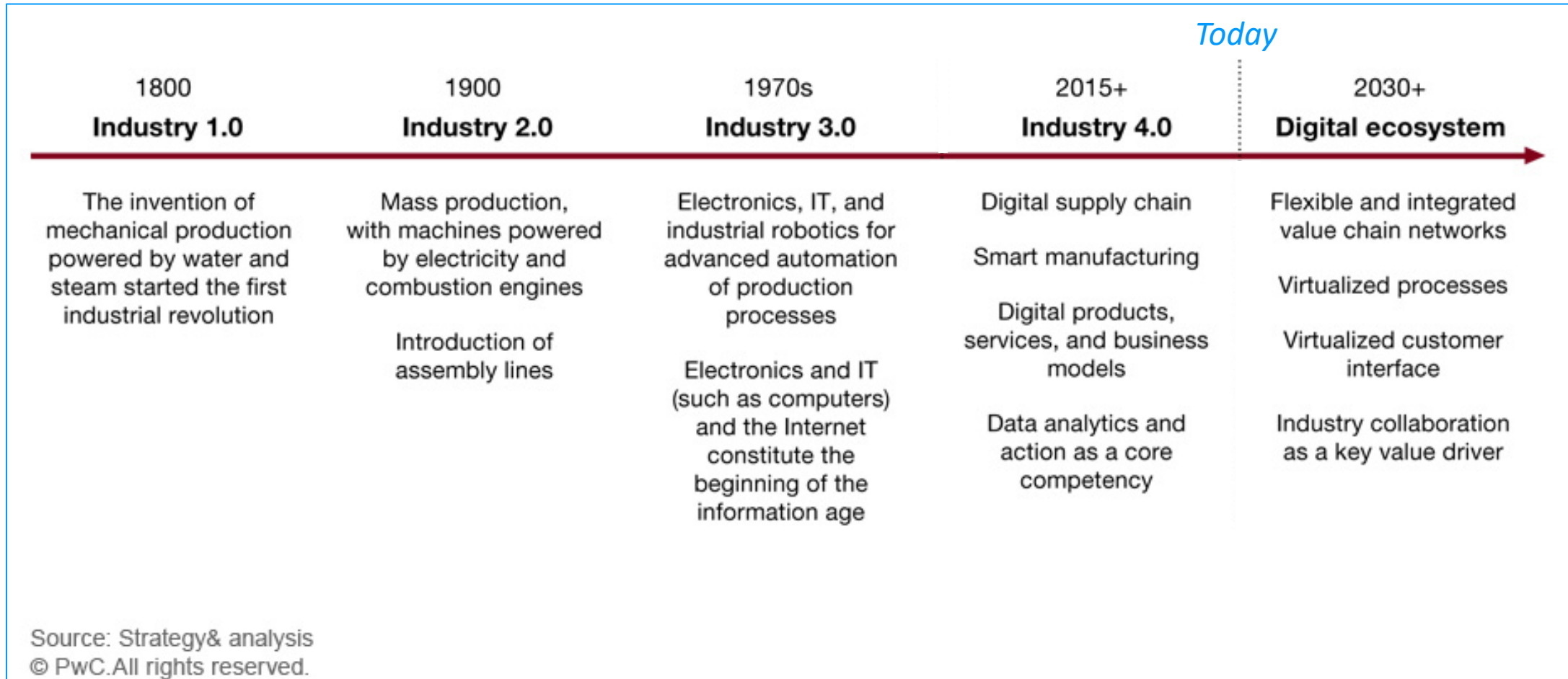
Supply Chain



Industry 4.0 – Digital+Smart+Connected



Industry 4.0 – Digital+Smart+Connected = Innovate





Brand
Reputation
CRM
Quality

Innovation
Strategy
Solutions
Applications

B2B

The Path to Digital Transformation



DIGITIZATION

The process of making information available and accessible in a digital format.



DIGITALIZATION

The act of making processes more automated through the use of digital



DIGITAL TRANSFORMATION

The process of devising new business applications that integrate all the digitized data and digitalized applications.

Source : YOKOGAWA ◆

The Typical Digitalization Landscape



Suppliers Management



Support Functions

Customers Management



Interconnected Supply Chain - **Shifting the Focus**

From Internal

- Processes
- Resources



To External

- Processes
- Relations



Shifting the Focus - WHY ?

Up to 65 percent of the value of a company's products or services is derived from its suppliers.



Supply Chain Collaboration benefits

- Up to **35%** cost reductions
- Up to **50%** lower carbon footprint
- Increased forecast accuracy (up to **25%**)
- Up to a **20%** reduction in inventories
- Improved SLAs for delivery accuracy (in some cases up to **98%** or above)
- Up to a **10%** reduction in administrative workforce ... plus improved service levels and customer satisfaction.



