

Summary B2B LOCO brokerage event Czech Rep.

1-2.12.2010

“Innovative logistic solutions“

In the frame of international logistic conference
SPEEDCHAIN 2010 „Logistics – Reality with Perspective“

Brevnov Monastery
Markétská 1/28
Prague

List of Annexes

Annex 1: Internal study

Annex 2: Participants' lists of conference and those registered through the B2B Loco website

Annex 3: Brokerage Event introduction/ questionnaire

Annex 4: Conclusion of the conference

[http://www.b2bloco.eu/events/prague/Conclusion of the conference_AJ.pdf](http://www.b2bloco.eu/events/prague/Conclusion%20of%20the%20conference_AJ.pdf)

Annex 5: Final Agenda

<http://www.speedchain.cz/en/programme-2010> and B2B LOCO website

Annex 6: Presentations

<http://www.speedchain.cz/en/programme-2010> and B2B LOCO website

List of Presentations

1. Specific Features of DIY Segment in Logistics

Jan Polter - Business and Marketing Manager

DACHSER Czech Republic a.s.

2. Handling Technology Fleet Optimisation

Jiří Ovesný - Intralogistic Solutions Specialist

Still CR

3. Support of Lean Logistics Through Packaging

Tomáš Bílek - Key Account Manager Automotive Industry
Schoeller Arca Systems

4. Role of Logistic Audit in International Logistics

Outsourcing Projects
Rudolf Malý - CEO
PST CLC

5. Flexible Solutions for Inter-modal Transport: Inter-modal

Trailers or Swap Bodies?

Vladimír Fišer - CEO
Bohemiakombi spol. s r.o.

Tomáš Petrusek – Project Manager
Bohemiakombi spol. s r.o.

Alexandr Vít - Branch Manager
HANGARTNER CR

6. The Community Framework Programme on Research and Technological Development - successful Projects and Possibilities of Involvement in the Field of Transport and Logistics

Martin Pípa – Director, Division of Transport Development
CDV v.v.i.

Walter Vassallo - CEO
STAR

Minutes

The section B- Innovative logistic solutions where above mentioned presentations has been presented was for a whole day in parallel accompanied by B2B LOCO Brokerage Event information booth for a technological information exchange aiming to establish contacts and search for partners for international research, technological and business cooperation with main focus on support the participation of small and medium-size enterprises in the Community Framework Programme.

First presentation entitled *Specific Features of DIY Segment in Logistics* has been focused on the DIY (Do It Yourself) industry that requires intelligent and innovative logistics solutions. This applies to the classic product mix for DIY stores as well as to gardening equipment and leisure-time articles. Dachser DIY-Logistics realizes and optimizes such solutions worldwide via a so-called “supply pipeline”. Products continuously “flow” along this pipeline as and when needed, ensuring that the shelves of DIY stores are always filled.

Another presentation entitled *Handling Technology Fleet Optimization* was made by representative of STILL company and focused on Fleet management – the plan for materials handling equipment. In the presentation was stressed that applying optimization in handling fleet through outsourcing the fleet, including the fleet management, could able the company to concentrate on their own core business. Presented was system for analysis of fleet management that identify cost saving opportunities through analyzing of entire fleet structure, taking into consideration the age, truck types, specification and use. Showcase in context of the fleet takeover was presented. If the renting of a particular truck is not cost effective then it will be replaced by a more cost effective one. All of this can be done on a long term basis at a basic fixed rate, or by using the rate that will be adapted to the amount of use. Such a fleet management reduces administration expense, increases the efficiency and provides maximum equipment availability.

The third presentation entitled *Lean Logistics Through Packaging* was focused on support of Lean Logistics Engineering, as the process of determining how raw materials, component parts, finished goods and packaging should flow throughout the supply chain to optimize resources, minimize cost, and maximize customer service. The lean logistics engineering process incorporates several complex factors including volume fluctuations, sourcing changes, and lead, window, and service times. Presented system aims to offer customers a solution that ensure that each vehicle component is packaged to the required specifications.

Following presentation named *Role of Logistic Audit in International Logistics* was about best practices and use case of outsourcing the project of internal logistics, its advantages as well as the role of the logistic audit (analyses of logistic requirements). Basically presentation shows how to tie logistics strategies and initiatives to specific corporate objectives, then define the operational metrics with aim to achieve completely synchronized supply chain cycle with the customer final demands. Also tackle a issue of how make a quantification of key logistics sources across operational areas (distribution centers, transportation management, productivity management, global supply chain visibility and logistics integration), how manage operations (any combination of warehouse and distribution management, labor and resource management, transportation, supply chain visibility, logistics command and control, or the entire Supply Chain execution function.) or at last but not least how develop relevant information systems, its implementation and methodology for data collection.

