



COREALIS Final Conference

COREALIS Brokerage Platform

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April 24th, 2021



Sharing economy



80%

\$335 B

by 2025

UBER



Sharing economy



Common Definitions of the Sharing Economy

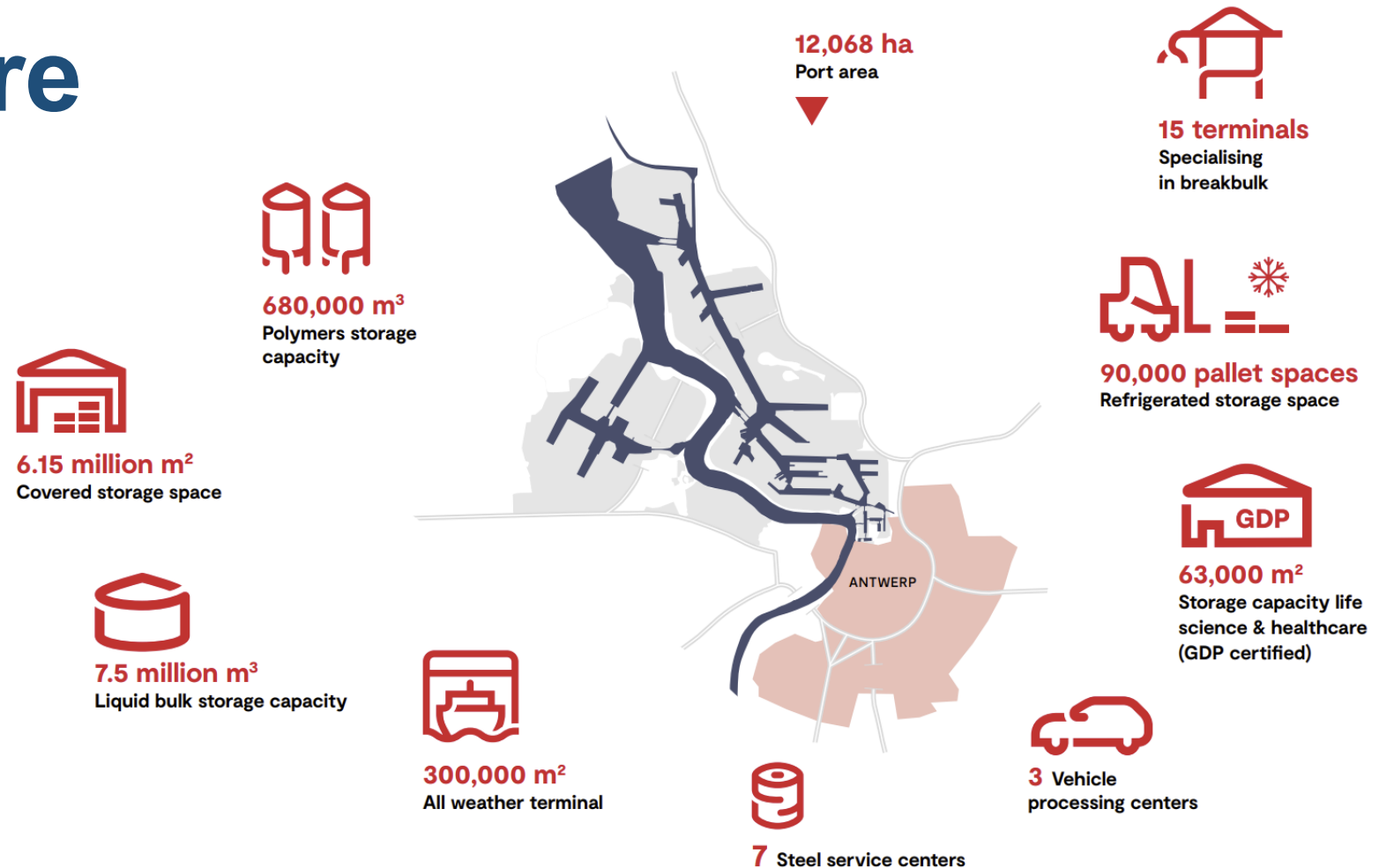
Definition	Reference
Sharing economy is potentially an entirely new socio-economic system with sharing and collaboration at its heart enabled through 10 building blocks (people, production, value & systems of exchange, distribution, planet, power, shared law, communications, culture, future).	(Matofska 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



