



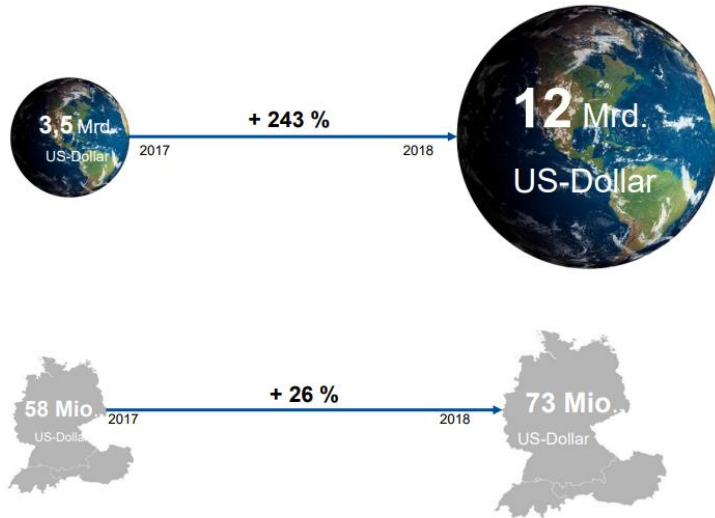
The Trailer Company.



The Trailer is an IoT Device on Wheels

Presented by Søren Danielsen

Market Trend: Growing demand for supply chain visibility



Quelle: Oliver Wyman; Managementberatung (2019)

Investment in logistics start-ups offering platform-specific business models worldwide

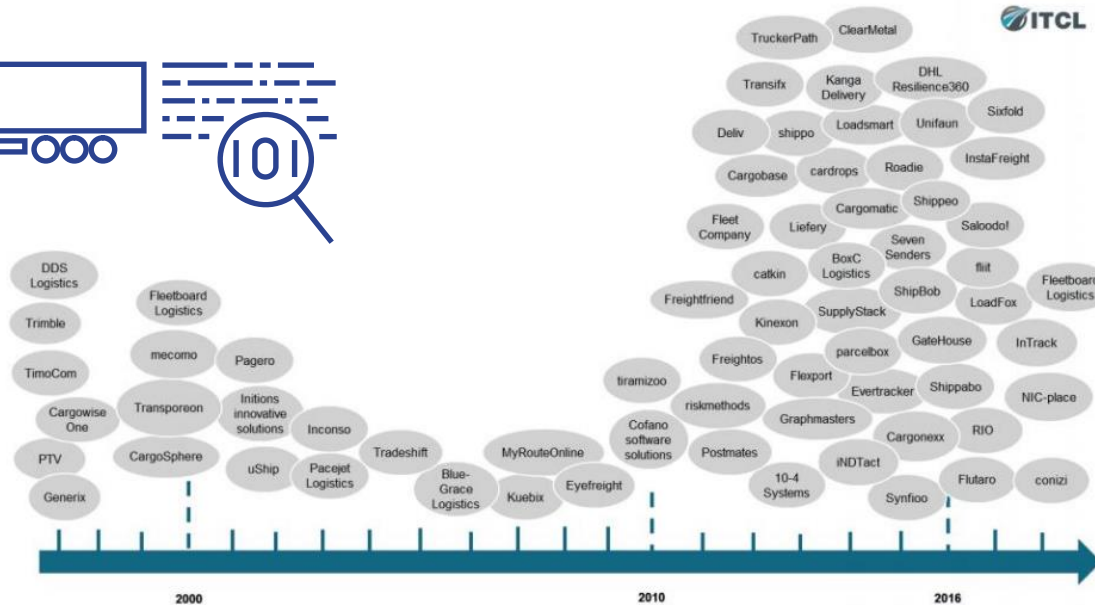
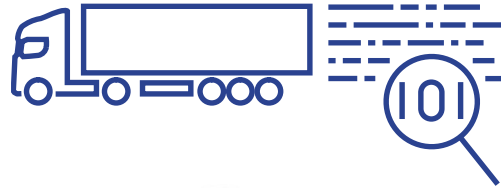
Investments in logistics start-ups in the DACH-Region



- Investment in digital logistics solutions are booming
- Logistics data has become increasingly relevant.
- The trailer is the central unit for delivering resilient and relevant data when monitoring the processes and the conditions of load.

