



ALOT
SUSTAINABLE TRANSPORT
COMPETITIVE LOGISTICS

Essencial bvba-
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Object: confirmation of Study and benchmark of additional services for logistics by RIS implementation in the frame of RIS, River Information System COD. TEN-T 2010-IT-70203-S

Brescia 04/11/2013

A.L.O.T. s.c.ar.l. hereby confirms your offer for the realization of the RIS, River Information System COD. TEN-T 2010-IT-70203-S study and benchmark of additional services for logistics as described in the attached Bid and as follow:

- the price for all services offered is **6.000,00 Euros**, VAT excluded (not invoiced), costs involved in having contacts with reference people, having one meeting in Mantua or Brescia for evaluation of the draft report and travel costs included
- Study delivery dealines: 15/11/2013
- Essencial will invoice in one solution at final delivery of the study
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Please insert in your invoice the following datas: RIS, River Information System COD. TEN-T 2010-IT-70203-S, CIG 5412157D3B.

For the validity of this acceptance, please give this back countersigned and with the following documents:

- a copy of VAT registration document (if applicable) and if not a copy of some official document (official gazette, company register etc.), showing the name of the legal entity, the address of the head office and the registration number given to it by the national authorities
- a model attesting to the regular contributions (taxes) of the company
- All. 1 filled in compliance with L. 136/2010 E 217/2010 Legislation on traceability of payment for contracts for works, supplies and services to Italian public entities
- Authorization (implicit returning this signed) to the publication of your details ((bid, offer confirmation) as per out art. 18 dl 83/2012 (Transparency)

Thank you very much for your cooperation.

Best regards,

Il Direttore di A.L.O.T. s.c.a.r.l.
(Guido Piccoli)

A.L.O.T. s.c.a.r.l.
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AGENCY OF EAST LOMBARDY FOR TRANSPORTS AND LOGISTICS
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RIS Implementation Project Proposal:

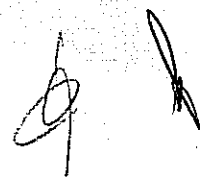
Study and benchmark of Additional services for logistics by RIS implementation

Client: **A.L.O.T. s.c.a r.l.**
Agenzia della Lombardia Orientale per i Trasporti e la Logistica
Agency of East Lombardy for Transports and Logistics
Via Cipro, 16 - I-25124 Brescia – Italy
VAT 03057190989

Proposed by: **Essencial Supply Chain Architects**
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VAT BE 861.237.858

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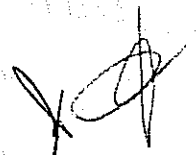
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1 Global framework of RIS implementation supported by EU

As part of the action plan of growing the importance of the inland waterway system in Northern Italy, the implementation of RIS systems along the inland waterways is also strongly considered as a positive element.

Beside that, there is the obligation of the European Commission of having implemented different parts of RIS systems along a member country's inland waterways.

We take over texts from the www.ris.eu website to further give the global framework:

Policy development

The European transport policy support RIS development on European waterways from Class IV onwards. Its support for RIS not only relates for specific inland navigation purposes (within the framework of the Naiades policy) but also in relation to e-maritime policy development. In 2011, the EC published its White Paper "Roadmap to a Single European Transport Area". The White paper also highlights the importance of having integrated multimodal travel services across the EU. Innovation in Intelligent Transport Systems (ITS) through initiatives such as a directive on the deployment of ITS as well as an action plan containing specific targets are mentioned.

The RIS-policy is elaborated in the EC NAIADES policy (2005) - on the promotion on inland waterways transport. Actually (June 2011) a new NAIADES II-policy is under development. The EU RIS policy development does fit into the overall EU maritime Blue Belt policy goals, further integrating maritime, port, short sea and inland waterway transport policies. The importance of a EU RIS policy is also covered by the EC Action Logistics plan (2006). Identifying the need for ITS (e-Freight).

Legislative Framework of the European Union

On October 20th 2005, the EU RIS Framework Directive of the European Union (2005/44/EC - OJ L 255 30.09.2005) entered into force. The deadline for transposition in the EU Member States was October 20th 2007.