The transport of goods over longer distances usually entails a mix of transportation forms. Overland connections generally combine rail and road for an optimum service that often operates according to fixed timetables and routes. Bohemiakombi spol. s r.o. was set up in 1992 as a wholly owned subsidiary of Kombiverkehr KG in Frankfurt in anticipation of the growing need for a regular transportation service between Eastern and Western Europe. The representatives of Bohemiakombi has the last but one presentation entitled *Solutions for Inter-modal Transport: Inter-modal Trailers or Swap Bodies?* focused on their experience with the two basic types of transport systems in combined transport; i.e. accompanied and non-accompanied combined transport. Accompanied combined transport means the transport of road vehicles (including the crew) by sets consisting of special low-floor railway wagons („Ro-La“ transport). Non-accompanied combined transport means transport performed by large containers, swaps bodies and articulated trailers.

Last presentation entitled *The Community Framework Programme on Research and Technological Development - successful Projects and Possibilities of Involvement in the Field of Transport and Logistics* was made by B2B LOCO project partners (CDV+STAR) in cooperation with Czech National Contact Point. The message to the participants was to raise their awareness about, grantss from the EU, the potential achievements, new relevant

calls within FP and about trends of members countries participation in FP as well as examples of successful FP projects related to logistics. Highlighted was case of Czech Republic that has around 2000 participants in FP compare to Italy or Germany that those countries has a ten time more participants in FP programs. But as far as the project success concern where Czech's institutes has participate the ratio is about European average. On the other hand if concerning the budget required from Czech institutes for cover their expenses within consortium in relation to the GERD (Gross domestic expenditure on R&D) then this way of analysis place Czech Rep. as last but one from whole EU. That could indicate that participation of Czechs could be more formal.

Presenters tried motivate participants of the section (that recruit a lot from SMEs) to get involved in next FP calls. Presenters try to explains to SMEs that they are the ones who are vital to the creation of innovative products and processes and The European Commission recognize it and wants to pay special attention to the funding for SMEs.

Finally was explained the relevance of B2B LOCO project to the activity of getting SMEs involved into FP and participants could recognize the potential of B2B LOCO Brokerage tool and Network for Logistics Competence

Evaluation

What was the profile of participants?

- SMEs
- Logistics companies
- Representatives of Government
- Representatives of local authorities
- Research structures
- Universities

How was the contribution in the discussions (active or passive)?

At the brokerage booth people mostly ask what B2B LOCO stands for, what kind of benefit could B2B LOCO provide them and finally they took many information materials related mostly to FP7 and provided by local NCP and B2B LOCO.

During the presentation "Section B" only some questions were asked and answered presenters and auditorium but mostly through the coffee break and after the session some interesting roundtable discussion and the face-to face discussions started and induced to help define a potential topics of new research that reflected partly also what has been presented. (see short summary)

Might additional events be helpful for companies including SMEs?

Based on a feedbacks from the event the SMEs logistics companies are not so well awared about FP programs in general and have a quite high fear to face a related bureaucracy. So the information about FP programs (mainly current calls), the discussions with right partners what kind of topics would have a sense to raise for research, and what are common proposal submitting related procedures are activities that are appreciated by SMEs.

How was the direct feedback from the participants in your own judgment / feeling?

In general the direct feedback of the participants was positive and satisfactory.

According to the evaluation forms that were filled in by the participants after the Event, the participants were highly satisfied with the event. According to the Czech scale 1 = excellent , 5 = very poor, the evaluation of presentation content was Ø 1,52 and level of panel discussion Ø 1,73 .

What issues (give some key words) were discussed with the participants?

- SMEs experience as well as problems from their daily working routine
- missing support of local and government authorities
- national project possibilities
- international project possibilities

Photographs:



Short summary:

The second B2B LOCO Brokerage Event “**Innovative logistic solutions**“ was held on 1st-2nd. December 2010. The main aim is to encourage the participation of SMEs in the Cooperation Programme of 7th Framework Programme, familiarize participants with the possibilities in the 7th Framework Programme and other national and international projects and the results of the newest EU Framework Programme projects, and at a last but not least to introduce B2B LOCO its brokerage toll and apply networking activities.

The agenda of the Event was organized within well known international conference SPEEDCHAIN 2010 and brokerage event was divided in two main parts. One was section B innovative logistic solutions that include five presentations about innovative solutions from SMEs and then it was closed by presentation about FP and logistic related projects as well as the analyses of EU members' participation.

Another part was Brokerage information booth where all participants could get materials related to presentation of other companies, or about FP7.

Of course the consultancy related to search for right partners or a call was included as well as last possibility to register in a brokerage tool.

On second day there was a field trip to Container Terminal METRANS - The largest container terminal in Central and Eastern Europe. Railway hub for Central and Eastern Europe, offering rail connection to Hamburg and Bremerhaven, with daily feeder service to Zlin and Dunajska Streda terminals.