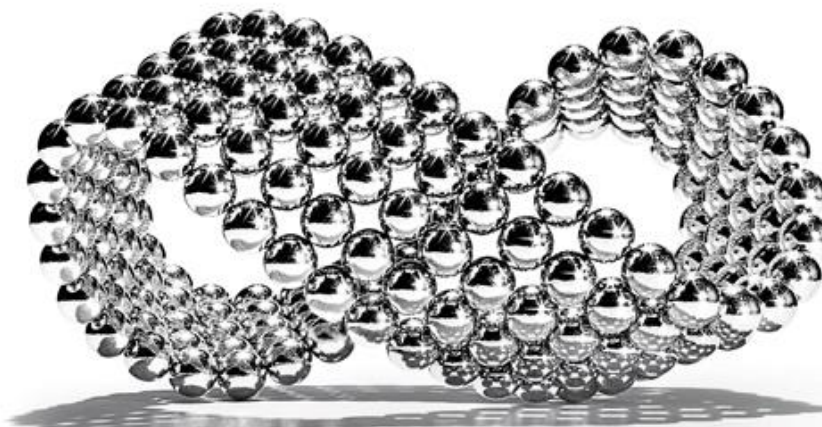
Harvard Business Review

48 Your Approach to Hiring Is All Wrong
74 What Western Marketers Can Learn from China
130 Cross-Silo Leadership



The Age of Continuous Connection

When you can interact with your customers 24/7, you need a new business model.