The Directive is applicable to all waterways of class IV or higher across the European Union and provides binding rules for the authorities on the implementation of RIS services according to agreed regulations.

The framework directive aims:

- to provide for a European-wide framework for the implementation of the RIS concept (to prevent a patchwork of national legislation and various RIS applications).
- to encourage European suppliers of equipment to produce hardware and software at reasonable and affordable costs and to perceive European RIS technology as a market opportunity.
- RIS applications to be interoperable and compatible on a national as well as European level in order to allow continuous cross border traffic without technical obstacles.
- to harmonize data exchange and communication on a European level in order to facilitate the interoperability of the entire system.
- to develop a minimum level of security for users as well as hardware and software manufacturers.
- to implement the RIS Directive (2005/44/EC) technical guidelines for the planning, implementation and operational use of services are required.

To implement the RIS directive, the EC issued Directive 2007/414/EC. The RIS Guidelines, entered into force on 24/04/2007 (OJ L 105, 23.4.2007) and describe a systematic procedure to develop new guidelines, including the user groups to be consulted.

The EC RIS guidelines are applicable for the traffic and transport on inland waterways - the traffic of cargo vessels, passenger vessels and pleasure craft - in connection with valid national and international regulations, recommendations and guidelines.

The RIS Guidelines take account of work carried out by relevant international organizations. They may be

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complemented by detailed guidelines and standards for applications in specific parts of the world.

Apart from the work of the Expert Group on Inland ECDIS, the EC has issued Commission Regulations on VTT, NIS, and ERI. [See further legislation](#)

R&D and implementation assistance (i.e. TEN-T/FP 7)

The major European funds supporting RIS implementation are TEN-T and the research and Development Framework Programmes (FP), actually FP 7. Also the Marco Polo programme allows opportunities for support. [See further support programmes](#)

Monitoring the execution of legislation.

An important task of the European Commission is to monitor the implementation of legislation, i.e. the RIS framework directive. If EU Member States do not fulfill the requirements of the EU legislation this could lead to an infringement procedure. So far, for RIS this has not taken place.

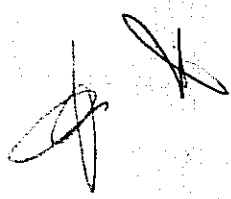
2. Project demand

The demand of A.L.O.T. expressed by his Director Mr. Guido Piccoli is the following:

'Give A.L.O.T support in giving them insight in potential additional service of RIS for logistics applications and support in the Northern Italy inland waterway system. Give indications and benchmarks for the costs of utilization and introduction of RIS for various direct and indirect services.'

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3 Proposal of Essencial Supply Chain Architects

3.1 Why Essencial?

Essencial Supply Chain Architects and her founder and director ir. Filip Verbeke, are experts in the field of inland waterways. Essencial Supply Chain Architects is a specialised consultancy team, founded by Filip Verbeke in 2003. In the same way as traditional architects they provide creative and sustainable solutions for transport problems in the industry.

Filip has a strong background in industry: from industrial engineering to logistics, transport, purchasing, it systems and production.

Filip Verbeke is now working since 4,5 years for the flemish government as Transportexpert for the network managers in Belgium. The objective is to move cargo from road to inland waterways. Filip realised up to 1.200.000 tons (continuously) from road to water and realised the competitiveness of transport of palletised goods and small breakbulk via the inland waterways. Filip is supporting the government and decisions makers in their strategic plans to develop inland waterway transport, in close collaboration with INE, Inland Navigation Europe.

Essencial Supply Chain Architects provides practical solutions and concepts and has a long experience in implementation of strategic plans. In the team of Essencial Supply Chain Architects are within short 3 transportexperts active for inland navigation projects.

Filip is actually working for the Flemish waterway operator "nv De Scheepvaart" and in this assignment he also started several innovative inland waterway projects such as pallets on the waterways for the building sector. He has a very clear and reknown **operational knowledge of the sector**. By using his contacts he can give active feedback on infrastructure development and ships design.