Bellow you can find areas where participants find interest in future cooperation and will be appreciated if relevant call will appear:

Area 1)

The aim of new project could be focused at developing and improving technologies to support the implementation of lean logistics concept. The aim could be to enable the interoperation and reconfiguration of embedded devices in processing equipment, in order to establish the system achieving transparency of processes, predictability and cost efficiency. Research required would need study, design, experiment the architecture for supporting efficient manufacturing, logistics processes and also consideration of the product lifecycle in relation to industrial applications, business processes and the common information systems.

Realization part will then include also sensor based network, the well known RFID technology will be used for identification, and track and trace data in logistics processes enabling.

Area 2)

Often, the demonstration process involves certifications, accreditation of knowledge or capacity or specific audits. This is usually a costly process that cuts across several departments of the organization and its suppliers, converting it into a very high entry-barrier for SMEs. The objective of the project would be to develop technologies tools and practices to make this process affordable to SMEs. This requires addressing challenges in system modelling, verification, simulation, reference architectures, and lean system development. The research challenges involve also how to address certification in a product-line context, to avoid duplication of work and unnecessary re-certification.

Area 3)



Focus on technology for the transportation and conservation of alimentary produce such as seafood, meat, vegetables, dairy products, flowers, etc.. Technology can be applied to containers, swap bodies, truck bodies and cold stores and suitable both for road and intermodal transportation.

Technology should provide preservation quality, optimal temperature and relative humidity, combined with the absence of ventilation. Energy autonomy should be provided. The ideal would be absolute lack of noise and polluting emissions that will makes the system 100% environment-friendly. The improved thermal design could results in higher efficiency and the possibility of using power only, or preferentially, during the night with cheaper energy which further improves the cost effectiveness.

Annex 1: Internal study

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Czech Republic		
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	<i>Planned</i>	<i>Fixed</i>
Date	1-2.12.2010	1-2.12.2010
Venue/city	Brevnov Monastery Markétská 1/28 Prague	Brevnov Monastery Markétská 1/28 Prague
Thematic focus/objectives	<p>Thematic focus: The accompanying program of the international conference SPEEDCHAIN 2010 includes Brokerage Event organized as a technological information exchange aiming to establish contacts and search for partners for international research, technological and business cooperation and at the same time to support participation of small and medium-size enterprises in the Framework Program.</p> <p>year under the secondary title Logistics - Reality with Perspective. Conference mainly for top managers of Czech and multimodal logistic service providers, consultants, state administration representatives, representatives of universities and broad logistic public.</p>	<p>The objectives of the Brokerage event were based on the idea to promote to participants Framework Program as a „platform“ through which is possible to accelerate implementation of the innovative solutions. That is why within international conference SPEEDCHAIN 2010 the Section B- Innovative logistic solutions with brokerage event was held. After logistic SMEs presentations about their innovative logistic solutions the presentation about „The Community Framework Program on Research and Technological Development - successful Projects and Possibilities of Involvement in the Field of Transport and Logistics“ was held.</p> <p>Parallel there was for whole day the B2B LOCO booth where participants could require information about companies who already put left their presentation materials there, or about FP. The booth and presentation has been coordinated with Czech NCP.</p>

<p>Define a state-of-the-art within the planned thematic focus, present possible feedback on attractiveness of the research offer to SMEs</p>	<p>Small and Medium-sized Enterprises (SMEs) are the ones who are vital to the creation of innovative products and processes; however as far as e.g. Czech Republic concern just several ones are active within Framework Program in the area of transport or logistics.</p> <p>Logistics is no longer the classical transporting and storing business – it also comprises integrated planning, processing and control of the entire flow of materials and goods with the corresponding information flow. However, there often is a lack of suitable partners to push innovative projects or open up new market .</p> <p>The European Commission wants to pay special attention to the funding for SMEs under the Cooperation Program, Particular attention should be paid to ensuring the adequate participation of SMEs, in particular knowledge-intensive SME in transnational cooperation. The aim will be to enable at least 15% of the funding available under the ‘Cooperation’ part of the program to go to SMEs.”</p> <p>For these reasons, B2B LOCO project organizes the “Section B - Innovative logistic solutions + BROKERAGE EVENT”.</p>	<p>The Brokerage event fulfilled two functions concerning SMEs.:</p> <p>1st) Informative:</p> <ul style="list-style-type: none"> ○ What are the trends of innovative logistic solution developed SMEs by their own ○ Inform participants about new relevant calls within FP and about trends of members countries participation in FP as well as examples of successful FP projects related to logistics ○ How B2B LOCO Brokerage tool and B2B LOCO project itself (with the project partners) could be helpful in process to get involved in FP. <p>2nd) Networking</p> <p>Several hundreds of logistics related contacts has been gained for brokerage tool. In the following month those contacts has to be analyzed in relation to SMEs.</p>
<p>Contact your National Contact Point to collect some statistics on SME participation in transport and logistics projects of Framework Programme</p>	<p>The brokerage event is planed with Czech National Contact Point, namely with coordinator for TRANSPORT area Mr. Martin Skarka (skarka@tc.cz)</p>	<p>The Representative of National Contact Point delivered a many support materials related to FP, Czech participation compare with EU, relevant new calls a programs for SMEs etc.</p>
<p>Expected number of participants</p>	<p>60</p>	<p>105 of 464 registered at the conference visited section B.</p> <p>A lot of people have registered, but due tot the winter storm has not arrived to the place.</p>
<p>Profile of participants (SMEs, logistics companies, research, representatives of clusters or</p>	<p>Top managers of Czech and multimodal logistic service providers, consultants, state administration representatives,</p>	<p>Top managers of Czech and multimodal logistic service providers, consultants, state</p>

