



COREALIS Antwerp Demo/Training Webinar

COREALIS Brokerage Platform

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November 10th, 2020



Sharing economy



\$335 B

by 2025

80%

UBER





Sharing economy



Common Definitions of the Sharing Economy

Definition	Reference
Sharing economy is potentially an entirely new socio-economic system with sharing and collaboration at its heart enabled through 10 building blocks (people, production, value & systems of exchange, distribution, planet, power, shared law, communications, culture, future).	(Matofska 2016)
Sharing economy is an economic model where people are creating and sharing goods, services, space and money with each other.	(Miller 2016)
Sharing economy is the product of a new age where underutilized assets become peer-to-peer services for hire, enabled by the internet and smartphones.	(Cusumano 2014)
Sharing economy is a way for individuals to succeed by sharing privately owned assets and by sharing information about a market demand for those assets.	(Dyal-Chand 2015)
Sharing economy is a market, which satisfies the following conditions: 1) Users are individuals, businesses, or machines, 2) There is excess supply of an asset or skillset and sharing creates economic benefit for both the sharer and the user, 3) The internet provides means for communication and coordination of the sharing.	(Olson & Kemp 2015)
Sharing economy facilitates community ownership, localized production, cooperation, small-scale enterprise, and the regeneration of economic and natural abundance; and encourages innovative forms of sharing underused facilities.	(Posen 2015)
The sharing economy is the growing ecosystem of providers and consumers of temporary access to products and services.	(Santana & Parigi 2015)
Sharing economy is the collaborative consumption made by the activities of sharing, exchanging, and rental of resources without owning the goods.	(Choi et al. 2014)
Sharing economy is an internet mediated economic model based on sharing, swapping, trading, or renting products and services, enabling access over ownership.	(Botsman & Rogers 2010)

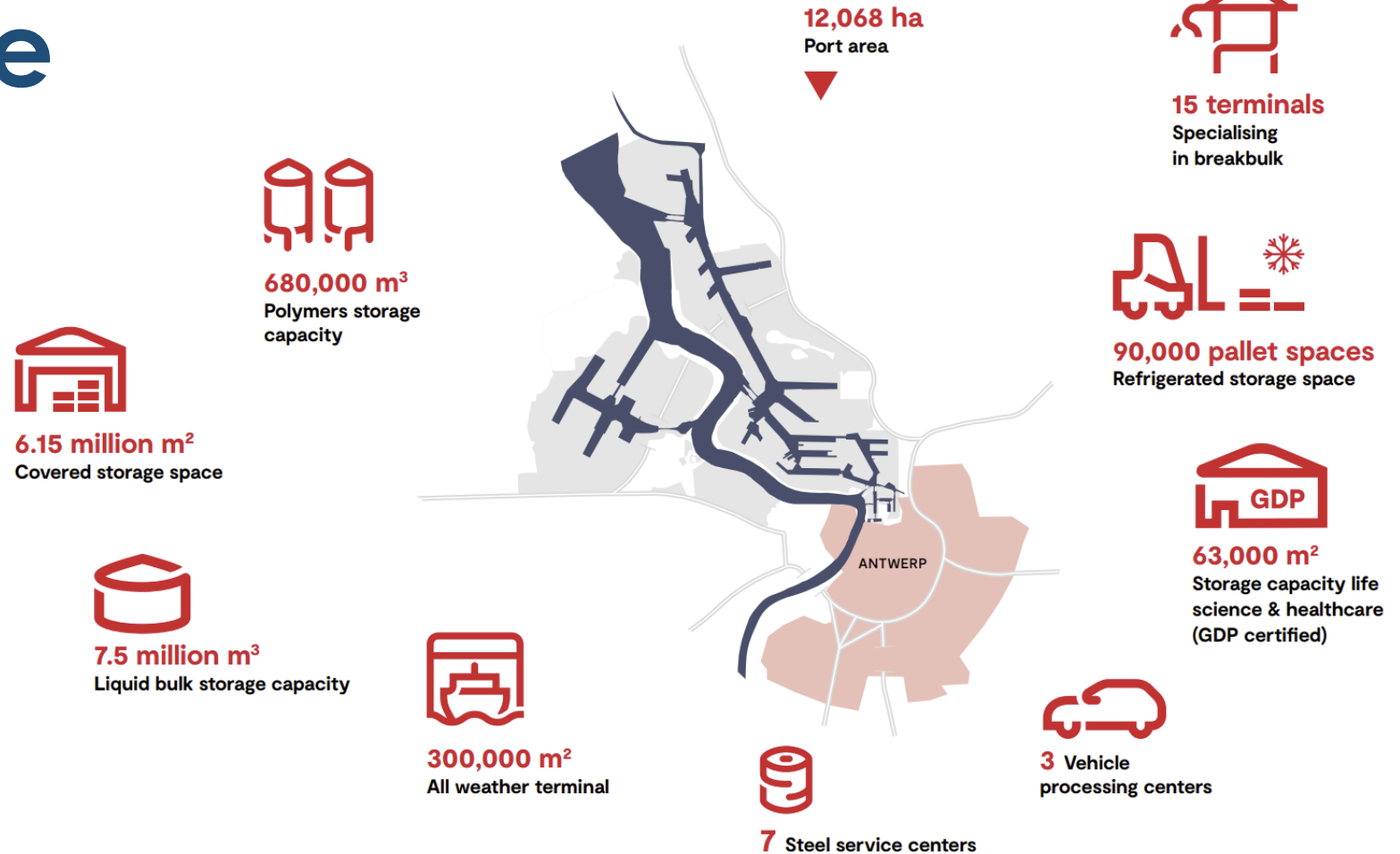
... internet based economic business model on sharing, swapping, trading or renting products and services enabling access over ownership.