Supply Chain Drivers Evolution

The 5 classical drivers of supply chains



The 7 consumer drivers of supply chains



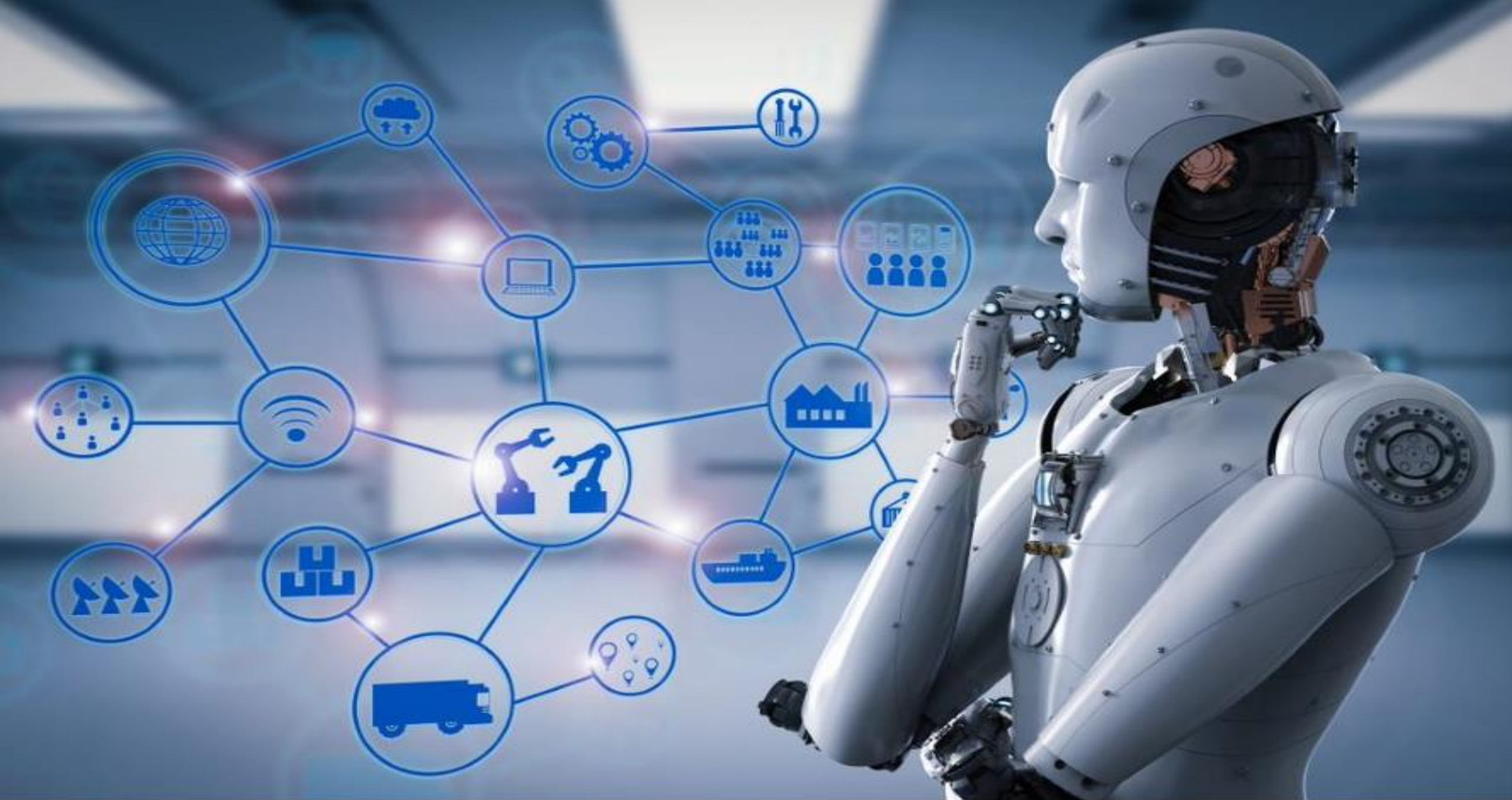
How to Succeed in a (Supply) Chain

In a supply chain

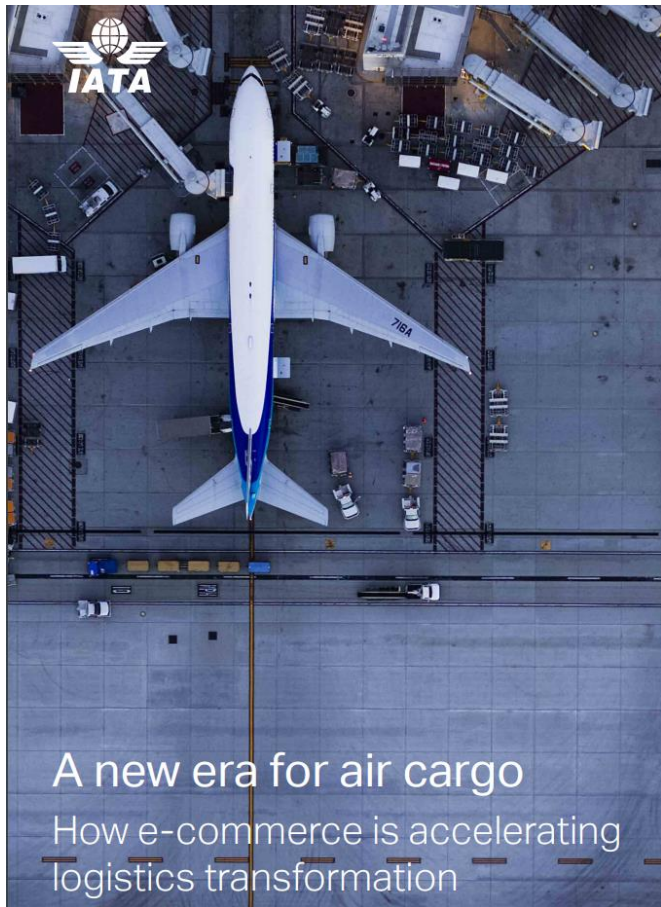
Customer's promise can't be achieved alone

Efficiency can't be achieved alone

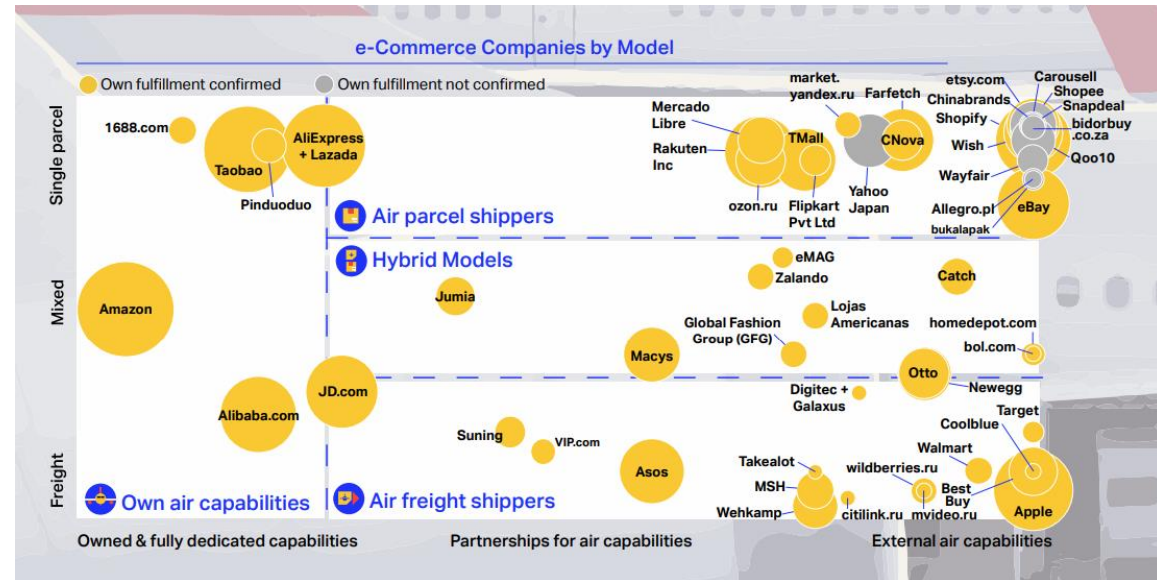
Sustainability goals can't be achieved alone



