

ENTRANCE 1st open competition winner CONTAI is looking for partners!

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**Are you interested in making physical internet a shared reality?
Become partner in making Europe's last mile sustainable!**

About ENTRANCE

ENTRANCE boosts the implementation of innovation solutions that contribute to the ambitious goals envisaged by the European Commission for reducing the transport CO2 emissions by 2030 and 2050 and responds to the increasing mobility needs of people and goods thereby strengthening the European competitiveness and boosting growth and jobs.

ENTRANCE offers a common and legitimate European Matchmaking Platform and complementary off-line services designed to mobilise financial resources to accelerate the market access and scale up of **"first of a kind" sustainable transport solutions**. The overall concept focus of the ENTRANCE project lies in the **"supply-demand-finance"** triangle that is envisaged for all transport and mobility modes and all relevant stakeholders.

In October 2021, ENTRANCE launched its first open competition, inviting providers of innovative transport and mobility solutions to submit their sustainable innovations. Five winners were selected by a jury. CONTAI is the winner, who was awarded a special monetary prize sponsored by CIMALSA. Now ENTRANCE is accompanying CONTAI on its way to bringing its great innovative solution to market by amongst others innovation finance support services and making the solution public - thus bringing Europe a step further in the direction of more sustainability in mobility and transport of the last mile!

www.entrance-platform.eu

But what exactly did CONTAI invent? Read its short history here.



About CONTAI – Ground for the Last Mile

***"Imagine a circular and sustainable urban logistics ecosystem, where logistics needs in your city are bound together by a simple, yet elegant platform, like the USB interface. CONTAI has not only imagined this but built such a universal urban logistics interface where everything fits together."*—Seppo Narinen, co-founder of CONTAI**

Founded in 2019 and located in Finland, CONTAI - Ground for the Last Mile as a vital part of the Physical Internet includes value propositions in AnyCargo, AnyVehicle, AnySpot, AnyMile, AnyOperator, even autonomously joining resources and parties through **"The Least Common Denominator"** principle in order to gather the most optimal and sustainable solution for each demand.



CONTAI is a brand innovated when the team started to create its solution and had to give a name for the project and brand. To give CONTAI a legal business structure, operations were concentrated in the existing Vericrea company, business id FI29420279, which ownership is within the team. Vericrea is the owner of the CONTAI brand and the related IPR.

The team has currently three members. Despite its small size, it has worked diligently and innovatively to create a system level future-proof approach that has already attracted international attention, such as in the IPIC 2021 international physical internet conference, which awarded CONTAI the best 'pre' start-up and the earned appreciation in the ENTRANCE open competition.

CONTAI has self-funded its activities and all work is done without pay. CONTAI's efforts are evenly distributed to refine the last-mile framework, create IPR, build and test prototypes, monitor trends in logistics and to envision the steps and resources to implement the solution.

What is CONTAI looking for? Here you as partner come into play!

To first get an impression of CONTAI's last mile innovation, please have a look at the [presentation](#) and/or the [video](#).

CONTAI's primary goal is to find buyers. To first find an interested end customer, such as a strong logistics operator that gets manufacturers and financiers interested, potentially a motivated manufacturer network, or a strong manufacturer + marketer that wants to be one of the leaders in city logistics. The CONTAI AutoLoader module can be designed as new product for local production and manufactured by one licensed partner. In this case, vehicles in local production, cargo applications and digital logistics services can become parts of the solution.

The CONTAI business model is strongly based on a network of actors with proven OEM components and market channels. CONTAI's role is defined to provide its Intellectual Property (patents, know-how). In other words, ***CONTAI does not target to manufacture or market physical products***. The CONTAI product is the current and evolving IPR and related assistance.

The CONTAI Team is ready to help both the end customer and the manufacturers listed below. For the business case to work CONTAI is looking for a product owner with wider shoulders. A product owner that can really integrate, implement, mass-market and continue the development of the concept and product. The idea is to sell licenses to different regional areas where the solution can be adapted to local needs and resources. Big partners could lead to a contract, but small partners could help with a first pilot. Whether from air transport or railway, diverse last-mile services in, out, within and between cities are secured through CONTAI's *The Least Common Denominator* principle enabling to utilize a wide range of legacy and future resources and open up new logistics processes that have not been possible before.

No matter where you find yourself – you fit in it! Partner categories CONTAI is looking for:

1. ***Multiple Operators as an End User*** in different verticals either different goods (e.g., transport of grocery, cold, parcel, pharmaceuticals, recycle, construction materials, movable services, such as power stations, event facilities, equipment and storage) or different kind of business model: multimodal and seamless logistics with long-haul trucks, planes and fast trains with a good potential to integrate with automated factories, sorting centres and intangible city hubs as CONTAI's special strengths.



2. **Last Mile Trike, Quad and Scooter Manufacturers**, in role of the CONTAI solution product owner and financier. As an operator in this field, you have good last mile expertise and a ready market channel.

4. **Car and autonomous Vehicle Manufacturers**, moving towards smart last mile, even autonomous way. This could mean an expanding in your last mile offering based now on electric vans: new services and products i.e., an ebike or eScooter. In addition, the most fascinating option: Mobile robots with the CONTAI cargo handling technology able to fully autonomously handle encapsulated cargo, the first in the world and the right time is now. As a global player, you have great visibility and the capability to take advantage of CONTAI's suitability around the world.

4. **Cargo Application Manufacturers**, in role CONTAI product owner and financier (container, cold box, pharmaceutical, parcel, grocery, mobile locker, storage, waste/recycling, sanitary facility, energy station, air cargo, agriculture, military). Diverse applications with variable sizes, W= 0.7...1.4 m, L= 1,2...3 m can be integrated with the LoadCarrier to be used as interchangeable cargo and service units. Ultimately, diverse cargo applications mean the most to the end customer. Applications may be the most profitable modules in the CONTAI solution. CONTAI enables new services with related applications.

5. **Material Handling Automation Manufacturers**, in role to establish a unique offering where automatic sorting, consolidation and packaging is seamlessly integrated with the last mile service via detachable smart load units. Digital control is included. This gives you an unbeatable competitive advantage.

6. **A Public Funded EU Consortium** and a joint development / pilot project of a network of actors in different roles.

7. **An Investor**, but not just putting money and having command, but also having a role to organize the business (solution owner and partner network, funding). The last mile business accounts for 50% of all logistics costs and is growing exponentially. However, no system level solutions have been found before CONTAI and no one has there a dominant position yet.

8. **A Smaller Manufacturer**, product owner, and financier with whom the goal is to make the offering more mature i.e., prototypes, real world piloting and to next find (a) bigger partner(s) (e.g., one of those mentioned above), one shareholder or multiple licence owners. You may have a good chance of getting public funding for the project. This can also be your chance to jump on the back of a leading horse.

Become part of the ecosystem approach – “Connecting to existing logistics”. Read in CONTAI's [PDF presentation](#), how CONTAI solves the challenges of the last mile, what it means with the "any cargo - any vehicle" concept, about their various winning awards, their technological roadmap, and **YOUR opportunities** to become part of a rapidly growing and evolving global business with huge volume. Have also a look at the [video](#) and get a visual impression.

www.contai.eu

If you are interested in getting to know more about CONTAI, if you want to become the solution owner or just if you are interested to become partner with CONTAI, please contact ENTRANCE via Pieter van de Glind from CrowdfundingHub (pieter@crowdfundinghub.eu) who will forward you to the CONTAI team.

