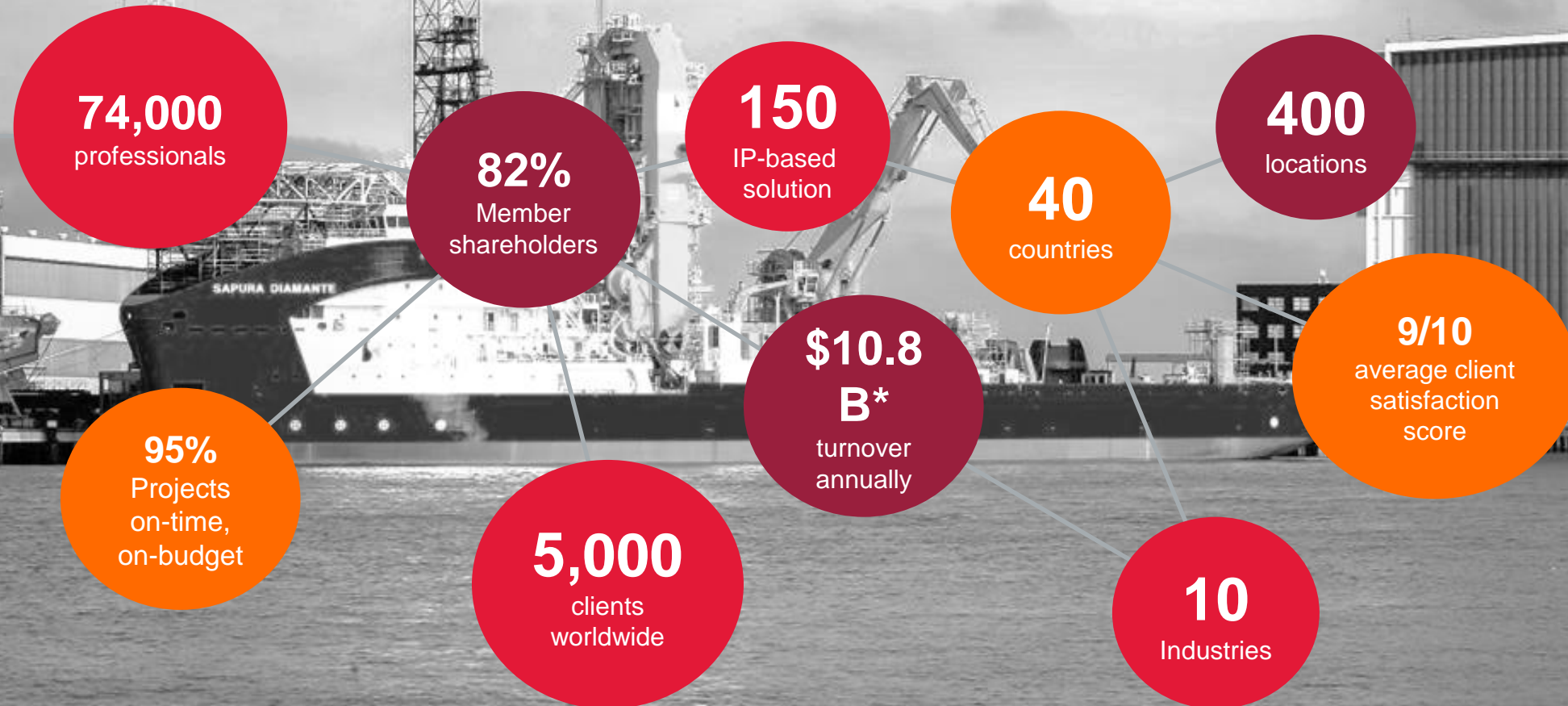
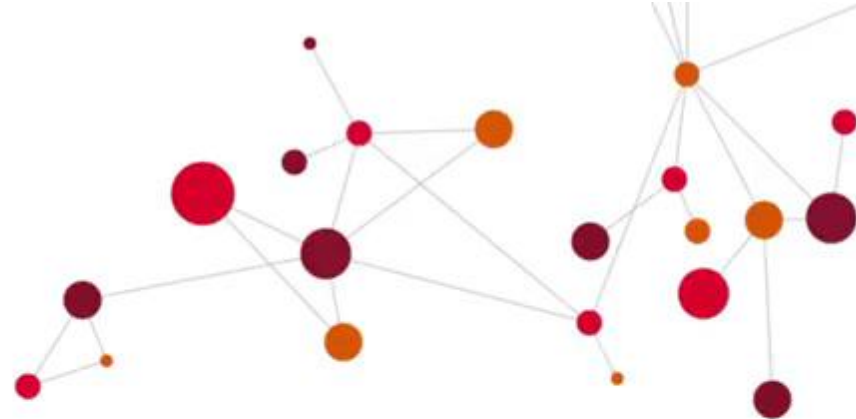




**SMDG Blockchain Subgroup**

# Welcome and introduction of your host





# Move Smarter:

Helping the Netherlands to stay  
competitive





# Blockchain as an emerging topic



CASE:  
**Eneco Netherlands**

Developing a pro...

CGI is working on a proto... administrative process of a... the most sustainable big e... will serve 500,000 househ... blockchain technology in a... market systems and will se...



**Port of Rotterdam**

Joining a large consortium to develop a blockchain proof of concept for port container logistics

CGI has joined a large consortium of actors active in the Port of Rotterdam to investigate the possibility of streamlining port logistics. Together with the port authority, CGI will take the lead in developing a proof of concept for the overhaul of containers from shipping lines to other transportation...



CASE:  
**CGI and its bank partners**

Achieving groundbreaking interoperability between CGI Trade360 and Skuchain's blockchain platform

CGI, along with the Bank of Montreal (BMO), Royal Bank of Canada, and Mitsubishi UFJ Financial Group, Inc. (MUFG), have successfully completed a first-ever proof of concept (POC) that enables banks engaged in trade finance to integrate powerful blockchain capabilities with existing trade finance platforms potentially leading to added productivity, reduced costs and providing customers with a competitive advantage. The POC established seamless interoperability between CGI Trade360, which is a bank trade finance platform, and Skuchain Brackets, a distributed ledger B2B platform for smart contracts. For the first time, a trade finance platform and a blockchain-based platform have been integrated to demonstrate how banks can provide trade finance services digitally to their customers conducting business on blockchain B2B platforms.

For more information, read the CGI press release from October 16, 2017.

"CGI has been an important trade finance technology partner to BMO for many years, and this Skuchain Brackets proof of concept collaboration is another example of BMO's commitment to stay at the forefront of the trade and supply chain finance industry."

Jeff Shell  
Head of Global Trade and Banking with BMO Capital Markets



CASE:  
**City of Groningen Netherlands**

Developing proof of concept for debt services

Twenty percent of Dutch households have debt problems. A major cause is the lack of insight into their financial situation. Credit banks offer them services to get control of their finances, but this imposes a huge administrative burden because the parties involved communicate only with credit bank customers and not with the credit banks.

In cooperation with the City of Groningen, CGI is working on a prototype application that stores financial status changes of credit bank clients in a private blockchain, as well as invoice and income payment information of external partners. This makes it possible to get the desired financial insight from the blockchain.

