



The Trailer Company.

**Platform-as-a-Service –  
how data can be shared  
securely and easily**



## About Me

- Work with Supply Chain Visibility Solutions for more than 14 years
- Responsible for new digital services at Schmitz Cargobull AG with intention to build next generation Carrier Specific Data Management solutions
- Vision: Solutions where carriers are enabled to securely navigate in the IoT-world of today



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## Søren Danielsen

Manager Strategy & Business Development



[linkedin.com/in/sorendanielsen/](https://www.linkedin.com/in/sorendanielsen/)

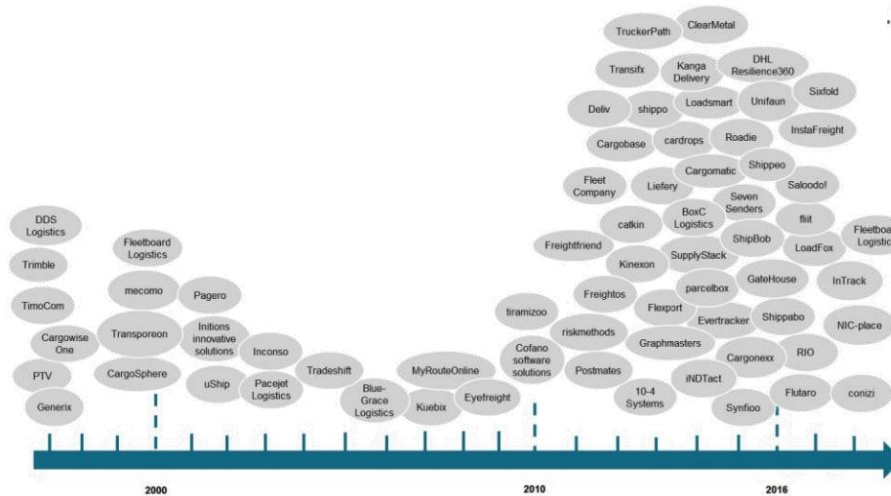


[soeren.danielsen@cargobull.com](mailto:soeren.danielsen@cargobull.com)



# Data requirements are increasing

The IoT world has grown dramatically and continues to grow. Investments are ongoing.



## Platforms are in demand because:

- Trucks and trailers are rolling data sources (brakes, locks, cooling units, tires).
- The transport industry is fragmented and collaborates to increase efficiency.
- Supply chain visibility is a must-have.
- Legal requirements for digital documents and data sharing (e-CMR, EFTI, Data Act).
- Autonomous and electrified assets need new tools to monitor and operate.
- A trailer stands idle 75% of its lifespan.

## It all starts with a truck and a trailer

Why it does not always work as we want it to!

- Several independent systems connected (brakes, temperature etc.).
- Truck and trailer are individual legal entities.
- The world is evolving from fossil fuel to e-drive.
- Connected to the world of IoT solutions as a standard.
- Digital match between truck and trailer.

