

# TRI = VIZOR

THE WORLD'S FIRST CROSS SUPPLY CHAIN ORCHESTRATOR®

*Tri - Vizer*

The World's First Cross Supply Chain Orchestrator  
(2008)

## *Cargill and Skretting in a horizontal collaboration*

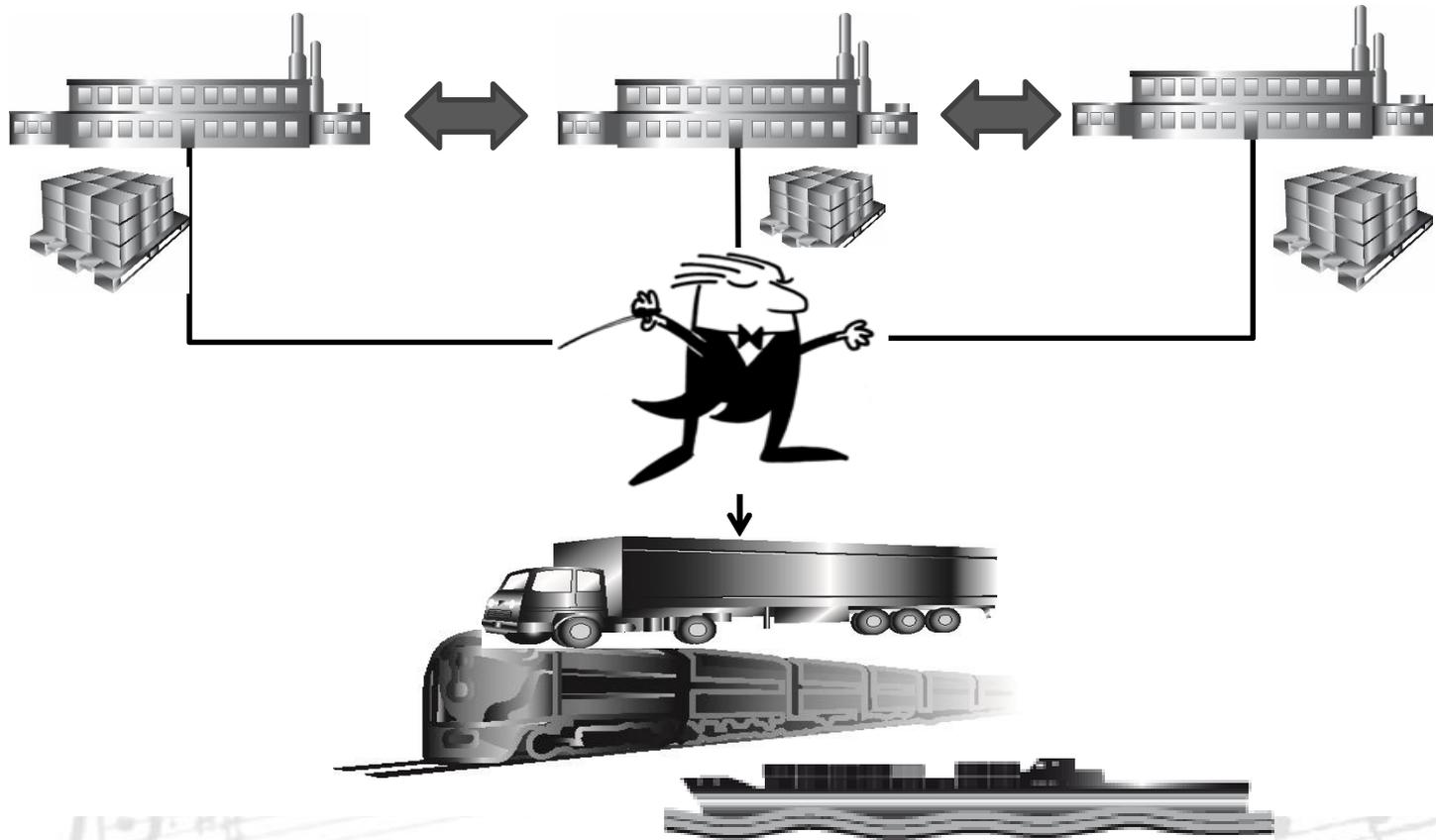
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# Carpooling for Cargo™

THE WORLD'S FIRST CROSS SUPPLY CHAIN ORCHESTRATOR®



# The world's first orchestrated horizontal collaboration Pharma sector

THE WORLD'S FIRST CROSS SUPPLY CHAIN ORCHESTRATOR®



Supply Chain  
Innovation Award  
Berlin 2011

Winner  
TRI-VIZOR  
UCB-BAXTER-H.ESSERS



## • Result :

- Cost:
  - -10%
- Service:
  - *Increased*
- Sustainability:
  - -30%

# Last mile retail distribution

## Fresh & Chilled Food (2-6° C)



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**PEPSICO**



**Nestlé**

Good Food, Good Life



	INITIATES	PREPARES	OPERATES
ROLES	<p><b>INITIATOR</b></p> <p><i>Inspiring and preparing companies for what is to come</i></p>	<p><b>ARCHITECT</b></p> <p><i>Preparing, designing, calculating and building partnerships and collaborations</i></p>	<p><b>TRUSTEE</b></p> <p><i>Monitoring and improving partnerships and collaborations</i></p>
SERVICES	<p><b>FUTURE PROOFING SUPPLY CHAIN DIAGNOSIS™</b></p> <p><b>QUICKSCAN FLOW ANALYSIS</b></p> <p><b>TOTAL LOGISTICS COST</b></p>	<p><b>CROSS SUPPLY CHAIN™ COMMUNITY BUILDING (Processes, legal, contracting,...)</b></p> <p><b>MATCHING ANALYSIS</b></p> <p><b>Tool Support TCO, CO2</b></p>	<p><b>COMMUNITY MANAGEMENT</b></p> <p><b>TRUSTEE SERVICES</b></p>
REFERENCES			

# Fish feed suppliers Cargill and Skretting will collaborate on transport of feed in Norway

Instead of ships with Cargill's EWOS feed sailing right behind ships with Skretting feed along the Norwegian coast, feed from both companies will be shipped by the same vessels.



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# Collaboration cake

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# Innovative breakthrough in logistics

- ≡ Collaboration among direct competitors
- ≡ O & O concept: Operate & Orchestrate
- ≡ Long term multilateral contract
- ≡ Competitive advantage incorporated through an appropriate and fair baseline
- ≡ Generosity

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The World's Supply Chain Orchestrator



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