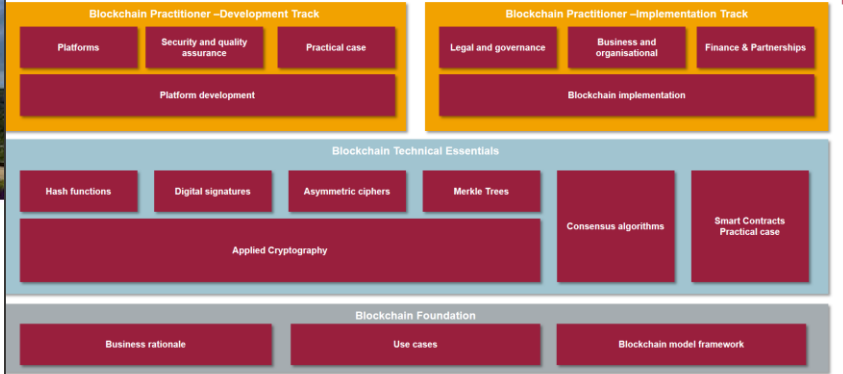
Privacy is key in this solution.

"It's worth investigating in blockchain as a technology that can make the transfer possible from mostly administrative debt services to more debt coaching services."

City of Groningen

**CGI blockchain Curriculum Framework**

A layered approach to fundamental understanding of blockchain technology



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5



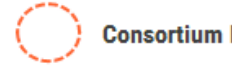


**SMDG Blockchain Subgroup**

# Numerous ecosystems are on the rise in logistics



Partnership



Consortium Participation / Initiative



# How to transfer trusted value across the supply chain

## *Missions*

- Explore and identify the advantages and building blocks of blockchain to accelerate and improve maritime processes
- Explore and identify how Blockchain platforms work and how blockchain may be beneficial for current business pains.
- Explore a shared roadmap to apply the use of blockchain in practice and build best practices for the industry.

## *Target outcomes*

- Shared knowledge of blockchain and its adding value applications
- Shared understanding of process wide business pains and how blockchain might help
- Shared ideas, supported roadmap and the energy & resources for next steps

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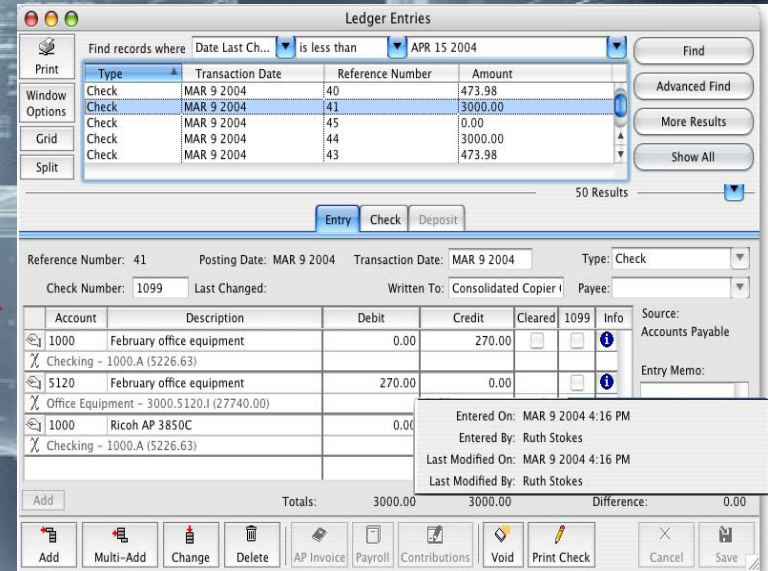
# Introduction Blockchain