e-Commerce Drives the Supply Chain



368
billion EUR
e-commerce
logistics market
value



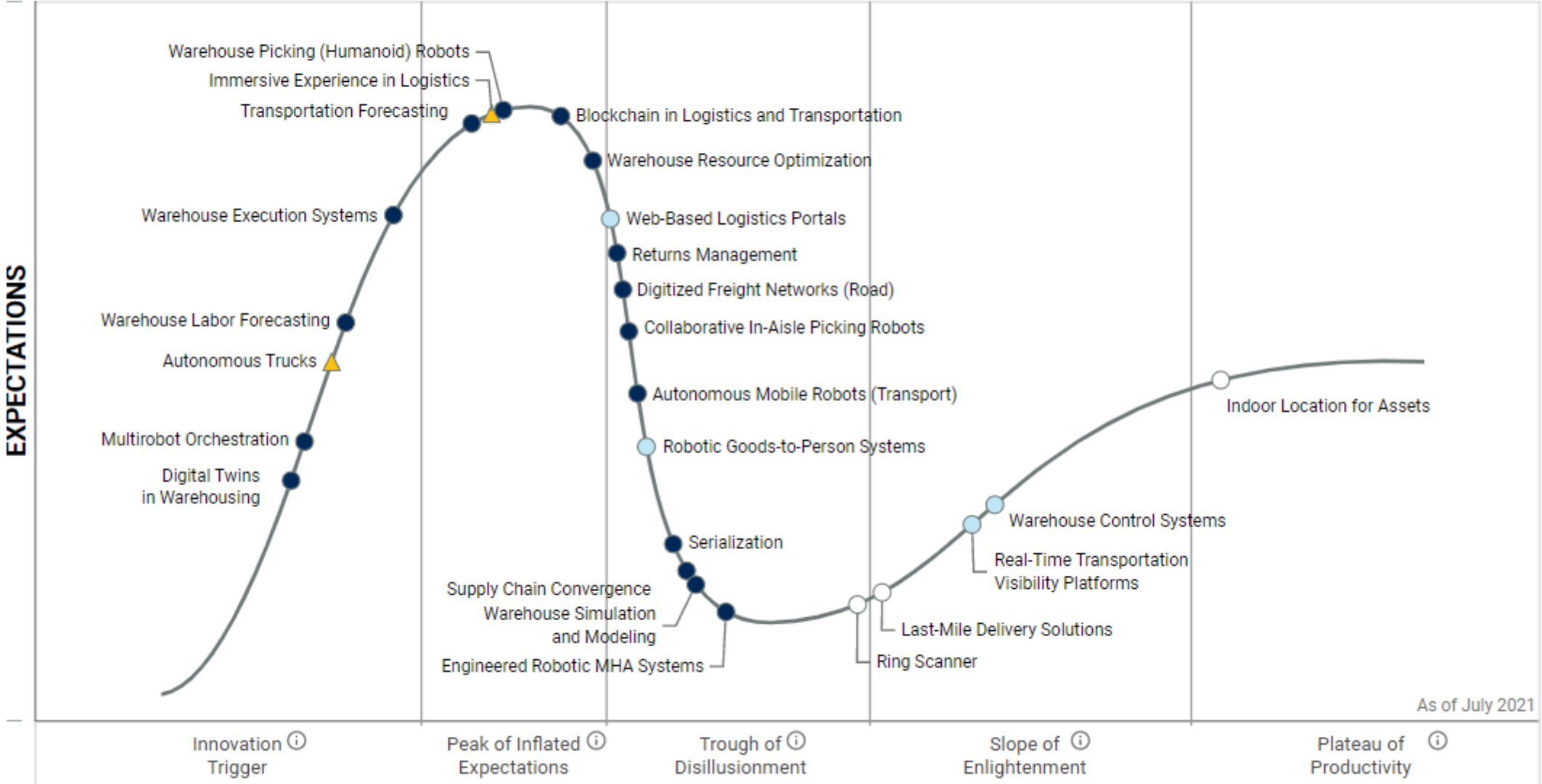
Three transformation areas

Digitalization	Speed	Automation
Digital logistics platforms, integrating partners for speed and efficiency	Fast delivery, creating a global network	Innovative technologies, including autonomous transportation
Data-driven digital ecosystems embedded in a logistics value chain	Partnership with airlines on specific routes	Internet of Things (IoT), data analytics and blockchain
ONE Record, an end-to-end digital logistics chain where data is easily and transparently exchanged	Smart order consolidation (multiple parcels into one shipment) bringing greater delivery efficiency	Operational efficiency in the warehouse driven by robotics and e-Hubs





