

**Inland
Navigation
Week**



TECHNOLOGY MATCHMAKING WORKSHOP



ENTRANCE

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Monday March 20th 2023



Greening the fleet & Technology matchmaking workshop

Purchase Aggregation

Workshop

20 March 2023



The project has received funding from the European Union's Horizon 2020 research and innovation program under Grant Agreement N°101006681.



ENTRANCE What is ENTRANCE?

ENTRANCE – European matchmaking platform for innovative transport and mobility tools and services

ENTRANCE is a three-year project funded by the European Union's Horizon 2020 programme to support the implementation 'First of a Kind' solutions for sustainable transport and mobility in Europe and accelerating their EU-wide market access, scaling up and derisking capacity.



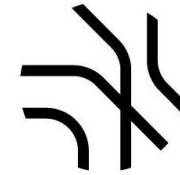
ENTRANCE began in January 2021 and will finish in December 2023.



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The ENTRANCE consortium

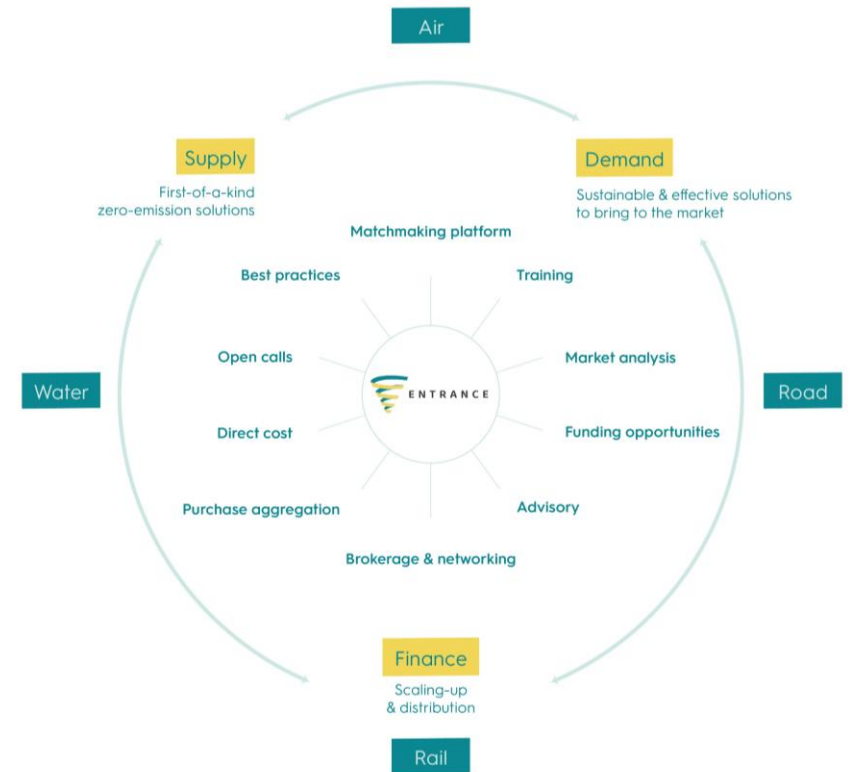
The project is led by the CIAOTECH PNO from Spain and has 15 partners from six European Union member states and one associated European country.



ENTRANCE's Mission

ENTRANCE "Supply-Demand-Finance" triangle

ENTRANCE offers an innovative EU online matchmaking platform and complementary offline services designed to mobilise financial resources to accelerate the market access and upscaling of "first of a kind" sustainable transport and mobility solutions and foster their de-risking, thereby reducing the European CO2 emissions and pollutants caused by the transport and mobility sector.