3000 BC

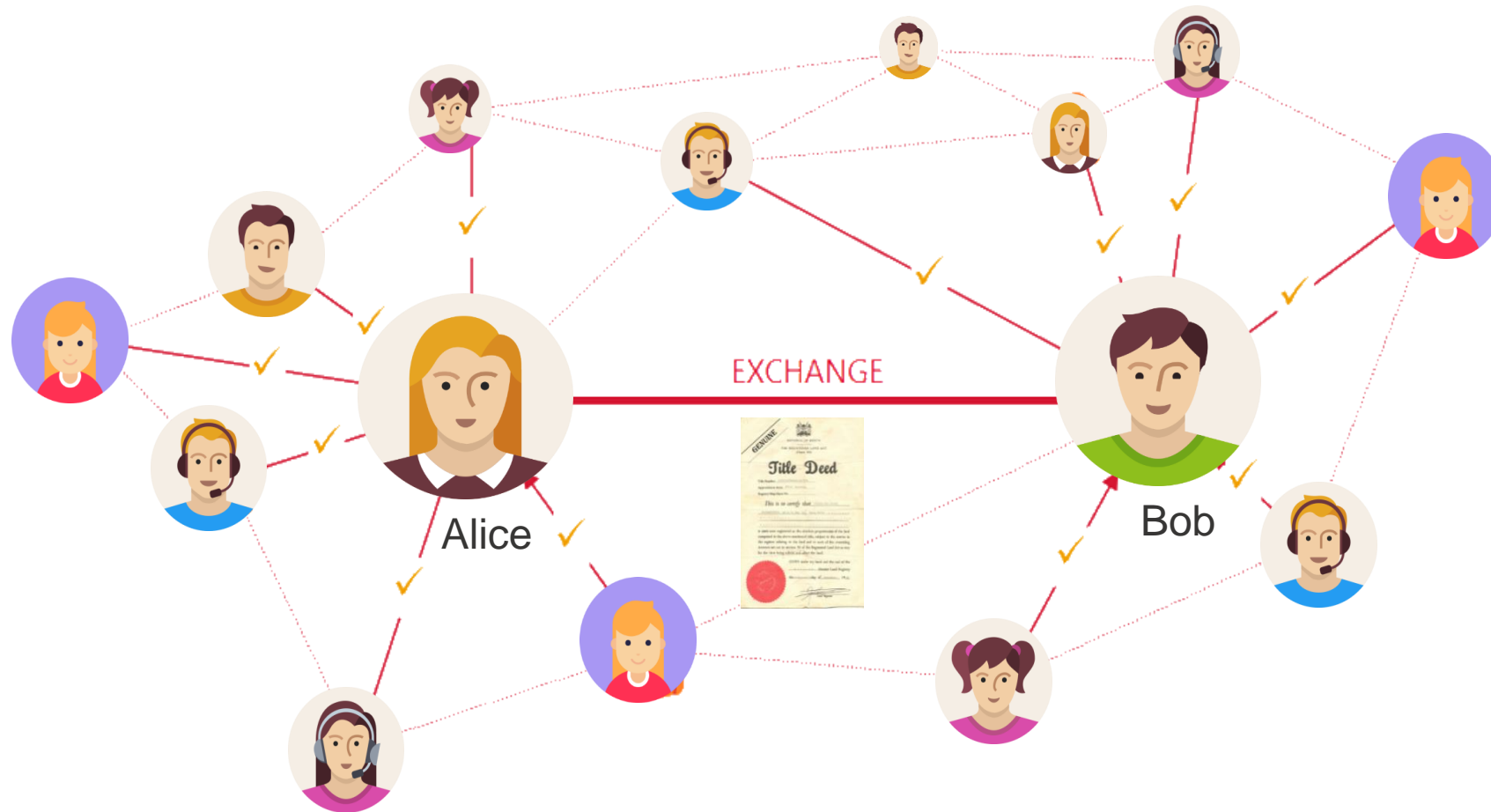


1890

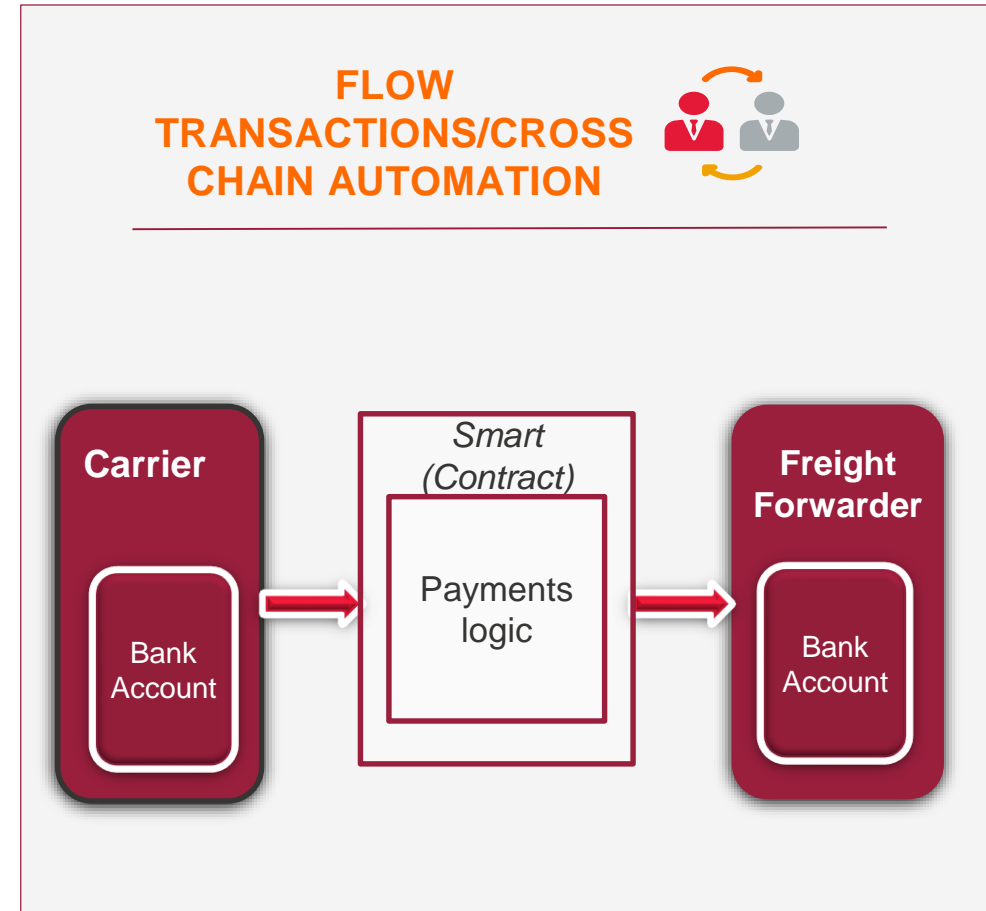
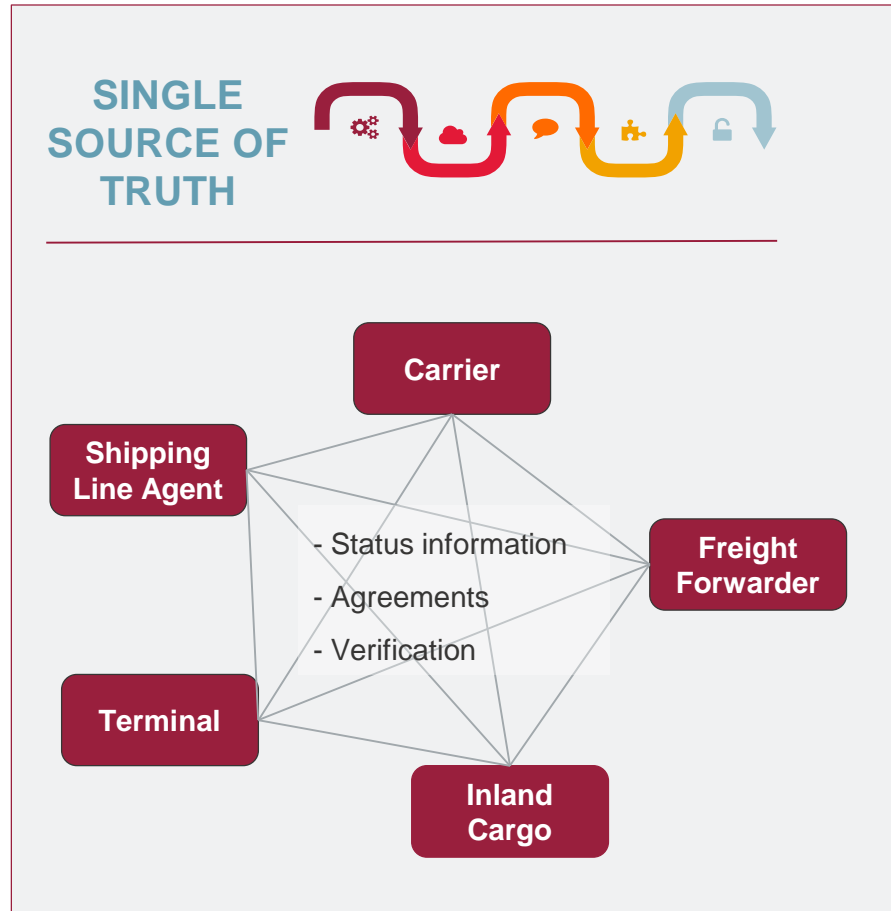