→ **Trailers are IoT Devices**

Market trend: Logistics platforms as a driver for smart eco-systems



Quelle: Roy, D.T.; Fellenberg, M. (2020): Logistikplattformen als Treiber für smarte Ökosysteme – Supply Chain Visibility als initialer Schritt für Transparenz und Steuerung von integrierten Real-time Supply Chains. In: Industrie 4.0 Management 05/2020, S. 63-66.

Full transparency in the logistics processes

Trailer data from (e.g.):



Door locking system



EBS



Cooling unit



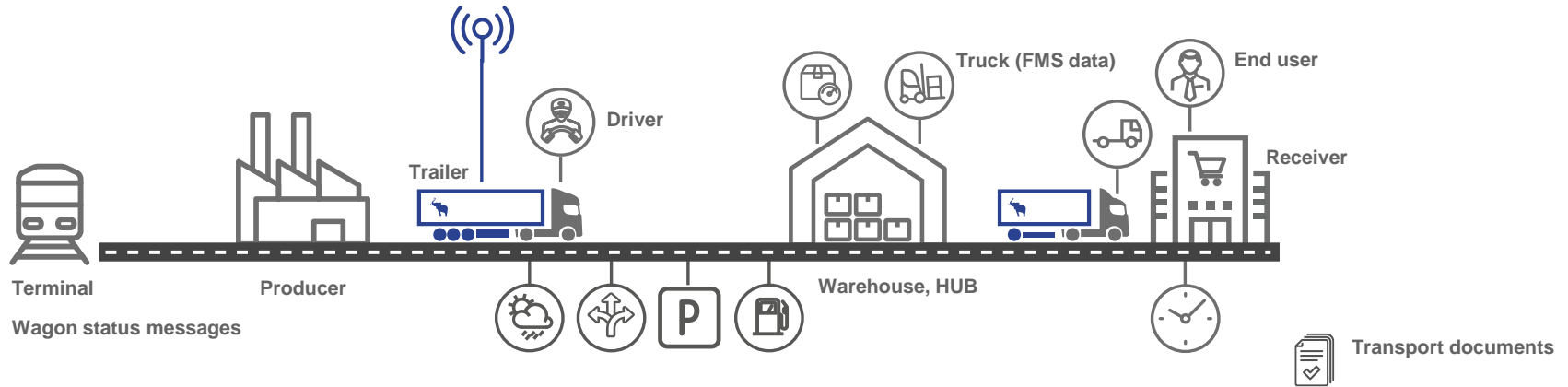
Cargo



TPMS



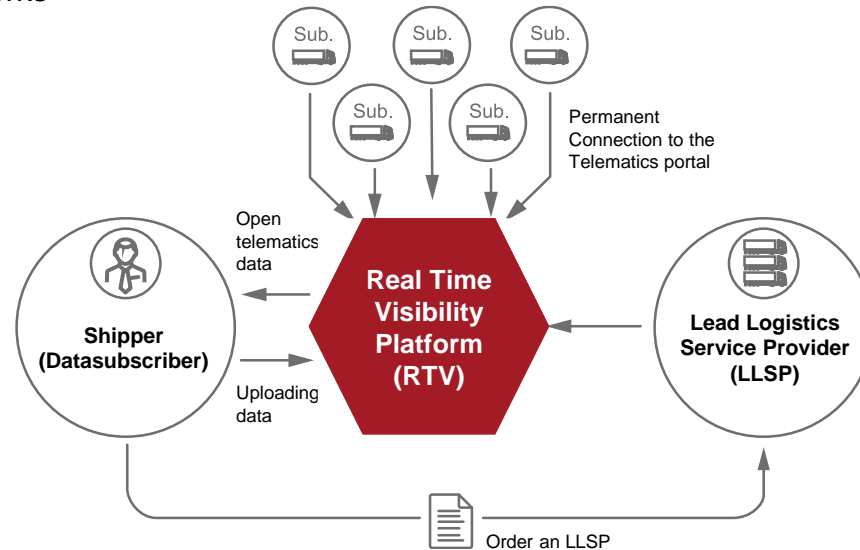
Trailer Position (ETA)



Realtime information about loads in transit comes from the trailer! Not from a platform!