Port of Antwerp case



What's here to share?





How does it work?

File your assets



Offer and keep bookings



Update your assets

Rent and maintain



Monitor revenues

Track assets



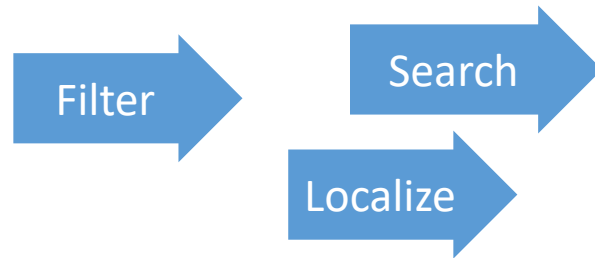
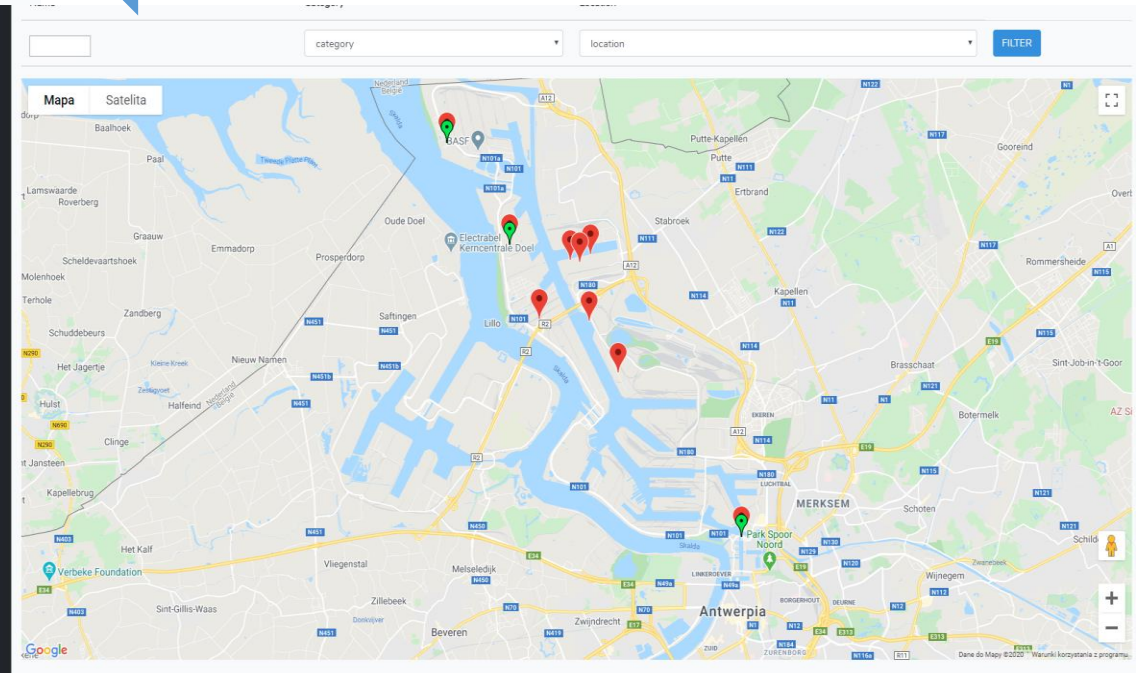
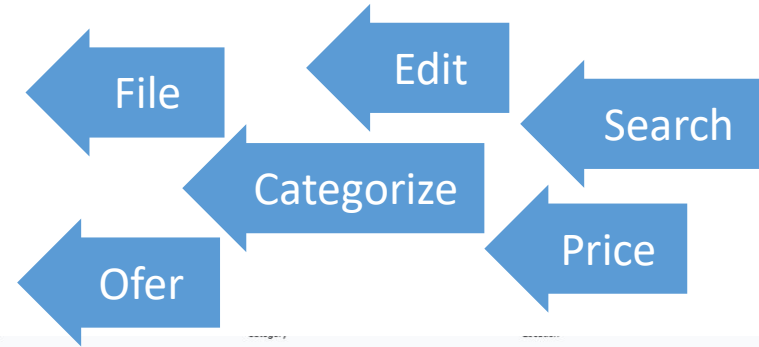