1972

# Consensus

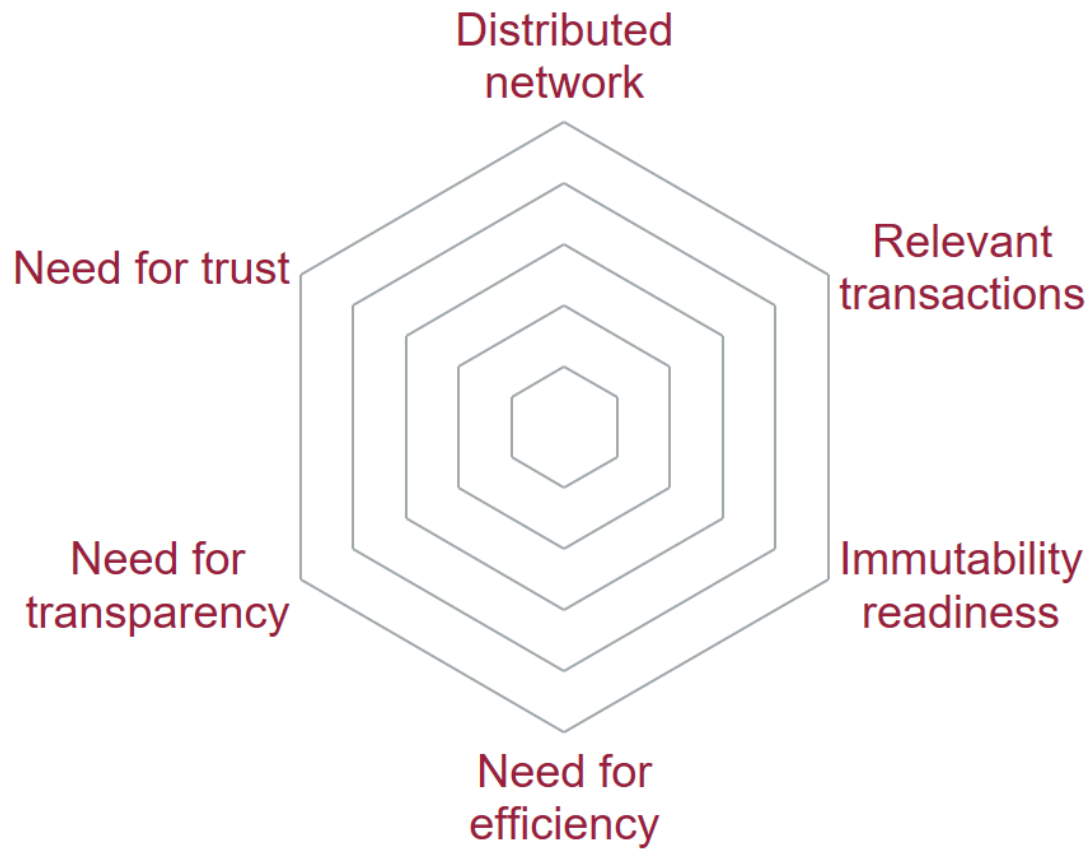


# Two big values





# Typically applies when



## Type of blockchain use case that might apply

**CONSOLIDATION**



**FLOW TRANSACTIONS**

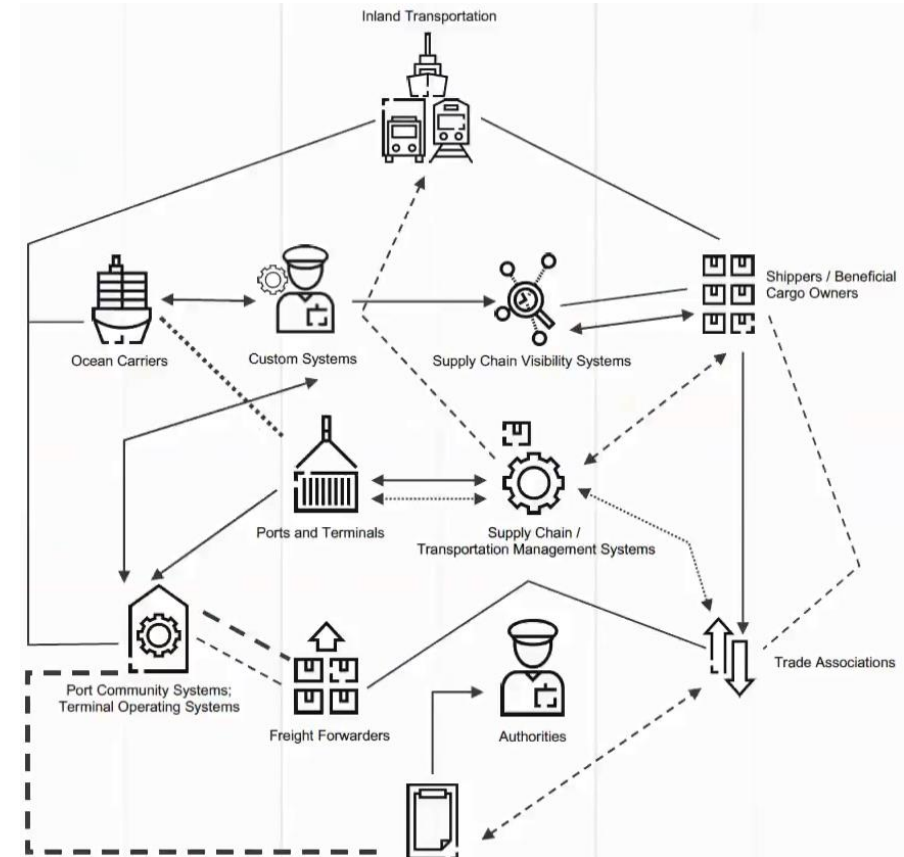


**SINGLE SOURCE OF TRUTH**



# Challenges: Global trade is inefficient and paper based

- **Data is being disputed among parties.**
  - No single source of truth regarding the statuses of goods - Lack of trust among the supply chain - Continued “blind spots” across organizations and geographic boundaries
  - Data is trapped in organizational silos- scattered around the supply chain in different systems.
- **Too many manual, time-consuming processes that increase costs and delay cargoes**
- **Inconsistent data and unable to share information across supply chains.**
- **Inefficient clearance and handover processes which can lead to fraud**