RTV platform determines data exchange

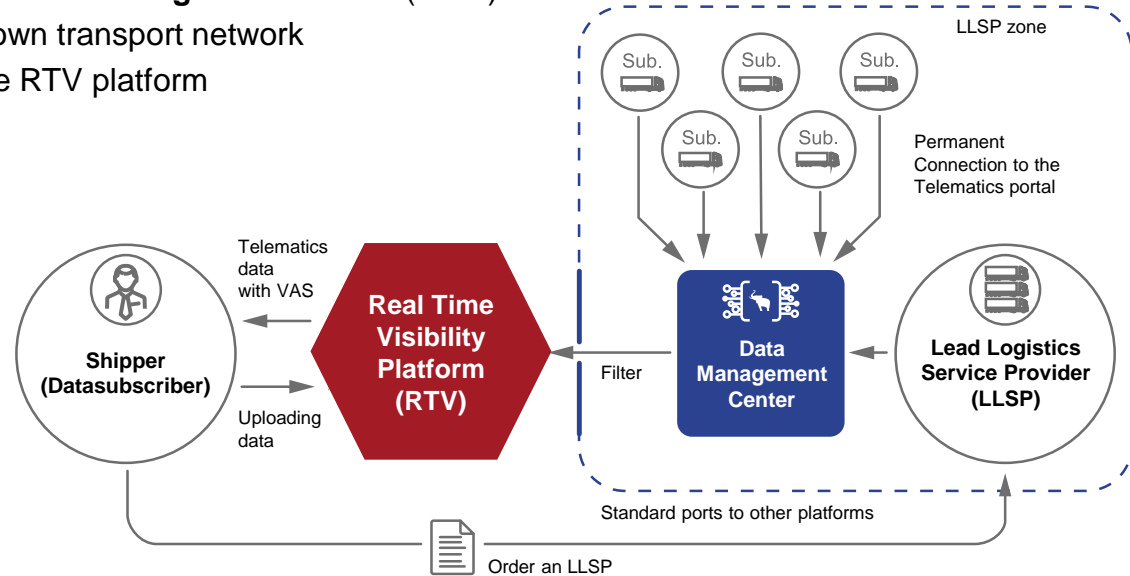
- Structure comparable to social networks
- LLSP connects to RTV platform
- Its subcontractors are on an equal footing with it
- Its network is completely open for shippers



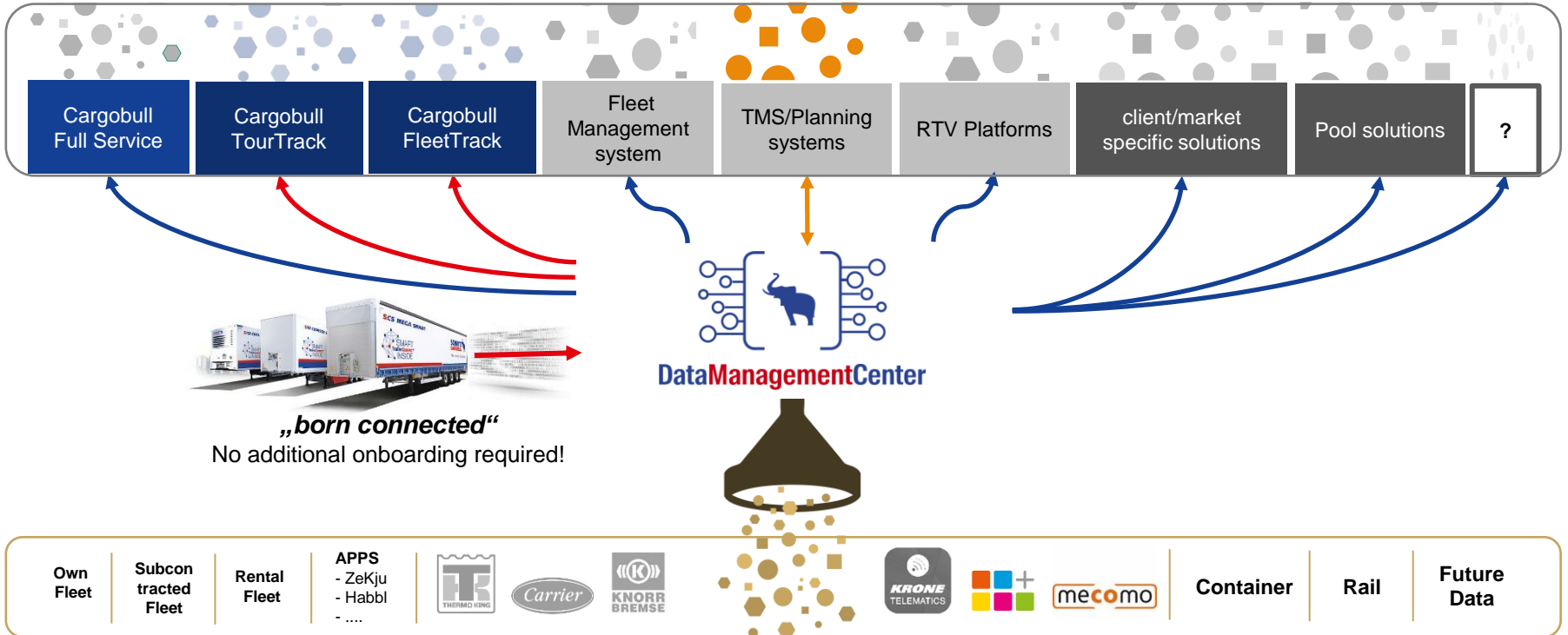
Our approach: The transporter controls the data