other networks, representatives of local authorities)	representatives of universities and broad logistic public..	administration representatives, representatives of universities and broad logistic public.
Date of distribution of invitations and other promotion activities (publications, media,...)	6 months before the event start distribution of advertisement for the Brokerage event.	<ul style="list-style-type: none"> -- Reliant Logistic News n. 8-9 2.cover pages· - Transport Magazin Česmad Bohemia n. 9 page 14· - CheMagazin n. 5 page 47· - International engineering fair Brno - distribution of flyers · - E-news n. 3 distributed 29.9.2010 (focused on B2B LOCO project)· -Logistika n. 10 page 59· - Reant Logistic News n. 10 page 3 public inquiry page 12. - Dopravní noviny n. 41 page 12 - Techmagazin n. 10 - Newsletter Eulog - Goodwill SK n. 10· - Technik (Economia) n. 11
Framework programme (e.g. technical visit, common dinner)	Presentations, brokerage information booth, gala evening, visit.	Presentations, brokerage information booth, gala evening, Individual Areas of the Logistic Practice, Unique Case Studies, Globalization of Logistic Chains, Panel Discussion, Field Trip to Container Terminal METRANS
Materials be distributed during events	Copies of presentations, publications related to FP, presentation materials of companies, questionnaire	Copies of participants list, programmed + map of the event, the guidelines for FP made by NCP, the evaluation forms for participants, pens and binders with attribute.
If an event is hold together with another national event (Which? Why?)	After successful professional logistic conferences organized under the name Speedchain in the proceeding years, the 5th year of the International Logistic Conference SpeedChain 2010 was identified as a appropriate one to be hold together with Brokerage event .For brokerage event is a lot of participants	At the conference SPEEDCAHIN 2010 has been registered 464 top managers and logistic professionals. The conference was attended by partners from 18 countries of the world

	<p>required. At the conference SPEEDCHAIN is expected to be attended between 200 - 450 top managers and logistic professionals. The last year of the international SpeedChain conference was attended by partners from 21 countries of the world.</p>	
<p>Other issues</p>	<p>In 2009, SpeedChain conference had a partnership with CHEMLOG International Project that will repeat in 2010 again based on good previous experience.</p>	<p>B2B LOCO was stated as a general partner of the conference. Conference was held under the auspices of Minister of Transport of the Czech Republic Mr. Vít Bárta</p>

Annex 2: Participants list (those who have registered through B2B Loco Website)

	First name	Last name	Company name
1	Michal	Dorcik	Vyskumny ustav dopravy Zilina Slovakia
2	Andris	Spulis	Latvian Supply Chain Cluster Riga Latvia
3	Kristyna	Jezova	OLTIS Group Olomouc Czech Republic
4	Ewa	Dobrzyniecka	Instytut Logistyki i Magazynowania Poznan Poland
5	Walter	Vassallo	CEO STAR Genoa Italy
6	Jan	Hamorsky	Truck Slovakia a.s. Bratislava
7	Martin	Pipa	Transport Research Center Brno Czech
8	Jing	Zhang	Power Equipment Technology Co., Ltd. Xuzhou Arima Xuzhou China
9	Haris	Demertzidis	DELTA Maritime Limited Thessaloniki Greece
10	Mehmet	Iyilikli	Teciroglu Istanbul Turkey
11	Cristina	Savarese	STAR Genoa Italy
12	Yale	Herer	Technion Haifa Israel
13	Teodora	Gaidyte	Technical University Vilnius Lithuania
14	Franjo	Mihoci	Prometis Zagreb Croatia
15	Irena	Andlar	Gec Plesce Croatia
16	Adnan	Kurtagic	Kaprom Novi Travnik Bosnia and Herzegovina
17	Joanna	Jablonska	School of Logistics Poznan Poland
18	Drago	Bebek	Ekonomski biro Samobor Croatia
19	Mariusz	Walczak	University Poznan Poland
20	Dawid	Majchrzak	University Swarzedz Poland
21	Andrius	Rutelionis	Technical University Vilnius Lithuania
22	Jurgita	Juskeniene	Technical University Vilnius Lithuania
23	Dario	Majic	Ricardo, d.o.o. Osijek Croatia
24	Haris	Saraljic	ASA Sped, d.o.o. Sarajevo Bosnia and Herzegovina
25	Nermina	Planincevic	ASA Sped, d.o.o. Sarajevo Bosnia and Herzegovina
26	Bibiana	Bukova	University of Zilina Zilina Slovakia
27	Iveta	Kubasakova	University of Zilina Zilina Slovakia
28	Ali	Koc	University Antalya Turkey