# Release of containers example



## Commercial release



Port of Rotterdam



portbase®

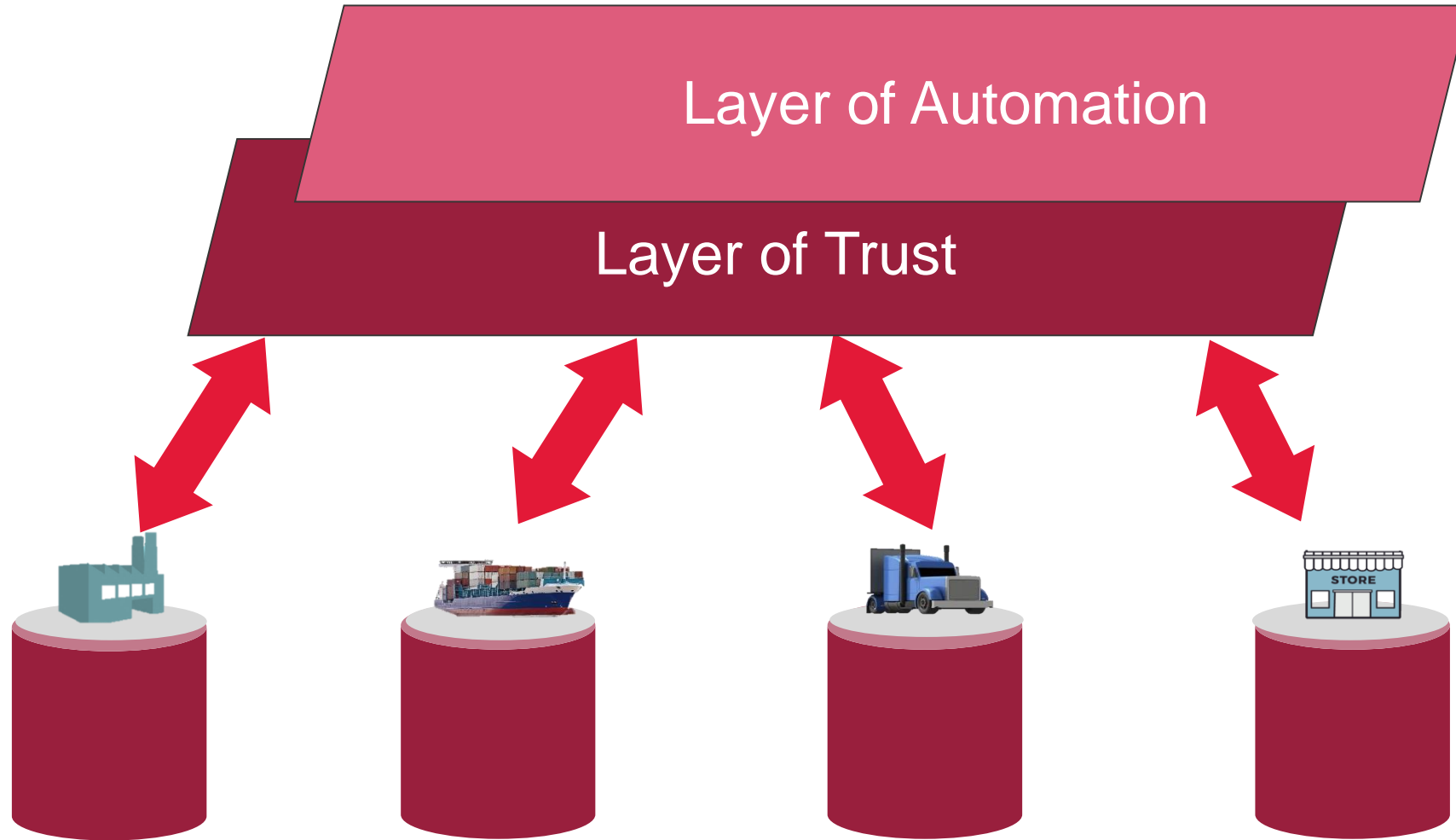


Douane Belastingdienst





# Layer of automation and layer of trust



# Advantages



Trust

Transparency

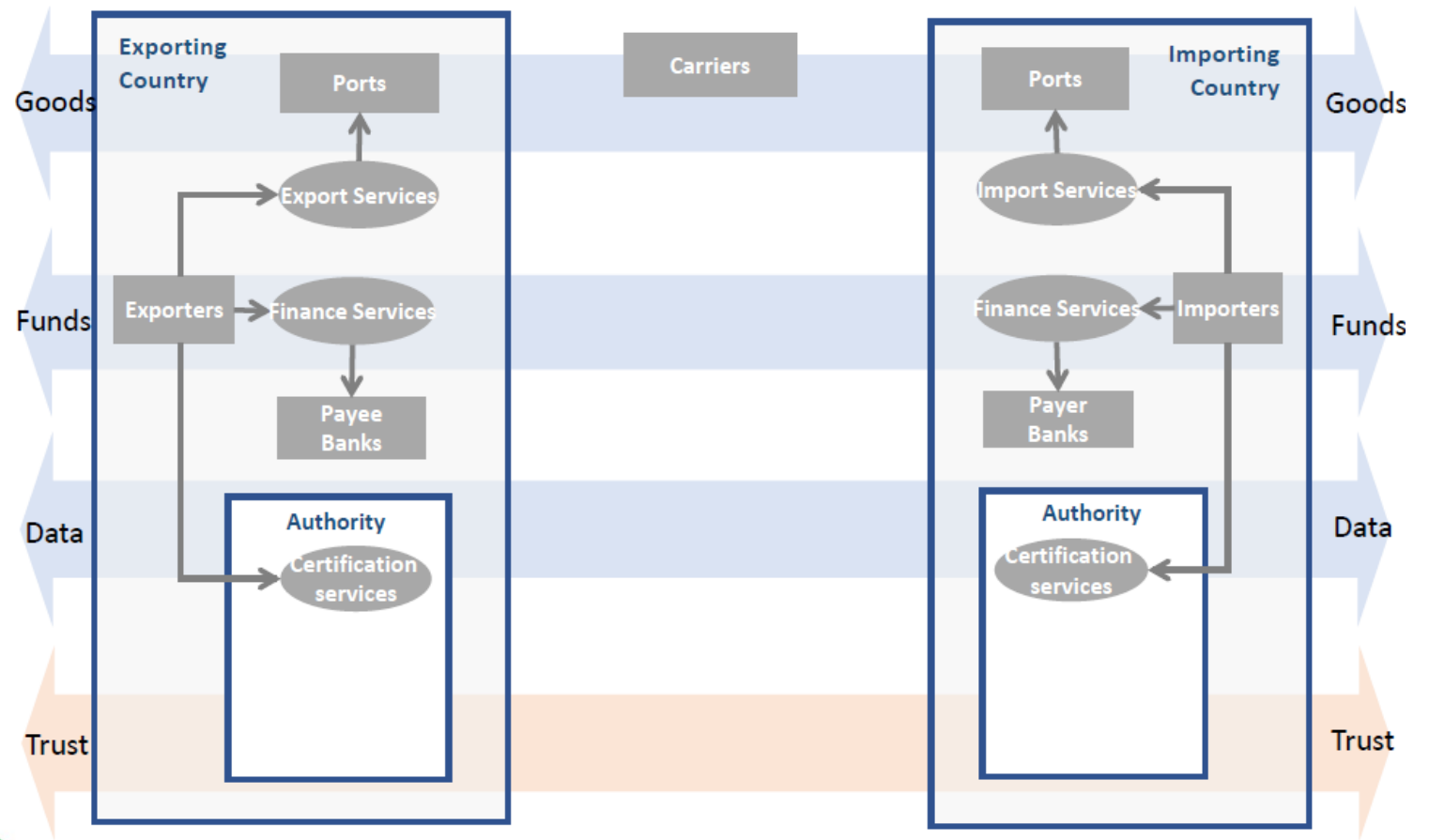
Efficiency

Safety

# Blockchain as a layer of trust

## Layer of trust example:

- The provenance and authenticity of goods;
- The stated value of goods for the purposes of insurance, duties, and payment; promises to pay;
- The protection of goods during shipping (i.e. integrity of packaging, vehicle and container conditions, etc.);
- The integrity of information that is used by regulatory authorities for the risk assessments which determine inspections and clearances;
- The traders and service providers involved in a trade transaction.