How does it work – offer side



COREALIS Search for... Tomasz | MARLO POLAND

Name	Category	Location	Parameters	Price	Owner	Action
crane1	Cat2	Antwerp Noordzee Terminal	test parameter name1 : test value1	1480 €/h	C. STEINWEG BELGIUM NV	
Wagon 8898715	Spoormateriaal	Port House	Wagonsoort : E - Normale open wagens Wagontype : EACS - 100kmlu - min 4as	450 €/h	HARGO LOGISTICS BVBA	
SENNEBOGEN 6130	Crane	Antwerp Noordzee Terminal	tonnage : 84 hook height : 46,7m power : 433kw type (mobilecrawler) : mobile	1000 €/h	MARLO	
SENNEBOGEN 9300	Crane	Antwerp Noordzee Terminal	tonnage : 90 hook height : 41m power : 615KW type (mobilecrawler) : mobile	1200 €/h	MARLO	
wagon spoor	Wagon	Location 1		100 €/h	MARLO	
Table	PoA Equipment 1	Port House	Shape : Rectangle Measurements : 150x70	15 €/h	PORT O	
Test03_table	PoA Equipment 1	Location 1	Shape : Round	15 €/h	45TOX	





How does it work – renting

Search for... Tomasz | MARLO POLAND

Your location: Port House

Name	Category	Location	Parameters	Price	Owner	Action
crane1	Crane	Antwerp Noordzee Terminal (25.7 km)	test parameter name1: test value1	1480 €/h	C. STEINWEG BELGIUM NV	
Wagon 8898715	Spoormateriaal	Port House	Wagonsoort: E - Normale open wagens Wagontype: EACS - 100kms - min 4as	450 €/h	HARGO LOGISTICS BVBA	
SENNEBOGEN 6130	Crane	Antwerp Noordzee Terminal (25.7 km)	tonnage: 84 hook height: 46.7m power: 433kw type (mobile/crawler): mobile	1000 €/h		
SENNEBOGEN 9300	Crane	Antwerp Noordzee Terminal (25.7 km)	tonnage: 90 hook height: 41m power: 615kW type (mobile/crawler): mobile	1200 €/h		
wagon spoor	Wagon	Location 1 (0 km)		100 €/h		