Filip was also deeply involved in different projects which studied the possibilities of RIS for logistics, with all kind of operators in Flanders.

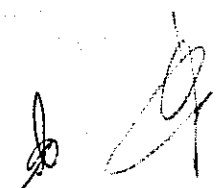
Filips Curriculum Vitae is attached in Chapter 6.

3.2 Proposal and plan of activity:

Different steps will be gone through:

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- Check out relevant contact persons at the waterways managers and promotion institutes in: Belgium, France, Netherlands, Germany, Austria, Hungary as being the most important.
- It must be said that in Belgium a huge number of pilot projects has been run like below but other countries will be checked too:
 - Logistics tracking and tracing
 - Lock planning and calculation of ETA
 - VisuRIS
 - other
- Define questions to be sent over to these key persons to find out:
 - Status of the different RIS projects knowing:
 - ERI
 - NTS
 - ECDIS
 - VTT
 - Check the test projects and planned developments for RIS applications from which logistics sector can benefit.
 - Evaluate implementation costs and utilization costs afterwards.
- Send out mails, have phone contacts, eventually meet them if necessary.
- Organise a meeting with the most interesting key person in test projects for logistics. This meeting can be in Belgium or in Italy.
- Resume the answers in a structured draft report.
- Discuss this draft report with A.L.O.T. and the Province of Mantova.
- Make the final report.

4 Financial investment and requirements for A.L.O.T.

Essenciál proposes to execute this project as a fixed fee project for € 6.000 excl. VAT. VAT will not be invoiced.

All costs involved in having contacts with reference people, having one meeting in Mantova or Brescia for evaluation of the draft report, are included in this price.

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Essencial
supply chain architects



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5 Payment conditions

We propose only one invoice moments:

- € 6.000 after approval of final deliverable.

Invoicing will not be done without prior approval by A.L.O.T..

Payment will be due 30 calendar days after invoice date.

Travel costs are included in the total price.

6 Curriculum Vitae of Filip Verbeke

Address: Millegemweg 46
BE 2531 Vremde (Belgium)

Mobile: +32 472 318875

Email: filip.verbeke@essencial.be

Company website: www.essencial.be

Profile:

Open and analytical mind. Result driven with a coaching attitude. Hands on mentality, keeping in mind the strategic goals

Languages:

- Dutch: Mother tongue
- English: Fluent
- French: Fluent
- German: Fair
- Italian: Fair

Professional experience:

2003 - today : Essencial – Owner and director

➤ Starting a new business specialised in Supply Chain Projects – A wide range of projects is successfully implemented:

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- *nv De Scheepvaart/VOKA – support of companies in Flanders region in finding modal shift opportunities towards inland navigation. Materialflow analyses, handling techniques optimisation.*
- *Palletised goods are transported succesfully on inland waterways actually (300.000 + tons pa).*
- *Calculation of roro transport system from Genk to UK (via Vlissingen or Rotterdam).*
- *Development of shuttle in Port of Antwerp for silo trucks.*
- *Several material flow analysis projects for big and small companies (SME's).*
- *Oceanwide NV – business plan and optimisation of barge feeding project.*
- *Sodexo – selection of route optimisation software package.*
- *Spanolux – production planning support: software specification and implementation for planning and order handling.*
- *G4S – analysis and redesign of logistics activities of systems department.*
- *Manuport Group – BPR project involving product flow, order handling, stock management and invoicing resulting in a better, more fluent organisation.*
- *Talimpex – BPR after take over (Dockx Group).*
- *Sociaal Fonds voor het Goederenverkeer – Functional Study of the Financial interface between applications.*
- *Blits Belgium NV – Support of commercial relationship with Telenet.*
- *DHL Air & Ocean – Process redesign to implement e-invoicing (Isabel)*
- *DHL Freight – Design of a 4PL platform to plan and follow up FTL for major customers.*
 - *SHAPE – Make or buy decision for facility and maintenance in Bergen*
 - *Paperpack – Support of tender for warehousing and distribution in Benelux.*
 - *Mobistar – Senior buyer IT (Interim management role)*

