Why Engage with eFTI? Key Opportunities and Challenges for Economic Operators

Rugilė Andziukevičiūtė-Buzė
CEO Transport innovation association

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Inroduction to eFTI ecosystem

Shippers/
Cargo owners

Freight
forwarders

Multimodal
logistics
operators

Road carriers

FMCG/
Retailers

IT companies

Certification
companies

Competent
authorities

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Focus on economic operators currently carrying freight documents

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Aims of the session

What could motivate the whole ecosystem to switch to eFTI on time?

- What might they win?
- What they are most concerned with?
- What would enable them to switch to eFTI sooner?

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What might bring the ROI for operators?

- Reduced time for inspection?
- Faster cashflows?
- Better aligned data management processes?
- Reduced risk for penalties with better prepared data?
- Reduced risk of fraud?
- Bigger credibility?
- Easier multimodal operations?

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Flow of the session:

Splitting into 5 groups

1. Small road transport company
2. Multimodal logistics operator
3. Large European shipper/ Cargo owner
4. Freight forwarder
5. IT company

3 steps process, which aims to prepare a pitch to the managing board of the company

Pitch sessions of each group

Final comments

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The eFTI Business Case Challenge

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Group no. _____

eFTI YEARLY CONFERENCE 2026
Paris - 27–28 October 2026

1 BIGGEST WINS

Why might we engage with eFTI?

POTENTIAL BUSINESS VALUE

1.
2.
3.

2 CHALLENGES

What is holding us back?

BARRIERS AND UNCERTAINTIES

1.
2.
3.

3 SOLUTIONS AND ENABLERS

What would it take for our company to engage with eFTI?

POSSIBLE SOLUTIONS

How could we address the challenges?

1.
2.
3.

WHO NEEDS TO ACT?

Which stakeholder(s) should take responsibility?

1.
2.
3.

COOPERATION AND DEPENDENCIES

Where do we need cooperation with others?

1.
2.
3.

4 OUR eFTI ADOPTION ROADMAP

What are the key steps for our company?

GET READY

Now – July 2027

What can we do already?

•

TAKE ACTION

Following 2027

What should we prioritise next?

•

SCALE UP

Critical enablers for next 5 years

•

5 OUR FINAL VERDICT

Should our company engage with eFTI?

OUR RECOMMENDATION

- Yes, start now
- Yes, if conditions are met
- Not convinced yet

The single most important thing that would make engagement easier:

Pitching session:

Each team has 2 minutes to complete 4 takeaways:

1. Our recommendation:
   - We believe this company should [engage now / engage under certain conditions / wait until specific barriers are addressed].
2. Single biggest win:
3. Single biggest concern:
4. The single most important thing that would make the engagement easier

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THANK YOU!

Rugile@tiasoc.eu

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IN GROUPE

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