

# FREIGHT INNOVATION FUND ACCELERATOR

Partner Profiles



## Challenge Fit

### Challenge 1

- Frequent Use of Heavy Machinery

### Challenge 2

- Containment Solutions and Related Light Technologies

## Organisation Description

Maritime Transport Ltd (Maritime) are a dedicated UK-domestic logistics supplier completing full load deliveries and collections nationally. Through its innovative multi-modal logistics solution, integrated within shipping containers and 13.6m trailers, the company provides a seamless service to its customers.

Maritime are a family-run, privately owned British business employing 3,000 staff. Prioritising asset ownership, their current fleet consists of 1,200 liveried vehicles, 600 dedicated third-party subcontractors, 3,500 trailers (2,400 skeletal for container transport by road, 1,100 curtain-sided) and 146 items of heavy plant (utilised for their terminal operations), all operating across their network of 40 sites. All vehicles, locomotives and plants are currently powered by fossil fuels namely diesel.

## Motivation to become a Programme Partner

The Logistics industry and specifically rail freight has not modernised at the same speed and scale as other industries. Maritime have embraced a modal shift and can see that investment and modernisation will create efficiencies which will make rail freight a competitive and viable alternative to road solutions. There are not enough companies pushing modernisation so programmes like the FIF Accelerator are critical to boost progress.

## Testbed facilities and resources

Maritime operate eight open access intermodal rail freight terminals across the UK, with over 40 different types of plants for loading and unloading containers. We work with some of the biggest blue-chip companies in the UK across manufacturing and retail, so have great insight and opportunity to explore/investigate different challenges and solutions with those customers to ensure that any solutions from the programme benefit as much of the supply chain as possible. Additionally, our structure means we have a high number of experienced colleagues who are specialists in their fields that can add to projects as and when required and mentor outside parties.

## Procurement route

The procurement would be handled by the relevant department head, depending on the type of product being procured. We would normally prepare a requirement brief rather than a full tender, with respondents asked to build on it to submit a full proposal. Before agreeing an order, an implementation plan would be agreed between parties with milestone timing and participants so that we have defined parameters and target dates. Wherever possible three proposals will be considered.



## Challenge Fit

### Challenge 1

- Frequent Use of Heavy Machinery

### Organisation Description

Freightliner is an established rail freight provider offering customers a wide range of safe, reliable and cost-effective solutions to cater for the requirements of a diverse market sector. With an extensive offering of bulk freight transportation services as well as the 770,000 maritime containers we move per year by both road and rail, Freightliner provides the complete logistics package, ensuring satisfaction from port to door.

### Motivation to become a Programme Partner

We see innovation and new technologies as key to achieving our goals and overcoming the challenges we face. We seek new and emerging technology to adopt early to ensure we are leaders in the rail freight industry. The biggest challenge we face within the industry is decarbonisation, with rail being quite a niche environment and off-the-shelf solutions don't exist, this is why innovation is key for us.

### Testbed facilities and resources

We have worked with several SMEs with funding and completed several successful trials. The SMEs will have access to our data, real-world in-service experience, test facilities, resources committed to a trial and train running data. The core of our business is intermodal, heavy haul, infrastructure, we also have road, terminal and rail vehicle maintenance experience and facilities. As with all railway operators changes or modifications will go through the appropriate approval process.

### Procurement route

Your product must align with our company's requirements, particularly in terms of engineering specifications, which hold great significance for us. Additionally, we conduct thorough safety audits. Our objective is to facilitate our suppliers' success, and we actively provide feedback in areas of improvement.

From a commercial perspective, we aim to limit our contribution to SME turnover to 20-30% or less. There are no fixed criteria for minimum turnover or number of employees to become our supplier.



### Challenge Fit

#### Challenge 2

- Containment Solutions and Related Light Technologies

#### Challenge 3

- Temporary Intermodal Interchanges and Depots

### Organisation Description

Wincanton is a leading British supply chain solutions company. The Group provides business critical services including storage, handling and distribution; high volume eFulfilment; retailer 'dark stores'; two-person home delivery; fleet and transport management; and network optimisation for many of the UK's best-known companies.

We are active across a range of markets including food and consumer goods; retail and manufacturing; eCommerce; the public sector; major infrastructure; building materials; fuel; and defence. With almost 100 years' heritage, Wincanton's 20,300-strong team operates from more than 160 sites across the country, responsible for 7,400 vehicles.

Wincanton has a structured innovation programme which is branded W2. One strand of the W2 programme is W2 Labs. This is an accelerator programme where we work alongside SMEs to create new solutions for the future.

We believe that our experience with W2 Labs will add value to the FIF Accelerator, and being part of the programme will help enhance our Innovation Strategy. Since establishing our pioneering W2 Labs initiative in 2017, Wincanton has championed collaboration with startups and emerging suppliers. To date through W2 Labs, we have provided over 1300 mentoring hours to 26 startups, supporting the development of new ideas to advance the supply chain industry.

### Motivation to become a Programme Partner

Sustainability is fundamental to our identity and as such we have committed to achieving net zero operations by 2040. Engaging in this programme provides a unique opportunity to share our knowledge and experience in this domain while also exploring new solutions to benefit our shared goal of driving sustainability across the logistics sector.

Our commitment to generating social value also makes this programme an excellent fit. Strengthening partnerships with SMEs is a key pillar within our social value strategy. We would appreciate the prospect of contributing our expertise in this area while also supporting SME partners through our participation.