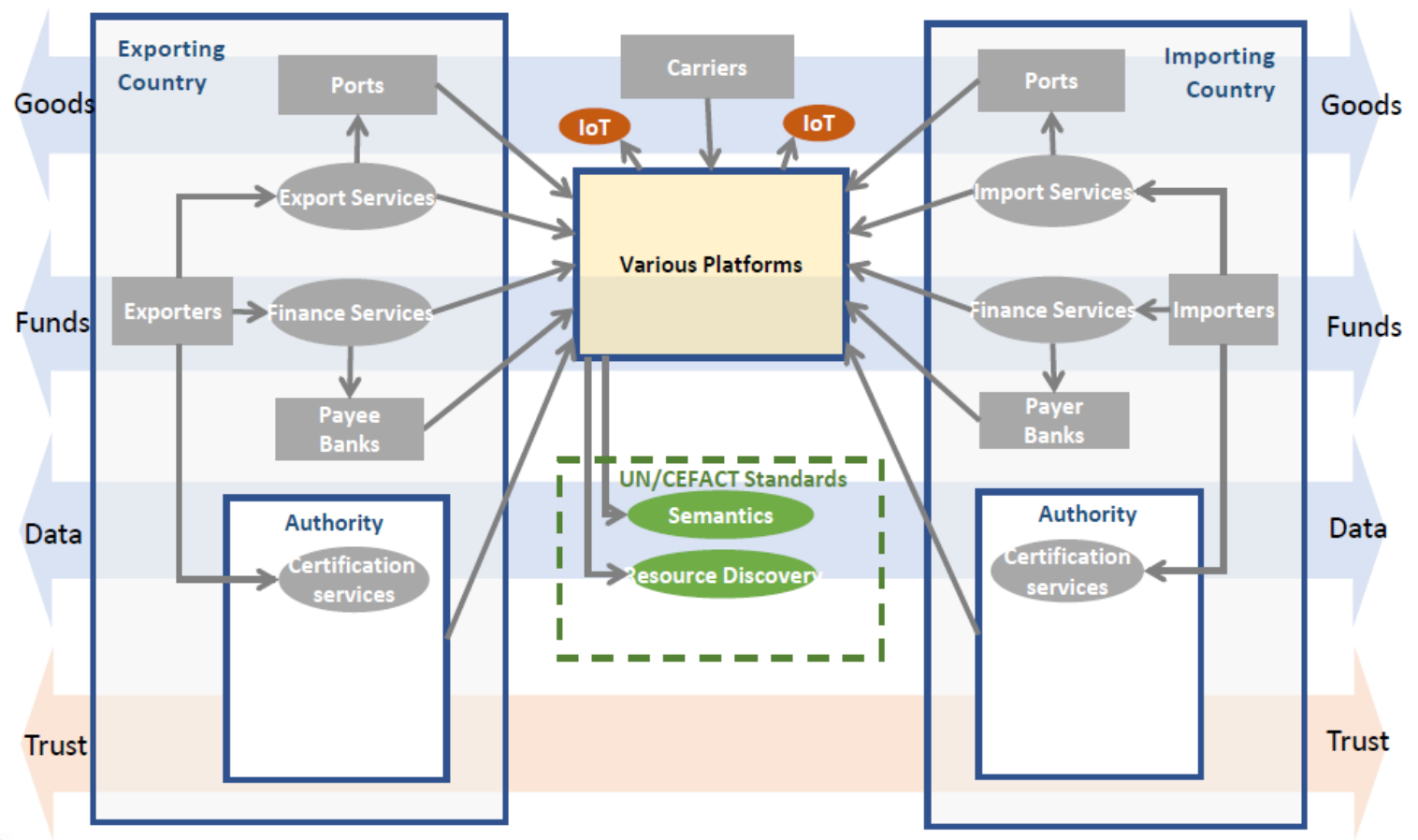




# Blockchain as a layer of trust

## Layer of trust example:

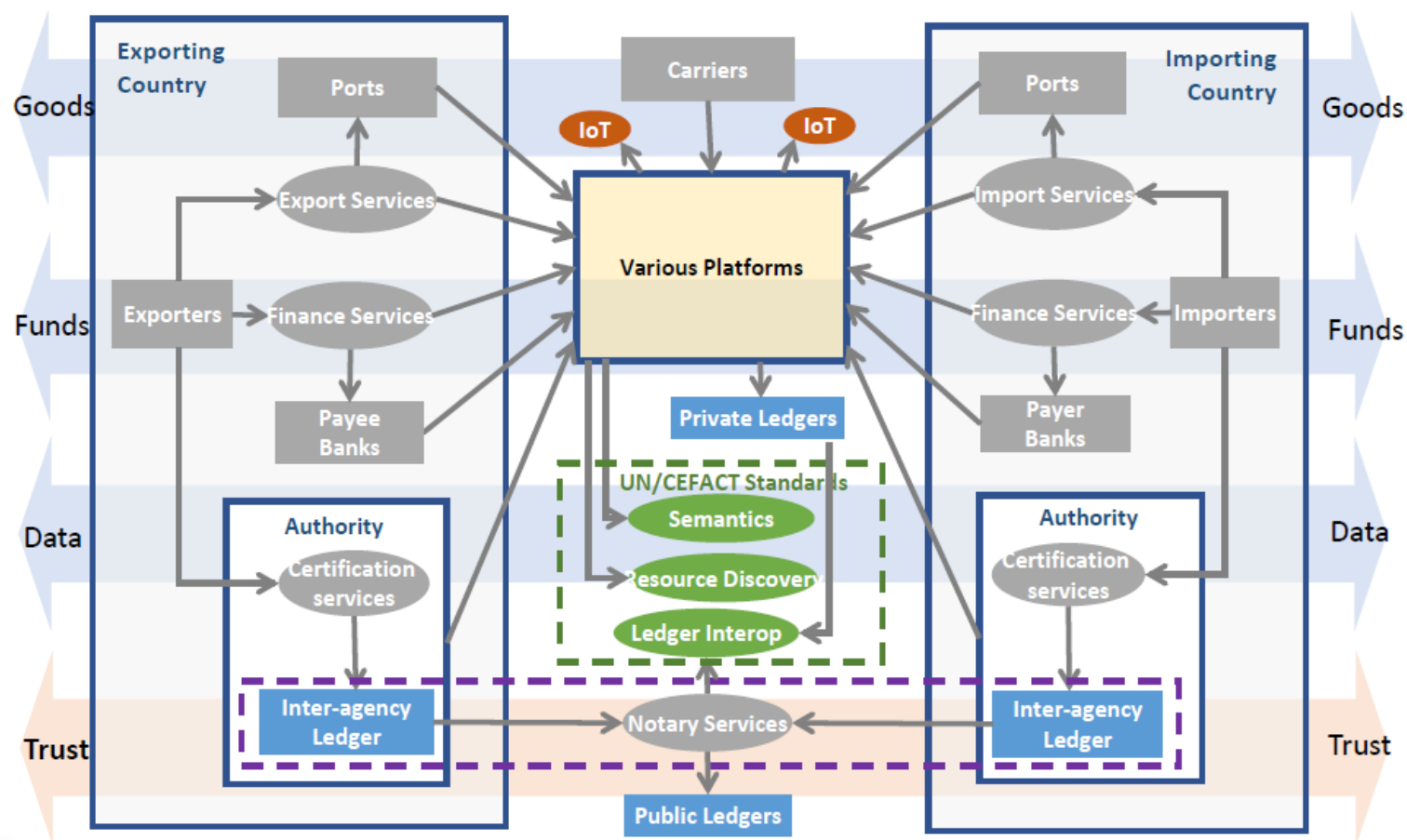
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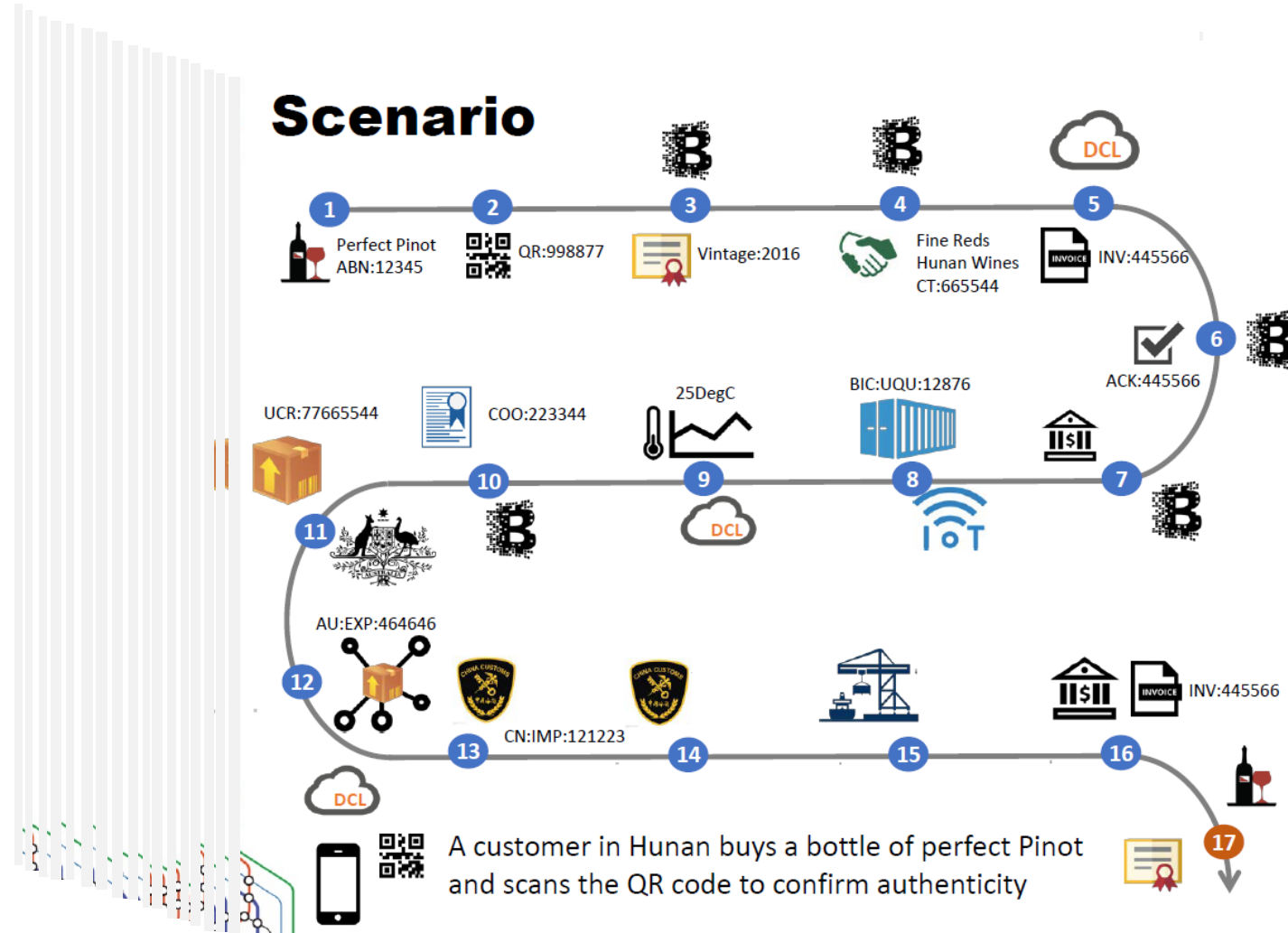
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# Introduction Example Scenario