29	Szymon	Truskolaski	School of Logistics Poznan Poland
30	Adriana	Palasan	Supply Chain Management Center SRL Bucharest Romania
31	Ivan	Bednarik	Express Slovakia "Medzinarodna preprava, a.s." Bratislava Slovakia
32	Akos	Eder	PBN Szombathely Hungary
33	Malgorzata	Kirchner	Institute of Logistics and Warehousing Poznan Poland
34	Alena	Kutna	ZSSK Cargo Puchov Slovakia
35	Saverio	Iacaruso	Individual Cooperativa Apricena Italia
36	Matyas	Lazary	Pbn Hungary

Participants list 2 (SpeedChain 2010 participants)

1	Miroslav [ed1]	Auzký	TomTomWORK
2	Ivan	Barančík	Vysoká škola logistiky Přerov
3	Vladislav	Bareš	VŠE
4	Petra	Bártová	Univerzita Parubice
5	Martina	Bártová	Ministerstvo dopravy
6	Ivan	Bednarik	Medzinarodna preprava a.s.
7	Richard	Bednařík	MG Supply Chain
8	Jiří	Bendl	MTP
9	Tomáš	Bílek	Schoeller Arca Systems
10	Michal	Bílý	GS1 Czech Republic
11	Robert	Bocker	Cushman&Wakefield s.r.o.
12	András	Borsiczky	Regional Development Holding Ltd.
13	Jiří	Bouma	ICZ
14	Miroslav	Bradna	PST-CLC
15	Vojtěch	Brouček	PST-CLC
16	Michaela	Bruková	Reliant Logistic News

17	Silvano	Brustiano	Provincia di Novara
18	Štěpán	Buchta	GŘ HZS ČR
19	Bibiana	Buková	Ťilinská universita v Ťilině
20	Rudolf	Cagáň	NCHZ Nováky
21	Tomáš	Caletka	LRQA
22	Tiziano	Casarotti	Provincia di Novara
23	Václav	Cempírek	Univerzita Pardubice
24	Martin	Cetl	Čechofracht
25	Pavla	Cihlářová	GS1 Czech Republic
26	Petr	Ciupek	Zarges
27	Hana	Císařová	Univerzita Pardubice
28	Chad	Collins	HighJump
29	Jaroslav	Čermák	ZCHFP SR
30	Josef	Černý	ICZ
	Milan	Čmiko	CM TRANSPORT TACHOV s.r.o.
31	Miroslav	Čuga	HADVIČÁK s.r.o.
32	Zdeněk	Čujan	Vysoká škola logistiky Přerov
33	Eva	Děkanová	Geis CZ s.r.o.
34	Irenej	Denkocy	ZCHFP SR
35	Vladimír	Doboš	HAFEN HAMBURG Marketing
36	Ewa	Dobrzeniecka	Institute of Logistics and Warehousing
37	Michal	Dorcik	Vyskumny ustav dopravný
38	Darija	Dosedlová	CM TRANSPORT TACHOV s.r.o.
39	Jiří	Došek	Dekra Automobil
40	Tereza	Douděrová	CACS
41	Hana	Drahotská	Univerzita Parbubice
42	Milan	Dráždil	MPO

43	Luděk	Drnec	DHL Express
44	Jiří	Duben	Česko-saské přístavy
45	Ákos	Éder	PBN
46	Helena	Fejtková	Reliant Logistic News
47	Martin	Felix	Transport Magazin
48	Richard	Fišer	DEXION s.r.o.
49	Vladimír	Fišer	Bohemiakombi
50	Tomáš	Formánek	Logio
51	František	Franěk	TomTomWORK
52	Teodora	Gaidyte	Vilnius Gediminas Technical Univ.
53	Tomáš	Gančarčík	DACHSER Czech Republic a.s.
54	Zuzana	Garajová	VŠE
55	Jozef	Gašparík	Ťilinská univerzita Ťilina
56	Marcela	Gavalierová	DACHSER Czech Republic a.s.
57	Eva	Gelová	CDV
58	Spiridon	Georgiadis	Mantis
59	Vladana	Gotvaldová	Pelamis
60	Martina	Gregarová	ČLA
61	Ivan	Gros	VŠCHT
62	Jan	Gruber	MD ČR
63	L'ubomír	Hadvičák	HADVIČÁK s.r.o.
64	Márta	Hampel	Hungarian Logistics Association
65	Anna	Hanáková	FTL - First Transport Lines a.s.
66	Miluše	Hanyšová	ICZ
67	Jana	Hašková	ČIA
68	Petr	Havel	BIVŠ