Filter

Filter

Search

Categorize

Compare

2020-02-21 - 2020-02-21

Feb 2020							Mar 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
26	27	28	29	30	31	1	23	24	25	26	27	28	29
2	3	4	5	6	7	8	1	2	3	4	5	6	7
9	10	11	12	13	14	15	8	9	10	11	12	13	14
16	17	18	19	20	21	22	15	16	17	18	19	20	21
23	24	25	26	27	28	29	22	23	24	25	26	27	28
1	2	3	4	5	6	7	29	30	31	1	2	3	4

Localize

Asses CO₂

Mapa Satellita

+ Demand

Action	Asset name	Asset location	Asset price	Asset owner
Crane [Start date: 2020-11-05 - End date: 2020-11-15]				
<input type="checkbox"/>	SENNEBOGEN 6130	Antwerp Noordzee Terminal	1000	MARLO
<input checked="" type="checkbox"/>	SENNEBOGEN 9300	Antwerp Noordzee Terminal	1200	MARLO
<input type="checkbox"/>	crane 1	Port House	1000	MARLO
<input checked="" type="checkbox"/>	crane 1	Port House	1000	MARLO
<input checked="" type="checkbox"/>	testasset	testloc	1234	MARLO
wagon [Start date: 2020-11-06 - End date: 2020-11-15]				
<input type="checkbox"/>	wagon spoor	Location 1	100	MARLO
<input checked="" type="checkbox"/>	wagon	Antwerp Noordzee Terminal	100	MARLO
<input checked="" type="checkbox"/>	wagon	Port House	40	MARLO

BOOK

EDI support

Book





How does it work – localization



COREALIS

Search for...



Tomasz | MARLO



+ Location

Your location: Port House

Name	Category	Location
<input type="text"/>	category	location

FILTER





How does it work – automatic booking

COREALIS

+ Demand **+ Import**

< > today

Sun	Mon	Tue
1	2	3
8	9	10
crane 1 by Tomasz [MARLO]		
wagon by Tomasz [MARLO]		
15	16	17
crane 1 by Tomasz [MARLO]		
wagon by Tomasz [MARLO]		

Navigation menu: Dashboard, Availability, Demands, History, Map, Assets, Categories, Users, Companies

COREALIS

Search for... Tomasz | MARLO

+ Demand

Category

Action	Asset name	Asset location	Asset price	Asset owner
Crane [Start date: 2020-11-05 - End date: 2020-11-15]				
<input type="checkbox"/>	SENNEBOGEN 6130	Antwerp Noordzee Terminal	1000	MARLO
<input checked="" type="checkbox"/>	SENNEBOGEN 9300	Antwerp Noordzee Terminal	1200	MARLO
<input type="checkbox"/>	crane 1	Port House	1000	MARLO
<input checked="" type="checkbox"/>	crane 1	Port House	1000	MARLO
<input checked="" type="checkbox"/>	testasset	testloc	1234	MARLO
wagon [Start date: 2020-11-06 - End date: 2020-11-15]				
<input type="checkbox"/>	wagon spoor	Location 1	100	MARLO
<input checked="" type="checkbox"/>	wagon	Antwerp Noordzee Terminal	100	MARLO
<input checked="" type="checkbox"/>	wagon	Port House	40	MARLO

BOOK

Navigation menu: Dashboard, Availability, Demands, History, Map, Assets, Categories, Users, Companies





How does it work – features

- Localization of assets
- Measure distance and CO₂
- Automatic booking
- Superuser to manage companies
- Customized dashboard
- Monitoring of revenues
- Idle time assessment





Main findings

Competitiveness

- Works when the market is not competing on the assets shared
- Use at areas with synergy effect i.e. automatically book based on arriving times and vessel requirements

Cooperation

- Mindshift is needed which already happens in many areas of supply chain

Data

- Sharing data with external systems is problematic

Ecosystem

- Connecting broader environment that could extend the offer





Other implementations



- Industrial and economic zones



- Logistics network environments



- Offices



- Large hospital areas





www.corealis.eu



[corealis_eu](https://twitter.com/corealis_eu)



[COREALIS EU Project](https://www.youtube.com/watch?v=...)



[Corealis_eu](https://www.linkedin.com/company/corealis_eu)



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THANK YOU FOR YOUR ATTENTION

MARLO

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