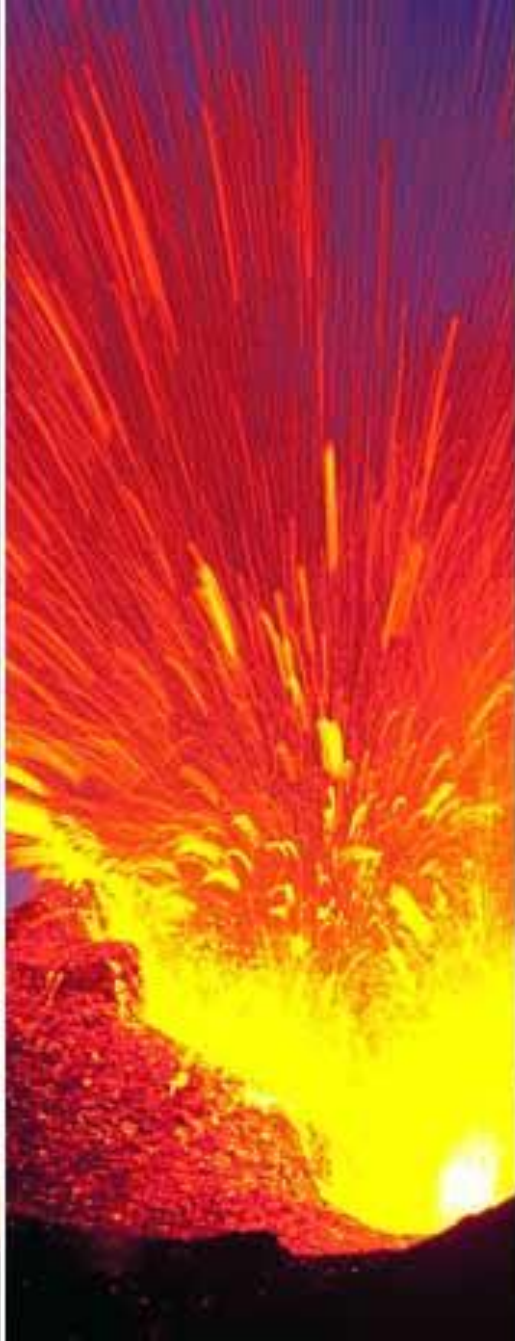
Time To Plateau Will Be Reached: ○ < 2 yrs. ● 2-5 yrs. ● 5-10 yrs. ▲ > 10 yrs.