69	Ondřej	Havlena	Author
70	Yale	Herer	Technion
71	Tomáš	Hladík	Logio
72	Petr	Hlaváč	
73		Horečný	ZSSK Cargo
74	Petr	Hornický	Finpro
75	Anna	Hrabáková	Reliant
76	Ivo	Hruban	Univerzita Pardubice
77	Jan	Hrubý	TimoCom
78	Roman	Hruška	Univerzita Pardubice
79	Hana	Hřibalová	T-Systems
80	Daniela	Hykšová	Univerzita Pardubice
81	Joanna	Jablonska	Poznan Schol of Logistics
82	Matěj	Jacina	DHL Supply Chain
83	Juraj	Jagelčák	Ťilinská univerzita Ťilina
84	Jiří	Jánský	SG Equipment Finance CR
85	Miroslava	Jechoux	ND Logistic
86	Kristýna	Jeřová	OLTIS Group
87	Jurgita	Juskeniene	
88	Aleš	Kadeřábek	Binta
89	Jiří	Kalenský	Reliant
90	Tereza	Kalousová	VŠE
91	Rudolf	Kampf	Univerzita Pardubice
92	Malgorzata	Kirchner	Institute of Logistics and Warehousing
93	Jiří	Kladiva	CBC Consulting
94	Milan	Klupal	Novinář
95	Martin	Kment	LOGIO
96	Richard	Kneschk	AUDIS RK
97	Ladislav	Knespl	Krajský úřad Ústeckého kraje
98	Martin	Knížek	Logistika
99	Petr	Kolář	VŠE
100	Lucie	Kolková	Ital Tecno Group
101	Lenka	Kopecká	ČD - Telematika a.s.
102	Ladislav	Kopecký	Spolchemie

103	Petr	Kopič	Jihlavan
104	Martina	Korbelová	Prague Congress Company
105	Miroslav	Kos	soukromá ordinace
106	Eva	Kosová	Medicom Praha
107	Zuzana	Kosová	PriceWaterhouseCoopers
108	Marta	Kouřilková	Fosfa
109	Jan	Kovařík	DSB
110	Vlastimil	Koťej	CID International a.s.
111	Libor	Král	ČD - Telematika a.s.
112	Jakub	Kratochvíl	VŠE
113	Nicole	Krauzová	L.C. Sokotrans
114	Roman	Krejčík	Spedica Logistic s.r.o.
115	Petr	Kročá	OLTIS Group a.s.
116	Pavel	Kropáček	REGULA
117	Martin	Kroupa	Changhong Europe Electric
118	Alexandr	Křížtek	Railreklam
119	Tomáš	Křížtek	ČD - Telematika a.s.
120	Iveta	Kubasáková	Ťilinská universita v Ťilině
121		Kubelka	Management Consulting Automotive
122	Jitka	Kubelková	Import Volkswagen Group
123	Jan	Kučera	BOHEMIA CARGO
124	Aleš	Kučera	PARAMO
125	Lenka	Kučerová	VŠE
126	František	Kyncl	ČSAD Hodonín
127	Pavel	Lamacz	ČD Cargo
128	Richard	Lamper	ČSAD Invest Logistics
129	Jitka	Landová	BOHEMIA CARGO
130	Karel	Laube	SSI Schafer
131	Lukáš	Lejček	BDP RSC s.r.o.
132	Ondřej	Lejsal	KAMPOS s.r.o.
133	Zdeněk	Lejsek	T-Systems
134	Tomáš	Ligurský	Omega Servis Holding a.s.
135	Anastasiya	Loseva	VŠE
136	Jakub	Loun	VŠE
137	Tomáš	Lulek	Moody International

138	Markéta	Luštická	Eulog
139	Ivan	Macho	Eulog
140	Ivana	Majerová	STILL
141	Jerzy	Majchrzak	Polish Chamber of Chemical Industry
142	Pawel	Malurz	Polish Chamber of Chemical Industry
143	Rudolf	Malý	PST-CLC
144	Pavol	Marušinec	Min. dopravy SR
145	Yvona	Mazačová	Telefónica O2 Czech Republic, a.s.
146	Bertram	Meimbresse	
147	Štefan	Mestický	OLTIS Group a.s.
148	Marcello	Miani	Provincia di Novara
149	Franjo	Mihoci	Prometis Ltd.
150	Jaroslav	Mikšovský	PARAMO
151	Auzký	Miroslav	TomTomWORK
152	Miroslav	Moniak	NCHZ Nováky
153	Peter	Mulík	LC Slovaktrans Michalovce
154	Jiří	Müller	TomTomWORK
155	Eduard	Muřický	MPO
156	Daniela	Mušková	Binta
157	Hana	Náhlovská	DACHSER Czech Republic a.s.
158	Jan	Němec	Advanced World Transport
159	Ladislav	Novák	SCHP ČR
160	Věra	Nováková	ČD - Telematika a.s.
161	Jiří	Novotný	LOGICON Partner s.r.o.
162	Ondřej	Nový	Logio
163	Jiří	Ovesný	Still
164	Jiří	Padevěť	R-projekt 07
165	Lucie	Padevětová	Reliant
166	Adriana	Palasan	Supply Chain Management Center
167	Martina	Patáková	TopPartners
168	Peter	Pavlík	ŤS Cargo Slovakia
169	Andrea	Pechová	ABF
170	Jiří	Pejčoch	DSB
171	Šárka	Pěkná	NZ Global
172	Jan	Peroutka	Securitas