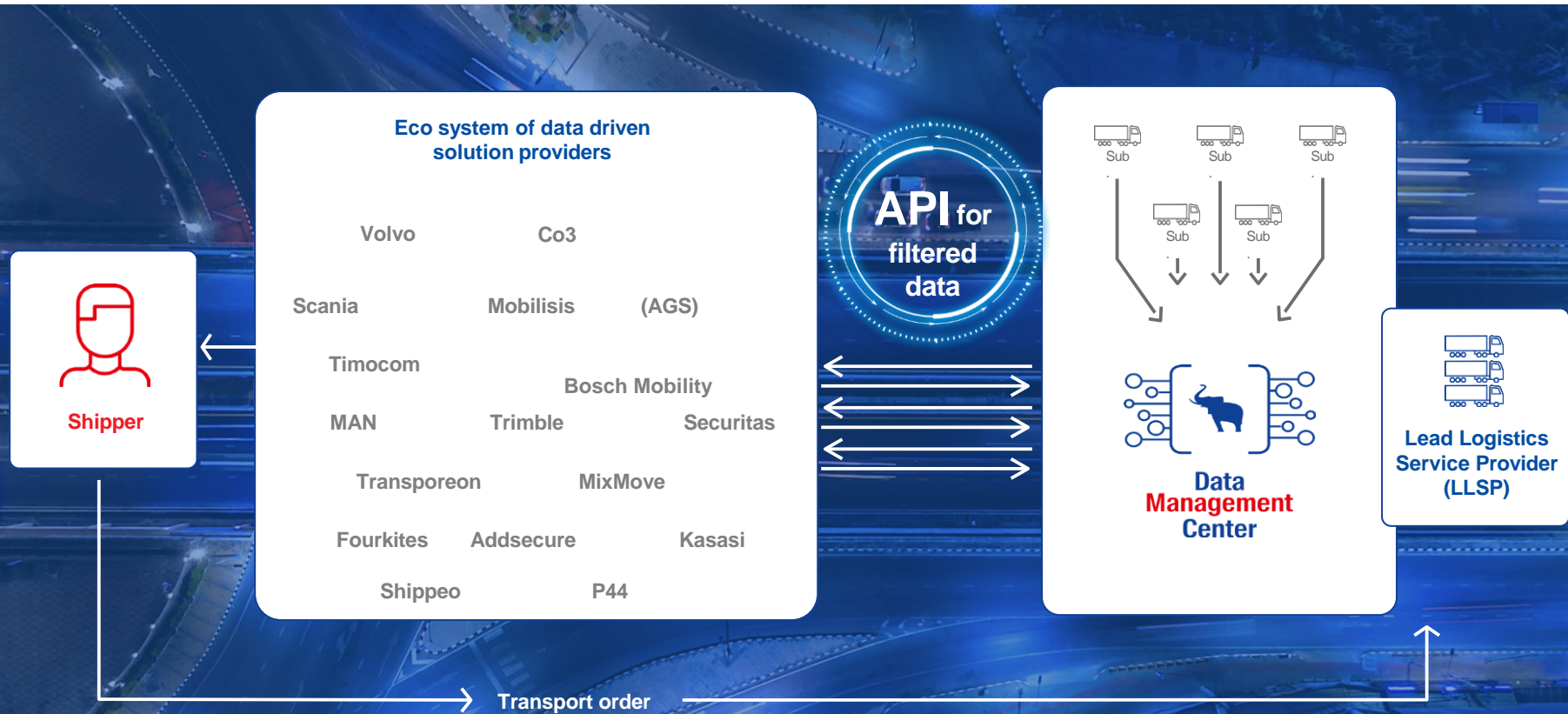






**Transport data is generated  
by the trailer in real time.**

# Best performance is best enabled by integrated solutions



# Platform as a Service

Secure handling of all aspects of IoT connectivity



TrailerConnect®  
DataManagementCenter

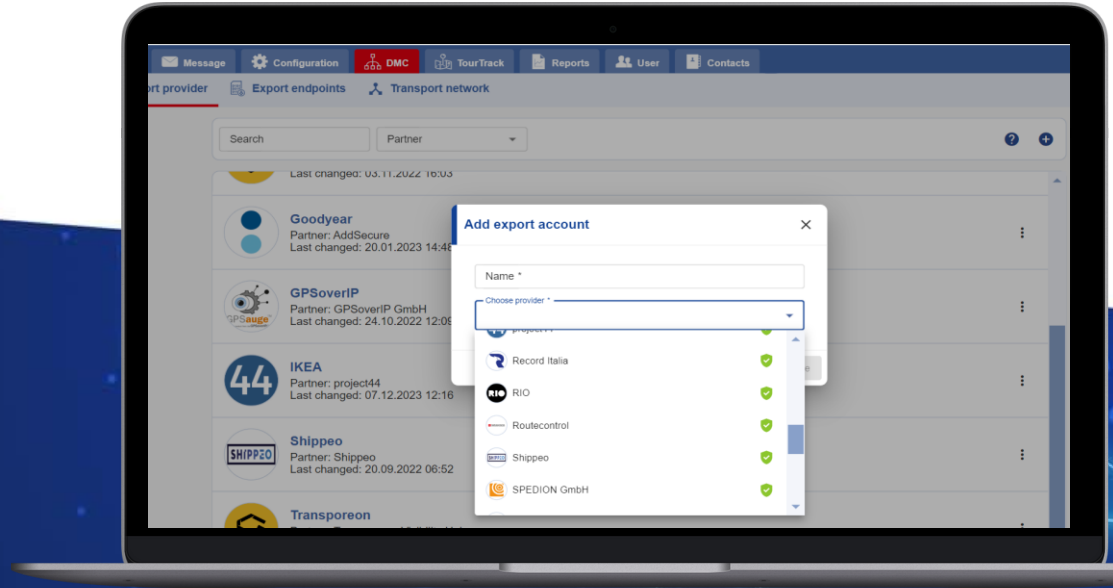


TrailerConnect®  
TourTrack

- ✓ Network of system partners
- ✓ Protected Carrier Network
- ✓ Automatic Tour Monitoring
- ✓ Collaboration across the industry