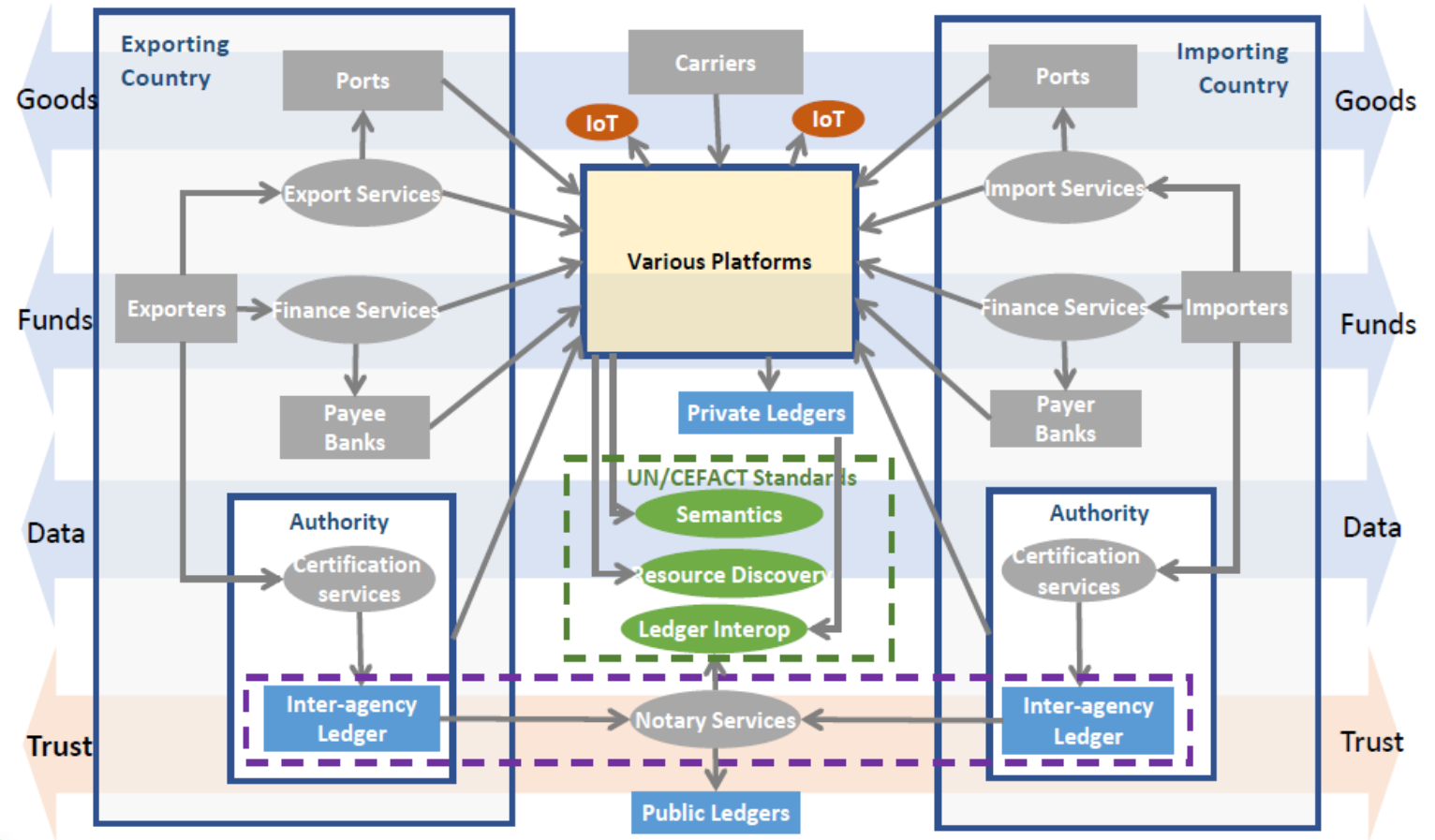




# Workshop – Current Challenges

## Exercise

- UN-CEFACT models identifies 4 layers
  - Goods
  - Funds
  - Data
  - Trust
- Take your main process as a carrier, terminal or LSP
- Plot your biggest 5 challenges on every layer (1 page for each layer!)
- Be ready to present