LLSP uses its own neutral consolidation platform – Networks are not disclosed

- Schmitz Cargobull's Trailer Connect® **Data Management Center (DMC)** protects data property in the LLSP's own transport network
- **DMC** only passes selected data to the RTV platform in a secure and controlled manner



Data enabled solutions



The advantages of the Data Management Center

Network Privacy



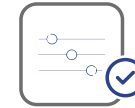
Data as a service



Data consolidation



IoT connected



Carrier Controlled
Data Release



Adapted to existing
Workflow

**SCHMITZ
CARGOBULL** 
The Trailer Company.



Presented by Søren Danielsen

Full transparency in the logistical processes



Cooling unit

- Temperatures (EN12830)
- Set-points
- Status
- Error Codes
- 2-way comm.
- Operating mode
- Operating hours
- Fuel (level)



Door locking system

- Status
- Rolling codes
- Master codes
- Door lock
- Settings



EBS data

- Mileage
- Speed
- Error Codes
- Loading weight (axle load)



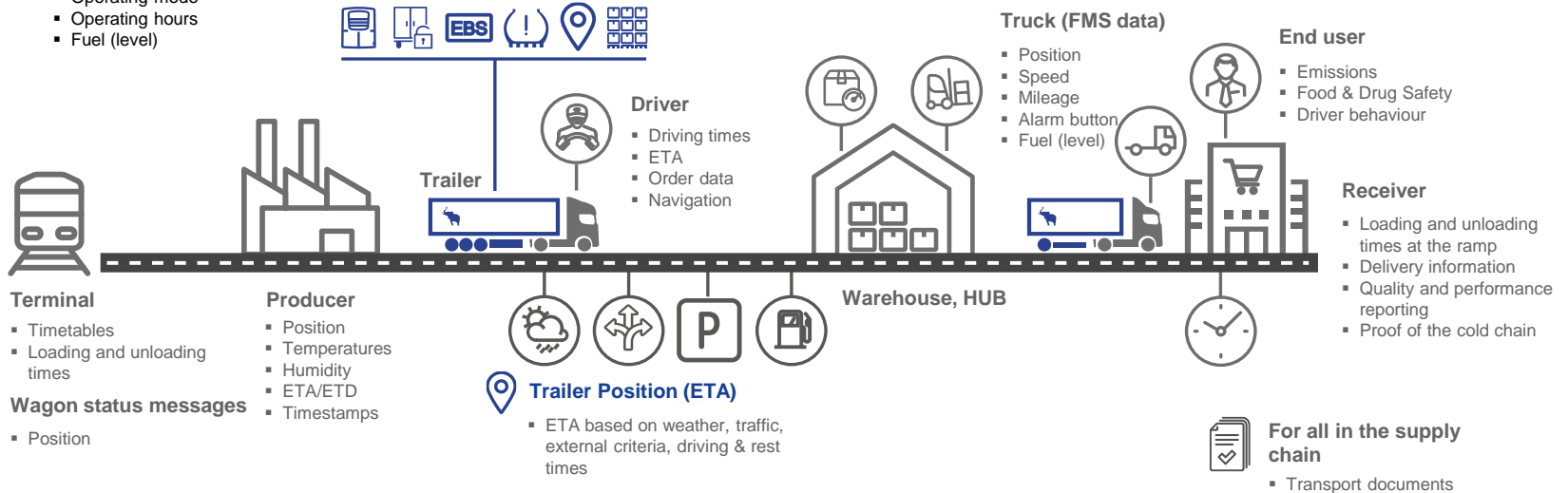
TPMS data

- Tyre temperatures
- Tyre pressure status
- Active tyre pressure monitoring



Cargo

- Load/unload
- Load carrier tracking
- Goods scanning



Realtime information about loads in transit comes from the trailer! Not a platform!