2001 – 2003: Compendium Belgium – Senior Consultant

- **Responsible for development of logistics projects**
- **Operational and project Management**
- **Networking with PICS, VIB, VMA, VIL,..**
- *Breva NV – Organisational reengineering of purchase department resulting in a more professional way of working*
- *Tenneco Automotive – European Spent analysis to save significant in non production expenses*
- *Mobistar NV – Interim management function to design and set up a suppliers management tool for critical high tech products – Redesign of the distribution process, design and implementation of supplier cockpit taking into account different SLA*
- *Base NV: Supply Chain opportunity scan for IT related commodities – Procurement card and e-procurement study*

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- *Belgian Post – Supply Chain Project studying resulting in a lean logistics and purchase department – screening the warehouse process to define a new more efficient organisation*
- *ING – Study to define the potential saving in ICT*
- *Novartis: Audit of the organization and systems used in purchasing department and distribution – Set up of a supplier cockpit*

1996 – 2001: Atlas Copco Airpower NV – Quality Air Division

- *Group leader Logistics and Process Development (1998 – 2001)*
- *Group leader Purchasing and logistics (1996 – 1998)*
- *Study, develop and execute e-procurement and e supply chain planning, advanced planning systems and knowledge management systems – Lead optimisation projects in logistics and production – Initiate and implement new ERP system*
- *Responsible for purchase and logistics of direct and indirect material*

1986 – 1996: Atlas Copco Airpower NV – Oil-free Air Division

- *Project lead Modular Product Offering*
- *Group leader Manufacturing and Industrial Engineering*
- *Lead efficiency improvement projects in assembly, test and painting area*
- *Conduct high value investments in operations (new factory, new painting line, ..)*

1984 – 1986: Philips NV

- *Engineer*
- *Mechanical design of machines producing lightning products*

Education:

Civil Engineer Electro Mechanics (University of Gent)

CPIM: Professional Supply Chain Training of APICS: Certified in Production and Inventory Management (PICS Antwerp).

Master: Website and internet software engineering (UAMS Antwerp).

Accounting en financial training (VDAB).

SAP training (on going).

Other:

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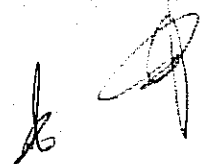
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Member of VIB – VOKA - OTM

Personal data:

Date of birth: August 26th 1960

Married with: Christine Spaas

Children: Pieter (25)

Karel (23)

Kathleen (19)

Free time: Cycling, running, walking, skiing, cooking, furniture design, reading.

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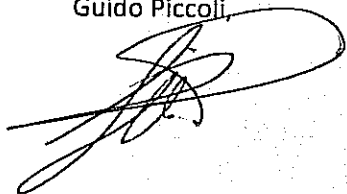
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7 Contract agreement

Parties here under agree on the execution of the above mentioned project and agree on terms and conditions as described in paragraphs 1-6.

Guido Piccoli



Date:

Place:

Authorised representative for:

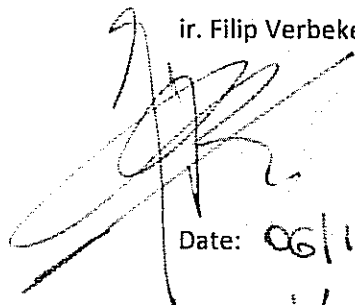
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ir. Filip Verbeke,



Date: 06/11/2013

Place: Vremde

Authorised representative for:

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- a model attesting to the regular contributions (taxes) of the company
- All. 1 filled in compliance with L. 136/2010 E 217/2010 Legislation on traceability of payment for contracts for works, supplies and services to Italian public entities
- Authorization (implicit returning this signed) to the publication of your details ((bid, offer confirmation) as per out art. 18 dl 83/2012 (Transparency)

Thank you very much for your cooperation.

Best regards,

Il Direttore di A.L.O.T. s.c.a.r.l.
(Guido Piccoli)

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