

SKEMA Stakeholders

1. *D2D Service Providers*, which include ship operators, freight forwarders, logistics providers and Motorways of the Sea (MoS) operators, each of whom will have access to knowledge relating to:
 - a. the findings of European and world-wide research;
 - b. reviews of emerging technologies and innovations and an ability to assess their potential impact on specific operations;
 - c. European policy instruments and how they may positively or adversely affect their particular circumstances;
 - d. assessment of opportunities, whether they concern possible new services or adjustments to existing services.

2. *Exporters & Importers (shippers)*, who are the traders of Europe and who will benefit from:
 - a. clear explanations relating to current and emerging regulatory requirements;
 - b. assessment of interregional trading opportunities;
 - c. reviews of studies and research relating to trade and transport.

3. *European ports, national port bodies and especially small-to-medium ports* that do not have the back-office support to monitor trends and to assess opportunities; for all of them the benefits will include:
 - a. monitoring specific reviews of the many regulations with which they have to contend with on an everyday basis;
 - b. reviews of port operations, best practices and service performance indicators;
 - c. identification of service opportunities and threats within changing markets;
 - d. provision of interregional trading information that will assist in marketing and infrastructural planning.

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4. *Research organisations, Systems Developers and Consultants.* There will be a two-way benefit associated with this important and vibrant group of service providers. The SKEMA Knowledge Platform will:
 - a. enable them to carry out their work more effectively by providing them with focussed knowledge applicable to practical circumstances;
 - b. provide maritime transport and logistics operators with an informed and capable group of experts that will enable the European industry to strive for and eventually achieve best-in-class in D2D services.

5. *The large number of specialised companies that support the Maritime and Logistics industry;* this includes bankers, financiers, designers, builders, providers of Single Window (SW), Port Community Systems (PCS) and Cargo Community Systems (CCS); each will benefit from the capability of matching integrated solutions to market potentials and requirements.

6. The *European Commission and national transport ministries* will benefit on a number of counts, principally from:
 - a. increased dissemination and use of 'good' results from past and on-going projects;
 - b. an ability to initiate flexibly in depth studies on topics of relevance to Transport policy
 - c. an ability to use the SKEMA Network of Experts for specific short assignments;
 - d. increased capacity to integrate experiences and best practices in the SKEMA Knowledge Base promoting European wide stakeholder engagement to an integrated Maritime Policy for the European Union;
 - e. an overall improvement in maritime transport and associated trade, with economic benefits to regional communities and improved compliance with transport policies.