Digital Transformation = Embrace Change



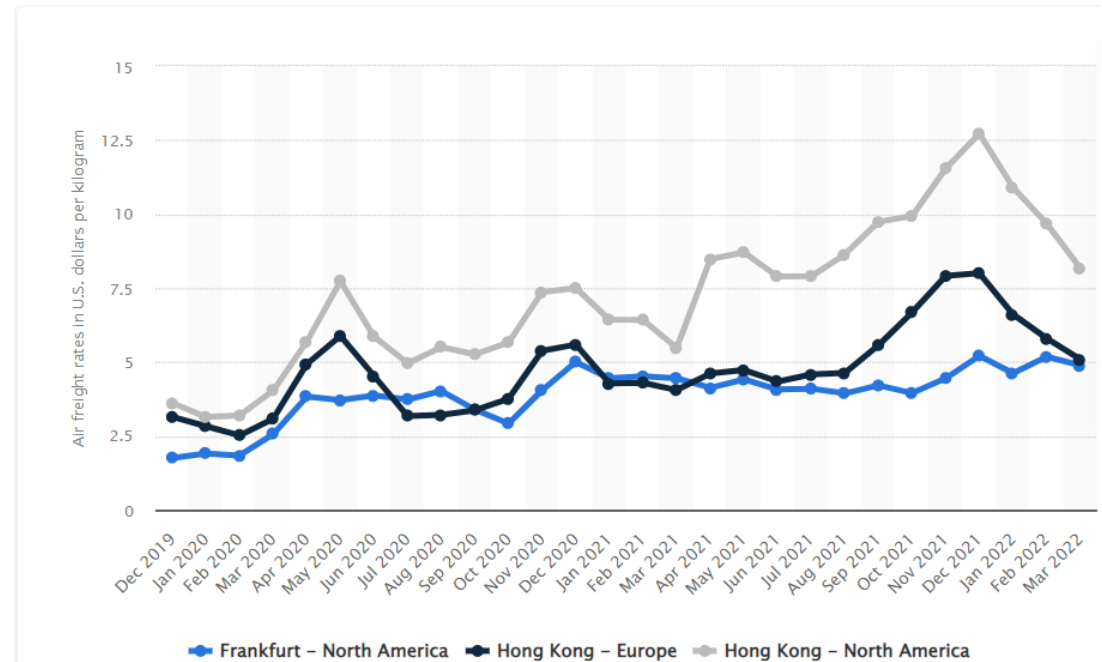
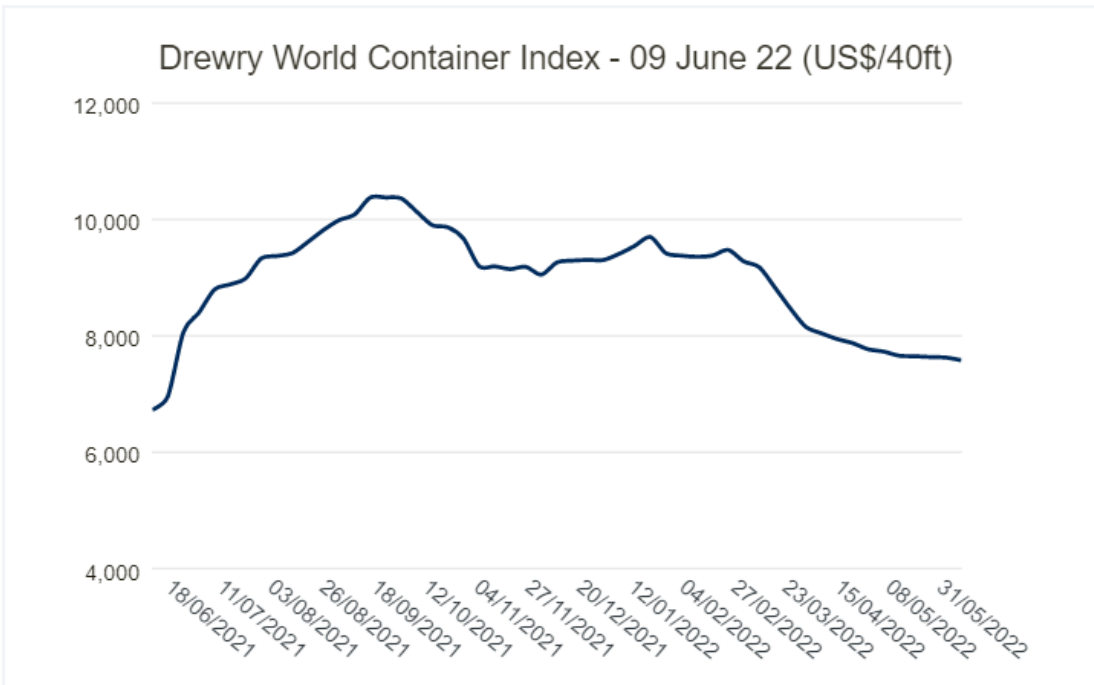








