The Case of an EU Outermost Region

Martinique's Vision for eFTI and Beyond

Sandra Casanova and Eve Lombard,
Territorial Collectivity of Martinique





Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

The Case of an EU Outermost Region

Martinique's Vision for eFTI and Beyond

Sandra Casanova

President, Committee on Territorial Logistics Strategy, Research and Innovation Policy, Assembly of Martinique

Ève Lombard

Project manager : Collectivité Territoriale de Martinique (CTM)

28 October 2026 · 14:15 · Tour Séquoia, Paris La Défense

Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

An EU territory in the heart of the Greater Caribbean

Where the previous session ended, at the EU's edge, is where Martinique begins.

Art. 349

TFEU: EU law applies, with specific measures for remoteness and insularity

≈ 7,000 km

from continental France, across the Atlantic

≈ 800 M

people in the Greater Caribbean, from Florida to the Guiana Plateau



Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

Why eFTI for Martinique? Freight data must cross the port

Sea

Maritime reporting: European Maritime Single Window environment (EMSWe)

Port

Modal break: goods and data change hands

Road · Air

eFTI: electronic freight transport information

1 Already digital

Operators run business systems and electronic exchanges along the whole chain.

2 Distributed information

Industry, forwarders, road hauliers, carriers, port and airport operators and authorities use different systems, channels and formats.

3 An interoperability layer

eFTI connects existing systems, secures the exchange and gives authorised access to the right data at the right time.

The value of eFTI for Martinique: data continuity across the modal break.

eFTI scope: road, rail, inland waterways, air (Regulation (EU) 2020/1056). Maritime reporting: Regulation (EU) 2019/1239 (EMSWe).

Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

Martinique in eFTI4ALL

The only EU outermost region deploying eFTI4ALL

No. 19

Beneficiary in the consortium funded by the Connecting Europe Facility (CEF)

€1.685 M

Eligible costs for the Collectivité Territoriale de Martinique (CTM)

€842,500

EU contribution: 50% of eligible costs

Goal: a demonstrator connected to the French national eFTI Gate.

Co-funded by the European Union

Source: eFTI4ALL Grant Agreement No. 101175974 (CEF Transport).

www.efti4eu.eu
www.efti4all.eu

The pilot site: mapping today's data flows

AS-IS model, built with the operators who move the goods

PILOT PARTNERS

- **An air cargo operator** · air cargo flows and data
- **A maritime carrier** · maritime and wider logistics ecosystem
- **Customs** · regulatory observers
- **Road hauliers** · pre- and on-carriage, port and airport
- **Freight forwarders and customs representatives** · transport organisation, customs formalities
- **2 AMPI industrial firms** · business needs, use cases

WHAT WE MAP

- Who produces the data?
- Who receives it?
- When is it exchanged?
- Through which channel?
- What is re-entered by hand?
- Where does information break?
- Who may access the data?
- What goes to the authorities?

Expected output: a first operational map of Martinique's logistics data exchanges.

AMPI: Association Martiniquaise pour la Promotion de l'Industrie (Martinique industry association).

Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

Keep the existing systems, connect them

From the AS-IS diagnosis to the TO-BE architecture

AS-IS · TODAY

- Existing business systems
- Actor-to-actor exchanges
- Multiple formats and channels
- Manual re-entry and checks
- Information gaps, limited visibility

TO-BE · WITH eFTI4ALL

Operators' systems
TMS, ERP, eCMR

Martinique eFTI platform
In development

French national eFTI Gate
Operational, in testing

Control authorities
Access only the data they need

Structured, secure information

Authorised access and reuse

Traceability, easier controls

Co-funded by the European Union

No certification claimed at this stage: certification rules are expected from the European Commission by end 2026. TMS: transport management system · ERP: enterprise resource planning · eCMR: electronic consignment note.

Two timelines, one regulatory date

From 9 July 2027, authorities must accept eFTI data; the Martinique pilot builds toward full deployment

EU FRAMEWORK	**Aug 2020** Regulation (EU) 2020/1056 enters into force	**2024** Common data set and rules for authorities (2024/2024, 2024/1942)	**Nov 2025** Functional requirements for eFTI platforms (2025/2243)	**By Dec 2026** Remaining specifications, incl. certification rules (planned)	**9 July 2027** Authorities must accept data from certified eFTI platforms
MARTINIQUE PILOT	**Since May 2026** Diagnostic workshop, bilateral exchanges, terms of reference completed,State cofinancing through the CCT	**Q4 2026** NEXT Partner data, AS-IS mapping, ERDF co-financing, procurement preparation	**Q1 2027** Call for tenders and contracting	**M4 – M15** Increments I1 to I5: architecture, eFTI functions, APIs, integration	**M15 – M18** Testing, interoperability, pilot deployment, knowledge transfer

9 July 2027 is the EU reference date: Martinique prepares for it, and the pilot runs through to full deployment.

Co-funded by the European Union

Source: European Commission, DG MOVE, eFTI Regulation page. M: months from contract award. ERDF: European Regional Development Fund.

Governance and acceptance: paying for working software

WHO STEERS AND WHO CONTRIBUTES

CTM · project leadership and coordination

AMPI · industrial representation and business needs

Air, maritime, forwarding, road haulage · operational expertise

Customs and control authorities · compliance, regulatory and control requirements

90%
of each milestone paid after acceptance

10%
retained until final acceptance

< 19%
of contract value paid before functional software exists

Each increment is demonstrated against acceptance criteria.
Security compliance is a formal acceptance criterion.
Acceptance by the contracting authority or an independent third party.

The pilot must deliver evidence, and every payment is earned by a working increment.

Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

Beyond: a European pilot open to the Greater Caribbean

FUNDED SCOPE eFTI4ALL

European Union
eFTI Regulation, CEF, common specifications

French State
transport, customs, control authorities

CTM
project leadership, territorial coordination, deployment

Martinique logistics ecosystem
industry, forwarders, road hauliers, carriers, port, airport

VISION

Greater Caribbean
regional interoperability, ASYCUDA customs systems

LONG-TERM VISION

1 A demonstrator for the French territories of the Amazonia-Caribbean area: Guadeloupe, French Guiana, Saint-Martin

2 A trusted ecosystem: freight data connecting Europe and the Greater Caribbean

Institutional anchors

Associate member of the Caribbean Community (CARICOM) · Rapporteur, Association of Caribbean States (ACS) Special Committee on Trade Development and External Economic Relations

Martinique can act as a European gateway for digital logistics interoperability in the Greater Caribbean.

Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu

THANK YOU!

From policy to practice, from Europe to the Greater Caribbean

Secure data exchange. Trade facilitation.

Collectivité Territoriale de Martinique (CTM) · Beneficiary No. 19, eFTI4ALL

Co-funded by the European Union

www.efti4eu.eu
www.efti4all.eu