Rent and
maintain



Track assets



Monitor
revenues



Update your
assets





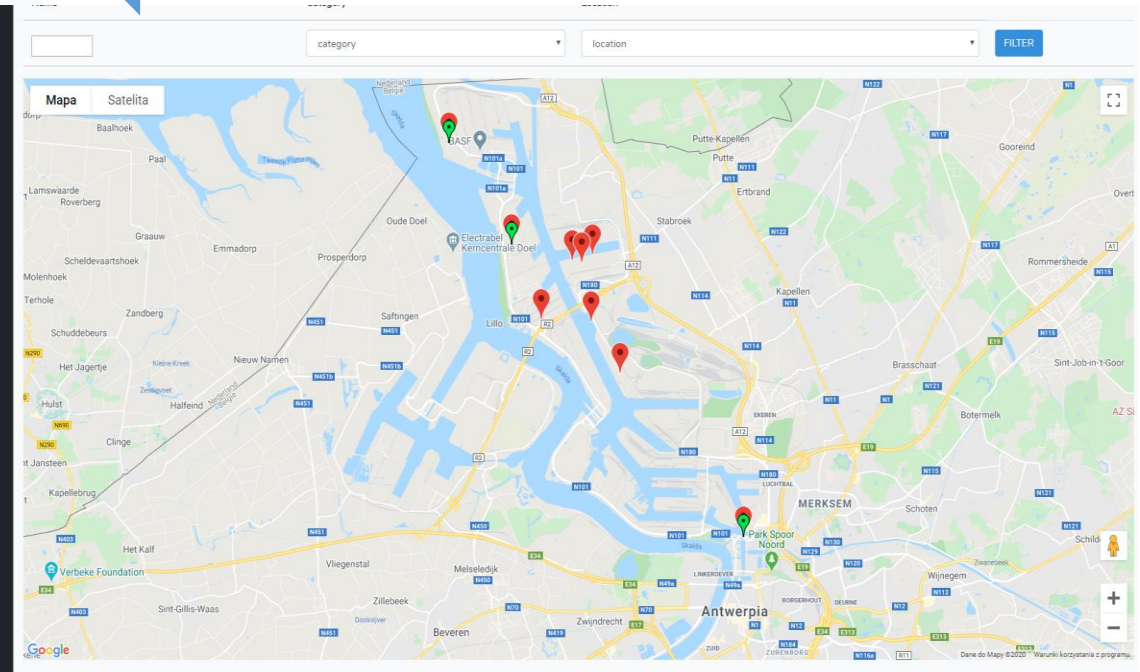
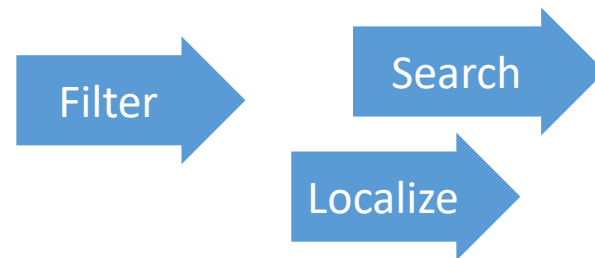
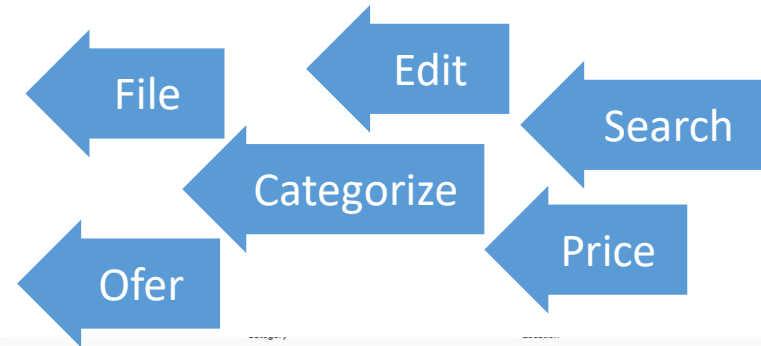
How does it work – offer side