From Customer Market to Supplier Market back to Customer Market



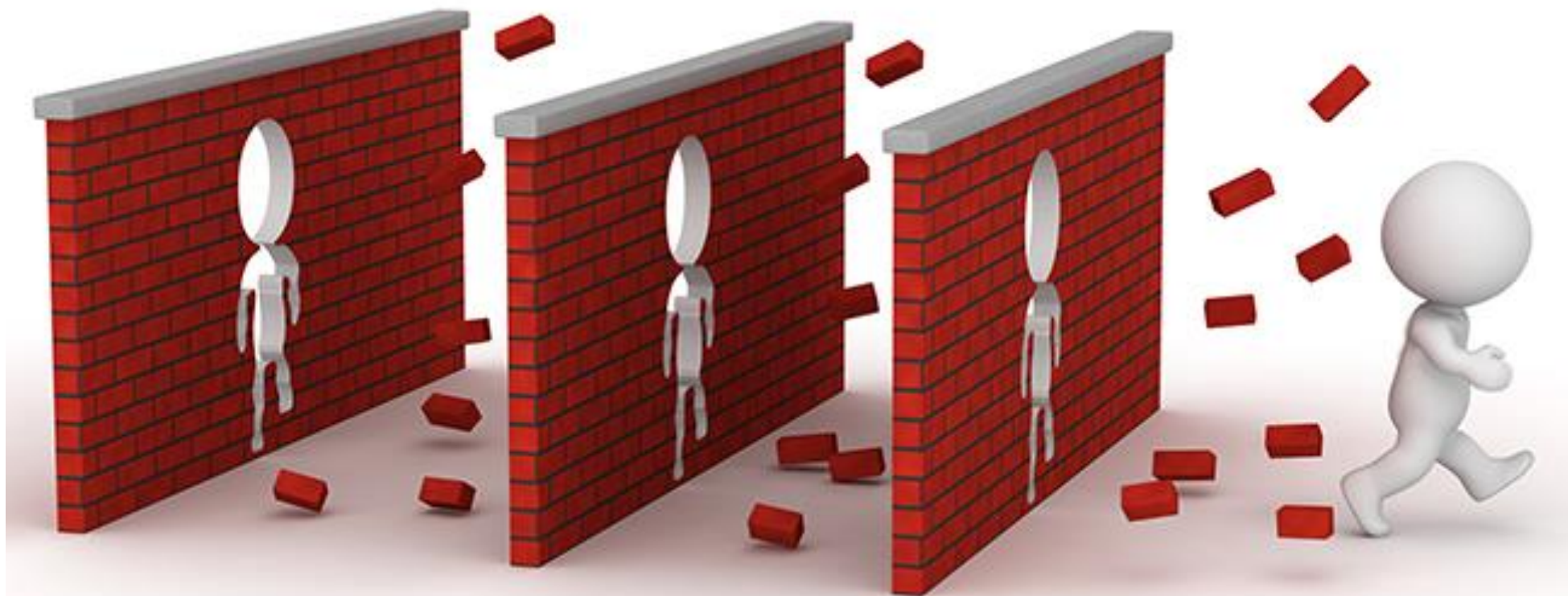
© Statista



Peter Hinssen

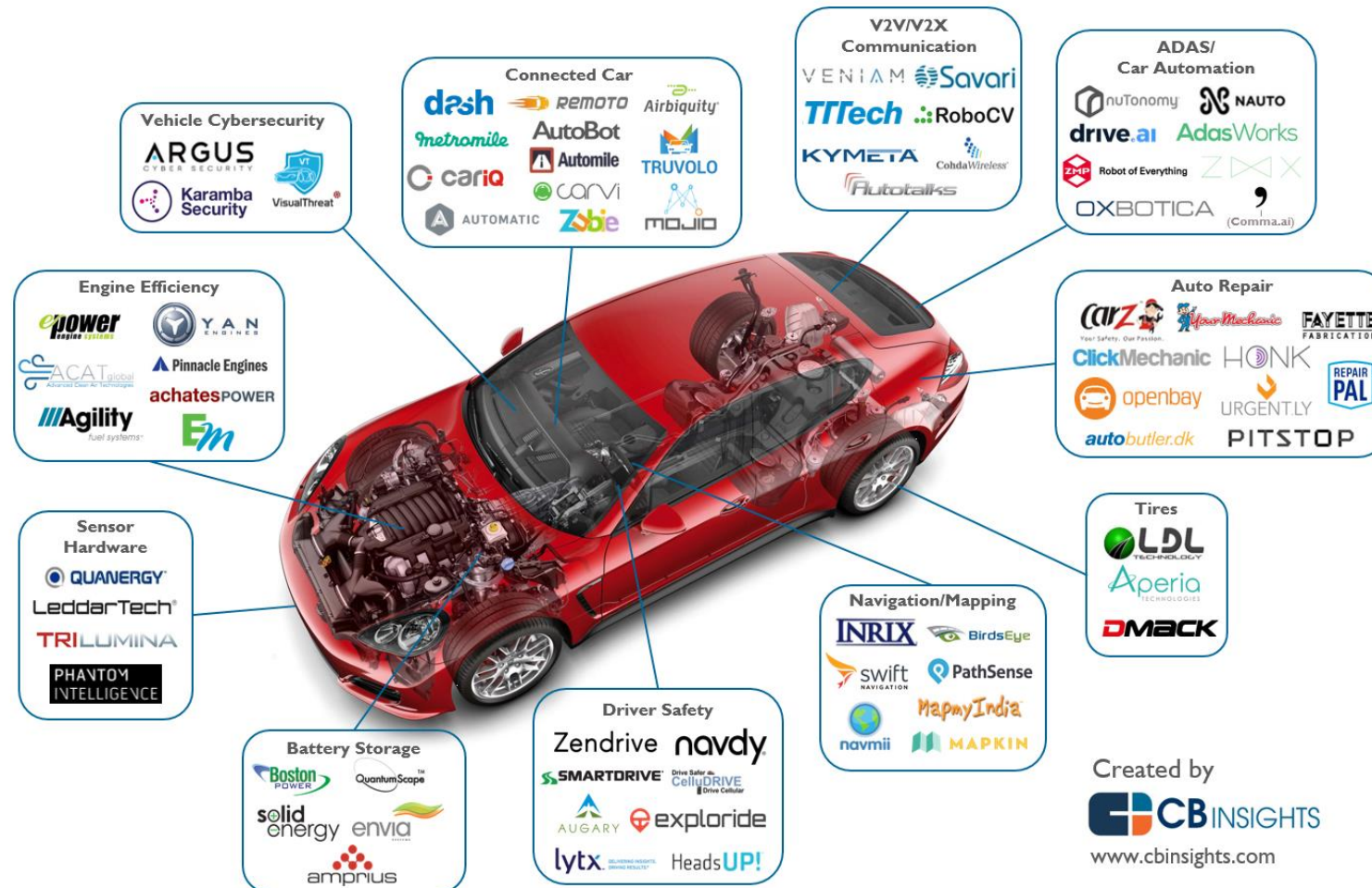


Success Stories ?