## Terminal & Carrier groups

#	Carrier		Terminal/Port	
1	<a href="#">Hamburg Sud</a>	<a href="#">Thomas Kwast</a>	<a href="#">ECT Delta Terminal</a>	<a href="#">Marcel Waard</a>
2	<a href="#">Hamburg Sud</a>	<a href="#">Pujan Ghanbari</a>	<a href="#">Rotterdam World gateway</a>	<a href="#">Robert Roestenburg</a>
3	<a href="#">KLU</a>	<a href="#">Naouar Elkhadiri</a>	<a href="#">portbase</a>	<a href="#">Marcel Coumans</a>
4	Blocklab	Aljosja Beije	<a href="#">PSA Antwerp</a>	<a href="#">Paul Wauters</a>
5	<a href="#">Hyland Software, LLC., Westlake, OH</a>	<a href="#">Raymond Schraff</a>	Port of Rotterdam	Chris van Oosten
6	<a href="#">GEFEG mbh</a>	<a href="#">Tayfun Merme</a>	<a href="#">Malta Freeport Terminal Ltd.</a>	<a href="#">Jesmond Baldacchino</a>
7	<a href="#">Navis</a>	<a href="#">Ashish Panda</a>	<a href="#">Eucon</a>	<a href="#">Melissa Clinton</a>
8	<a href="#">Commodity Supplies AG</a>	<a href="#">Ashot Arakeljan</a>	<a href="#">Independent consulatant IT Germany</a>	<a href="#">Rainer Hartmann</a>
9	ABN AMRO	Bob Gravestijn		

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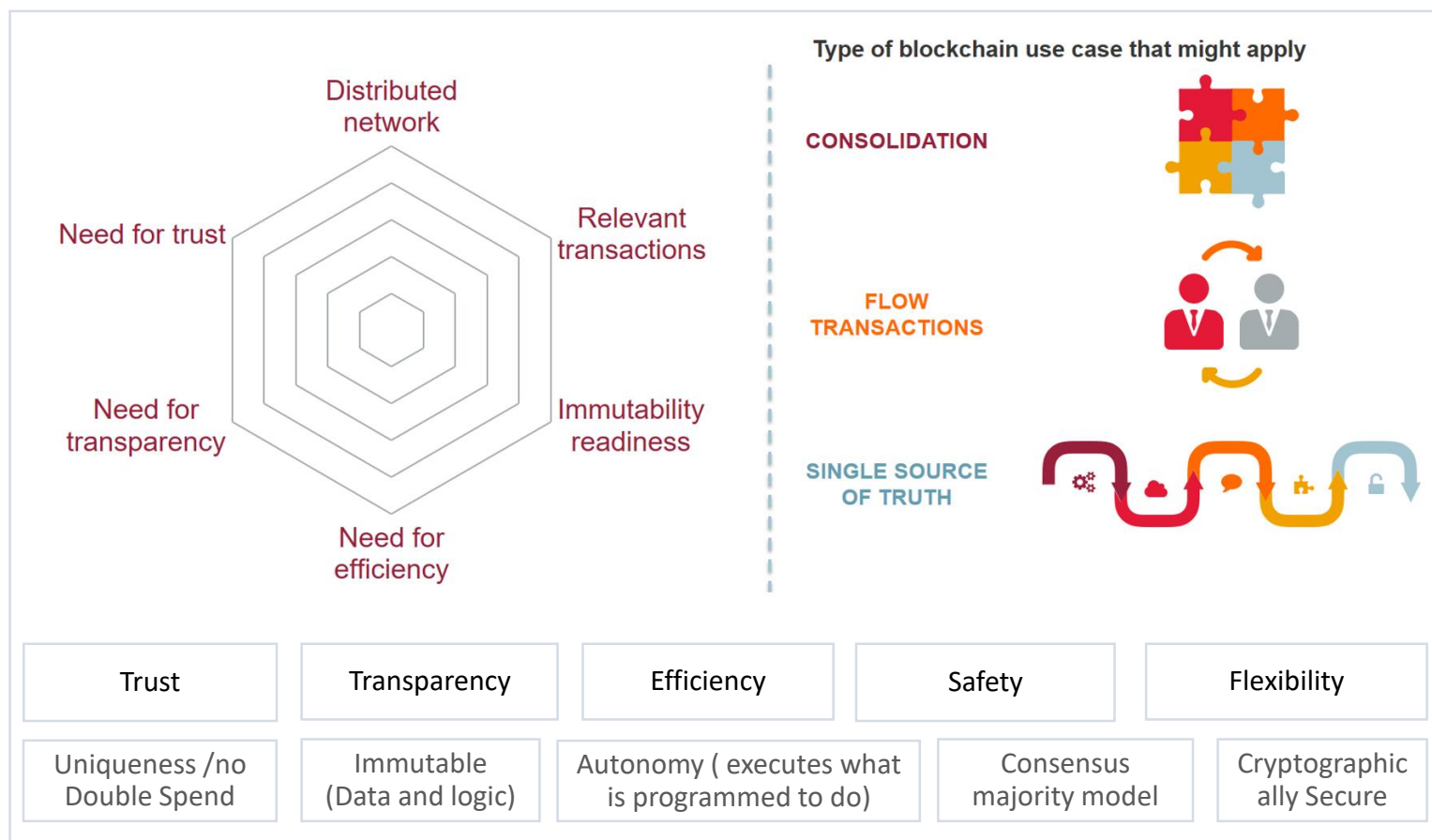
# Deliver

## Presentation

# Workshop – problems we can solve with blockchain

## Exercise

- We just drew the biggest pain-points of our current operations on process, finance, data and trust level
- Per pain point: Would this be a good fit to be solved with blockchain (Which BC elements are valuable?)
- How would solutions look like/how can it work?



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# What would be the best idea's?

Identify the idea's with the biggest potential

Can we make connections between idea's?

What would be the next step?

- Score the best 3 idea's
- Identify the connected idea's, inputs and outputs
- Who like to take which role? What is the ambition of SMDG and Deliver? How to make it happen

## Reflection and closing – satisfied?

### *Expectations*

- Explore and identify the advantages of blockchain to accelerate and improve maritime processes
- Explore and identify how Blockchain platforms work, how interoperability might work and how blockchain may be beneficial for your current business pains.
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