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Search for... [input] Tomasz | MARLO POLAND

+ Asset + Category

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





How does it work – renting

COREALIS

Your location: Port House

Search for... Tomasz | MARLO POLAND

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	Spoomateriaal	Port House	Wagonsoort : E - Normale open wagens Wagontype : EACS - 100km/h - 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		

Dates

2020-02-21 - 2020-02-21

COREALIS

+ Location

Your location: Port House

Name Category Location

Mapa Satellita

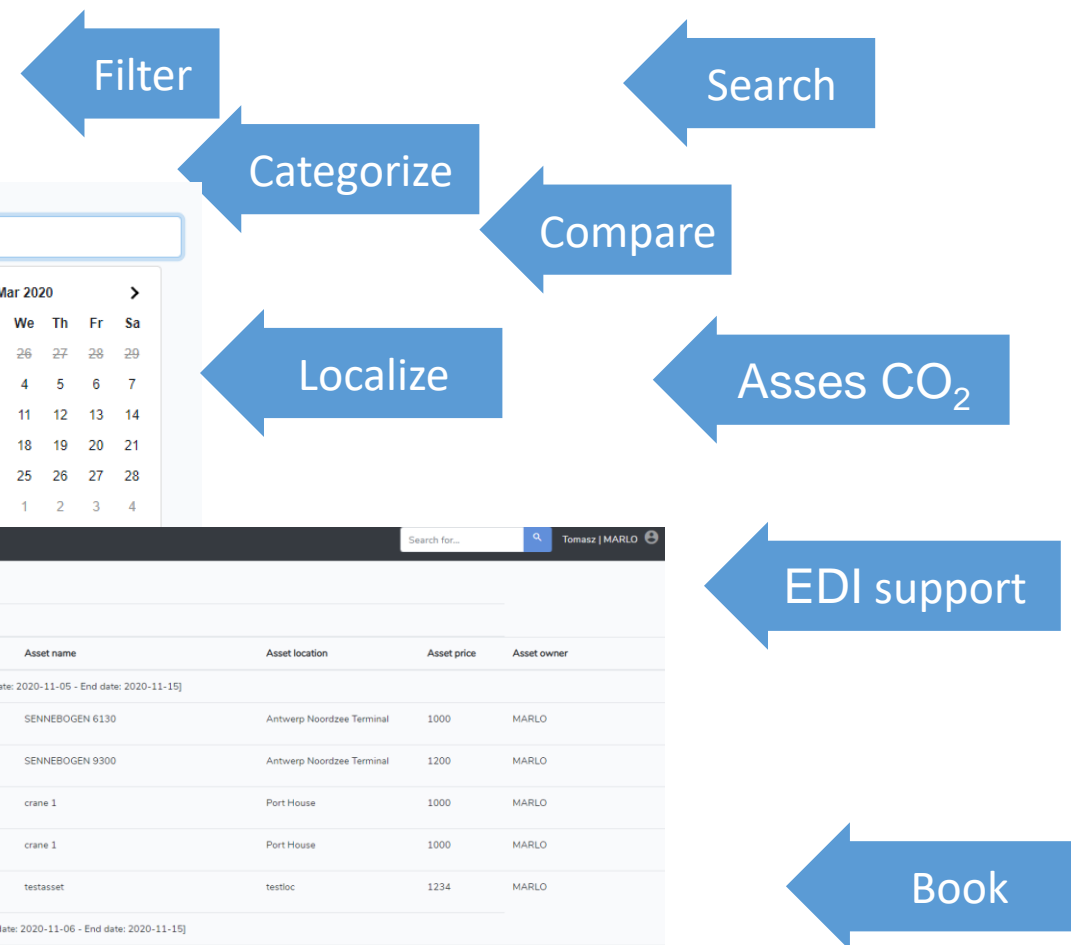
COREALIS

+ Demand

Search for... Tomasz | MARLO

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





How does it work – localization

COREALIS

Search for... Tomasz | MARLO

+ Location

Your location: Port House

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

Mapa Satelita



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]		