Automotive – Integrated Supply Chain

Unbundling The Automobile



Created by
CB INSIGHTS
www.cbinsights.com

Finance – Digitalization & Digital Exchanges



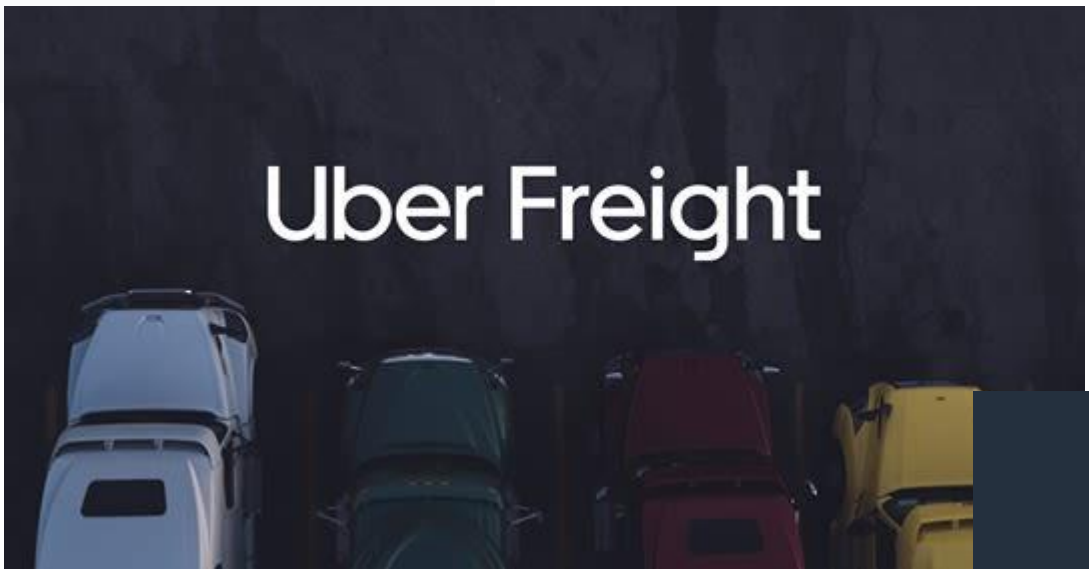
Travel – Front and Back



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SELLING PLATFORM
Window Config Help
CARF ET ER RT IG IR TQT XI MD MU QT QD QN QI QU RL AP ARNK FXX HE/
DRP GG HA HF HL HR MN MY
US NYC NY ALL AREAS TH 15JAN15-16JAN15 OCC:1
** WA WALDORF TOWERS * LUXURY SUITES * COMP CONTL BRKFST
** NIGHTLY TURNDOWN*2X DAILY MAID SRVC* TO BOOK >HAWANyc215
  YO!CANDLEWOOD SUITES TIME SQUARE      AR  CUR
                                           D  USD
                                           =!  109.00-149.00
  2 YX!MARTHA WASHINGTON                   S  USD
                                           =!  147.25-345.00
  3 WW!AMERITANIA HOTEL                   N  USD
                                           =!  149.00-219.00
  4 LW!THE PIERRE NEWYORK A TAJ HOTEL      D  USD
                                           =!  540.00-2066.00
  5 WV!GANSEVOORT MEATPACKING             S  USD
                                           =!  255.00-954.00
  6 SK!SIXTY SOHO                          N  USD
                                           !    269.00-4020.00
  7 CP!CROWNE PLAZA TIME SQ MANHATTAN     D  USD
                                           =!  164.00-229.00
  8 LZ!LOEWS REGENCY HOTEL                D  USD
                                           =!  339.00-1439.00
MORE
>
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amazon



TRANSFORMATIONAL DIGITAL INFORMATION



How can we help your Digital Transformation?

Type of aid schemes

Innovation aid	Project driven	Open Innovation	Growth
<p>Innovation aid for SMEs (art. 7)</p> <ul style="list-style-type: none">• Constitution of IP assets• Secondment of highly qualified personnel• Innovation advisory and support services• External advisory services	<ul style="list-style-type: none">• R&D aid schemes (art. 3-5)• Feasibility studies (art.6)• Process and organisational innovation (art.9)	<ul style="list-style-type: none">• Research infrastructures (art. 10)• Investment aid for innovation clusters (art. 11)• Operating aid for innovation clusters (art. 12)	<p>Young innovative enterprises (art. 8)</p>
SMEs	SMEs and large enterprises	SMEs / large enterprises / public research institutes	Small enterprises

Summary

Supply Chain 4.0 is the premise of a future **digital ecosystem** based on **virtualization & collaboration**

Prioritize on external digitalization to transform your contribution to the supply chain

The **customer experience in B2C** has set the bar for the **B2B**

Digital transformation can only be achieved with **innovation**.

Thank you!

■ **Arnaud Lambert**

Director

Digital Transformation

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