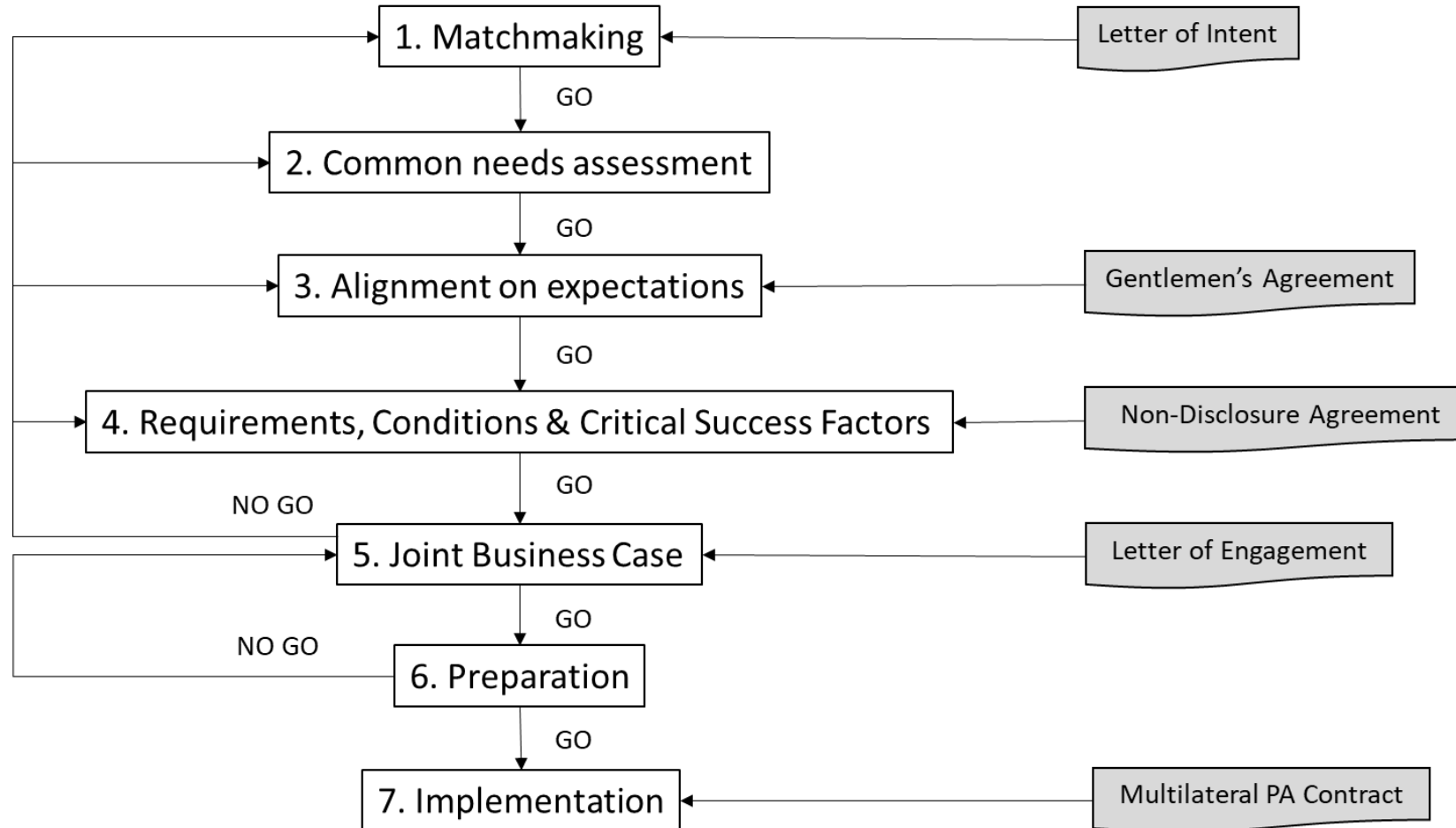
Purchasing Aggregation

impartial orchestrator of purchase aggregations **to ensure a fair negotiation of the risk-, cost-, and gain-sharing mechanisms** between the collaboration stakeholders. The trustee meets the following criteria:

- **Neutrality:** The trustee shall not be involved in the collaboration as a party and shall have no stakes in any of the participants' organisations. The trustee is fully non-asset based.
- **Independence:** The trustee shall be a service provider for facilitating cooperation in a legally compliant manner and shall therefore be distinguished from the role of the purchase participants (both at the supply side and the demand side).
- **Confidentiality:** The providers (suppliers) and buyers (users) will provide their competition law sensitive information confidentially to the trustee only. In this way one will not need to share sensitive information to the other organisations directly.



Joint Purchasing Process



Workshop

1. Are there Buyers among the attendants?
2. Can we identify common needs among these buyers ?
3. Do we need to include other companies, not attending today?
4. Can we synchronize these needs to fit into a purchase aggregation?





Thank you!

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