173	Tomáš	Petrusek	Bohemiakombi
174	Alexander	Pfeiffer	LC Lauterbach
175	Jiří	Pichrt	DACHSER Czech Republic a.s.
176	Martin	Pípa	CDV
177	Andrea	Pitronová	Crest Communications
178	Rostislav	Plachý	Cargo tradic
179	Roman	Plánský	TomTomWORK
180	Václav	Podstawka	Nebezpečný náklad
181	Roman	Polma	ČIA
182	Jan	Polter	DACHSER Czech Republic a.s.
183	Giuseppe Santo	Ponza	Ital Tecno Group
184	Jiří	Pravenec	GEIS CZ s.r.o.
185	Zdeněk	Procházka	Probo Group
186	Alena	Procházková	Navisys
187	Petr	Průša	Upce
188	Rafal	Przybylkiewicz	Gazoprojekt
189	Petr	Příbyl	Binta
190	Jiří	Půlpán	TimoCom
191	Jiří	Purm	Moody International
192	Jan	Razima	Color Expert Štorch CZ s.r.o.
193	Miloš	Rátek	ICZ
194	Jan	Rechtoris	AWT VADS
195	Iveta	Repová	Schoeller Arca Systems
196	Jan	Rindt	SSI Schafer s.r.o.
197	Viktor	Roman	Kvadro auto
198	Miroslav	Rotrekl	CHEMagazin
199	Alena	Rozmarová	TopPartners
200	Miroslav	Rumler	Reliant
201	Miroslav	Rumler	Reliant
202	Hana	Rumlerová	Janssen-Cilag
203	Katarina	Rusnáková	Podnikové systémy
204	Anrius	Rutelionis	
205	David	Růžička	BDP RSC s.r.o.
206	Kamil	Řehák	Freight Masters Solutions
207	Jana	Řeháková	Finareal

208	Pavel	Říha	DACHSER Czech Republic a.s.
209	Cristina	Savarese	STAR
210	Conrad	Schmidt	
211	Wolfgang	Schnabel	Dow Olefinverbund
212	Tillmann	Scholbach	Ministerium für Landesentwicklung und Verkehr des Landes Sachsen-Anhalt
213	Jaroslav	Schön	BDP RSC s.r.o.
214	Miloš	Sitný	Univerzita Pardubice
215	Jan	Sixta	Krajský úřad Ústeckého kraje
216	Renata	Slabá	
217	Petr	Smolník	Podnikové systémy
218	Eva	Sojovská	Logio
219	Dalibor	Sosna	PST-CLC
220	Lukáš	Soukup	CDV v.v.i.
221	Daniel	Srb	Firemní akce
222	Martin	Stojanov	Srba Servis
223	Maxmilián	Stružka	Univerzita Pardubice
224	Petra	Suková	Dopravní noviny
225	David	Svatoš	Logio
226	Michal	Svoboda	BOHEMIA CARGO
227	Pavel	Sýkora	Česko-saské přístavy
228	Radek	Šebela	it2b
229	Petr	Šebesta	EHP – Kalmar
230	Jaromír	Široký	Institut Jana Pernera, o.p.s.
231	Martina	Škodová	VŠE
232	Rudolf	Šmatlák	Tente
233	Ladislav	Špaček	SCHP ČR
234	Petr	Špaček	CACS
235	Radek	Špicar	Škoda Auto
236	František	Špičák	Logistika
237	Dalibor	Špoták	Krajský úřad Ústeckého kraje
238	Karel	Šprojcar	STILL
239	Leoš	Šrom	Velvana
240	Vojtěch	Šťastný	DHL Supply Chain
241	Miroslav	Štrop	UNIPETROL DOPRAVA