Dashboard
Availability
Demands
History
Map
Assets
Categories
Users
Companies

COREALIS

Search for... Tomas | 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

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

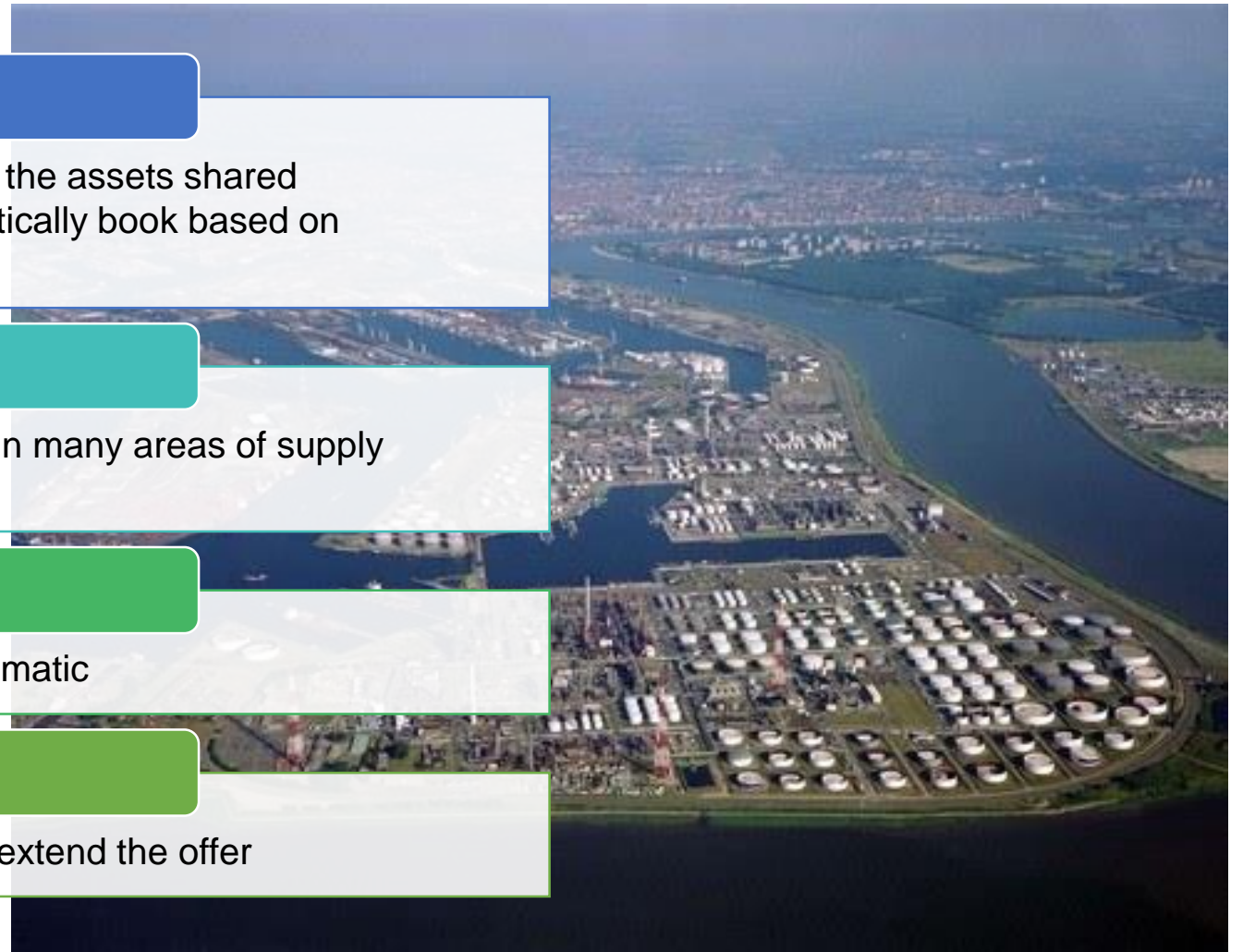
- Mindshift is needed which already happens in many areas of supply chain

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/COREALIS_EU_Project)



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



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THANK YOU FOR YOUR ATTENTION

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