## Control and management of incoming and outgoing connections

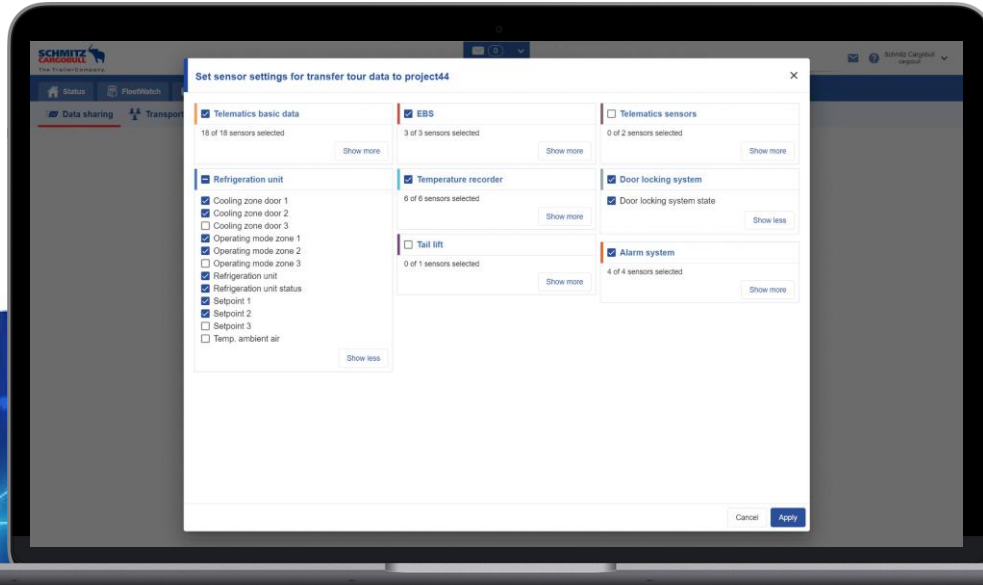
- ✓ Manage all data in one place - in the TrailerConnect® portal.
- ✓ Ready-to-use data connections on demand.







TrailerConnect®  
DataManagementCenter



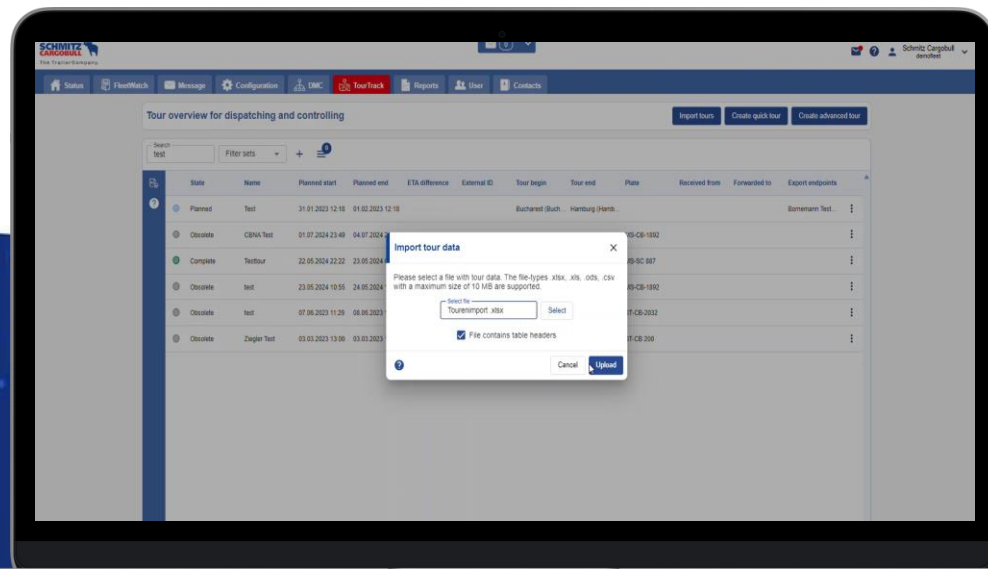
## Control and management of incoming and outgoing connections

- ✓ Full control and transparency over telematics data sets - when importing and exporting data.
- ✓ Secure data management - The platform complies with the current GDPR guidelines and is certified in accordance with the strict ISO standards ISO 9001, ISO 27001 and TISAX.



## Maximum tour transparency

- ✓ Instant creation, editing and monitoring of tours.
- ✓ Simple import of full truck load (FTL) tours via an Excel file.
- ✓ API connection for automated tour transfer from common transport management systems (TMS).





## **Our Vision**

**By 2030 1 mio assets -  
+50.000 carriers connected,  
enabling fingertip connectivity**





The Trailer Company.

**Søren Danielsen**

[soeren.danielsen@cargobull.com](mailto:soeren.danielsen@cargobull.com)

[www.cargobull.com](http://www.cargobull.com)