242	Vladimíra	Štrynclová	SOŠ logistická a SOU
243	Marek	Šucha	Logio
244	Jiří	Šulc	poslanec ČR
245	Martina	Taliřová	Linde Material Handling
246	Jiří	Tencar	Ekologické stavby
247	Milan	Teršl	Srba Servis
248	Karel	Tisoň	Schoeller Arca Systems
249	Peter	Tkáč	Eurospeda Humenné
250		Tkáčová	
251	Pavel	Toman	Dopravní noviny
252	Barbara	Tosi	Provincia di Novara
253	Eva	Trnková	Dopravní noviny
254	Szymon	Truskolaski	Scholl of Logistics – Poznan
255	Petr	Tůma	DACHSER Czech Republic a.s.
256	Jiří	Turner	Austis
257	Svatopluk	Úředníček	ND LOGISTICS CZ s.r.o.
258	Zdeněk	Úředníček	Vysoká škola logistiky Přerov
259	Pavel	Vachuda	ICZ
260	Ondřej	Vajda	Intercatering
261	Tadeáš	Valenta	ESP Holding
262	Roman	Vallovič	Budamar Bratislava
263	David	Vančata	DHL Supply Chain
264	Tomáš	Vaněk	DHL Supply Chain
265	Walter	Vassallo	STAR
266	Rostislav	Vašek	CID International a.s.
267	Ruud	Verstegen	Quintiq
268	Alexander	Vít	Hangartner
269	Pavel	Vítek	Time-out
270	Veronika	Vítková	Logio
271	Miroslav	Vlasák	UNIPETROL DOPRAVA s.r.o.
272	Soňa	Vlasáková	VŠE
273	Petr	Vlček	DHL Supply Chain
274	Jana	Vlčková	Univerzita Pardubice
275	Vladimíra	Vlčková	UNIVERTZITA PARDUBICE
276	Hana	Vohánková	ERS Railways

277	Jiří	Vojtěch	Linde Material Handling
278	Vít	Voláček	Conteg s.r.o.
279	Pieter	Vos	Tesco
280	Monika	Vostrá	Městský soud Praha
281	Lukáš	Vostrovský	Cushman&Wakefield
282	Jana	Vránová	VŠE
283	Jens	Willing	isw Institute for Structural Policy and Economic Development
284	Witold	Zadrožny	
285	Zdeněk	Zahrádka	ESA
286	Radek	Zajíc	Denios
287	Martin	Záklasník	T-system
288	František	Záveský	Univerzita Pardubice
289	Lubomír	Zelený	VŠE
290	Josef	Zeman	Telefónica O2 Czech Republic, a.s.
291	František	Zídka	Trans-Sped-Consult s.r.o.
292	Lenka	Zischková	ESP Holding
293	Václav	Ťivec	LC Sokotrans

Annex 3: Brokerage Event introduction/ questionnaire



BROKERAGE EVENT

Logistics is no longer the classical transporting and storing business – it also comprises integrated planning, processing and control of the entire flow of materials and goods with the corresponding information flow. However, there often is a lack of suitable partners to push innovative projects or open up new market.

Small and Medium-sized Enterprises (SMEs) are the ones who are vital to the creation of innovative products and processes; however, the financial crisis has highlighted the ongoing limited flow of capital to these companies, which is crucial to ensure sustainability of the sector.

The European Commission require to pay special attention to the funding for SMEs under the Cooperation Programme, following the target in the Decision establishing FP7 (Framework programme).


Particular attention should be paid to ensuring the adequate participation of SMEs, in particular knowledge-intensive SME in transnational cooperation. The aim will be to enable at least 15% of the funding available under the 'Cooperation' part of the programme to go to SMEs."

For these reasons, B2B LOCO project organises the "Section B - Innovative logistic solutions + BROKERAGE EVENT", which is strongly supported by the 16 international partners and Czech National Contact point (in the frame of Technology Centre AS CR).

The main aim is to encourage the participation of SMEs in the Cooperation Programme of 7th Framework Programme.

B2B LOCO 2nd Brokerage Event is the ideal environment for:

- small and medium-sized enterprises (SMEs), offering and / or looking for new technologies ,
- scientists / research institutes offering innovative RTD results for SMEs in logistics and transport sector,
- start-up companies and entrepreneurs which plan to create strong, successful consortia for participating in FP7,
- those who meet quite a lot of obstacles to get involved in EC Framework Programmes (FPs), because of lack of awareness and understanding about FPs and problems with identifying suitable partners from other EU member countries.

If you are interested in more information please visit **Section B** or just drop the filled out questionnaire (see other side) at the info point  of B2B LOCO 2nd Brokerage Event.

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Name of Company	Activity area1	Activity area2	Skills and expertise offered / requested	Are you currently involved in any topic for research or development of innovative solution? If not secret, please specify	Previous FP or TransNational Project participated	Contact Person	email / URL / phone
ACTIVITY AREA							
1 - transporters							
2 - logistic operators							
3 - project developers							
4 - equipment suppliers							
5 - software suppliers							
6 - other suppliers							
7 - motor vehicles							
8 - training and consulting							