### Testbed facilities and resources

Our three key areas of resource are highly skilled and experienced management, physical site locations, and physical freight moves. We also have access to a diverse range of customers from defence to grocery, to construction to eFulfilment to public sector. This means we can provide insight on many different supply chain requirements to any SME that we partner with.



Once we understand the requirements of the SME and the trial, we can ensure the trial is supported. For example, in 2022, 34 Wincanton colleagues provided 234 mentoring hours to SMEs.

Wincanton has a dedicated procurement function that the SME would work with if we choose to onboard them following the programme. Part of the onboarding process would include a Data Impact Assessment; IT Security Questionnaire and the SME would need to register for Achilles due diligence and supply accreditation platform. We would normally expect the SME to work under Wincanton standard terms and conditions, our inhouse legal team will guide the SME through this process. Procurement activity for SME suppliers is a key part of our Social Value strategy. Social value partnership is our approach to building significant and sustainable positive impact across our supply chain and communities through our procurement decisions.



## Challenge Fit

### Challenge 3

- Temporary Intermodal Interchanges and Depots

#### Organisation Description

Portsmouth International Port is the UK's largest municipal port and is owned by the residents of Portsmouth. We work hard to be innovative and environmental, reflecting the wishes of our stakeholders. Recent projects have included a carbon neutral cruise terminal, a 3-berth shore power system and innovative educational projects.

Our [20-year masterplan](#) has set us up for success in the future and we are working to bring industry solutions to the market sooner through collaborative work and investment.

With more ferry routes than any other UK port, a growing cruise business and lifeline services to the Channel Islands it is important that we develop our site, our offering and our industry.

#### Motivation to become a Programme Partner

Portsmouth International Port is known for being a 'living lab'. We are innovative and have always looked to do things a little differently or ahead of the competition.

We are extremely aware of the responsibility we have to our residents, but being municipal means we can take a more holistic look at industry improvements and can push social values and public benefits further.

#### Testbed facilities and resources

We have a cruise and RoPax ferry port with associated security, safety and energy needs. We can provide access to data, a collaborative workforce and access to a compact but busy port. We are unlikely to support with any funding from the outset due to challenges around public sector procurement.

#### Procurement route

We run under public sector procurement rules. This means that any service purchased above £5k currently (soon £30k) will be subject to transparency requirements with carefully controlled procurement processes. Working as partners will therefore not guarantee a contract and there may be a need for a competitive tender process.

More details can be found at [Procurement - Portsmouth City Council](#)



## Challenge Fit

### Challenge 1

- Sustainable and responsive solutions to lack of intermodal interchanges, demand for short term interchanges and need to existing depot

### Challenge 4

- Micro-mobility and E-Mobility

## Organisation Description

FedEx Corporation is the umbrella organization that governs our operating companies: FedEx Express, FedEx Services, FedEx Ground, FedEx Freight, FedEx Office, FedEx Logistics, and FedEx Dataworks. FedEx delivers 16.5m packages each day all over the world in 220+ countries and territories, while providing supply chain expertise and cutting-edge technology solutions.

## Motivation to become a Programme Partner

The Freight Innovation Fund Accelerator will allow FedEx to:

- Contribute to the creation of a more reliable, less congested, and better-connected transport network in the UK.
- Enable economic growth by supporting local SMEs.
- Enhance the UK freight sector by introducing innovative technologies.

## Testbed facilities and resources

We provide a range of testbed facilities and resources to support SMEs, including access to FedEx warehouses, utilisation of essential operational equipment, and access to our specialised software. Furthermore, our team of FedEx engineers will actively assist in the trial implementation to ensure a successful integration.

## Procurement route

SMEs are required to complete a FedEx standard supplier form. Once all necessary requirements have been met, the procurement approval process typically takes approximately three weeks.



## Challenge Fit

### Challenge 1

- Frequent Use of Heavy Machinery

### Challenge 2

- Containment Solutions and Related Light Technologies

### Challenge 3

- Temporary Intermodal Interchanges and Depots

## Organisation Description

Port of Tyne is a sustainable, innovative, progressive and efficient deep-sea port in linking the North of the UK to the rest of the world. Tyne 2050, the port's 30-year vision, is a long-term strategy for the future. Critical to sustaining the port for the long term, Tyne 2050 will champion key priority areas such as environment and technology in addition to collaboration and innovation.

As a trust-port, Tyne's profits are reinvested for the benefits of our stakeholders, the river users and local community.

In 2019 the port introduced the 2050 Innovation Hub – the first of its kind in the UK – to act as a conduit for collaborative development and ideation around technology implementation within the port sector. The Hub facilitates collaboration across multiple sectors, allowing the identification of shared challenges and impactful solutions.

## Motivation to become a Programme Partner

The 2050 Innovation Hub actively collaborates across multiple sectors identifying shared challenges and working together to find solutions that work for all. Our strategy is intentionally ambitious as we endeavour to be a lighthouse for the maritime sector. We aim to achieve Net Zero by 2030 and All Electric by 2040, and are on track to exceed these targets. The port has run its own accelerator programmes and partnered with

other organisations, such as Connected Places Catapult, to develop new ideas. We are still working with a number of SMEs we have met on these programmes.

## Testbed facilities and resources

Port of Tyne is a deep-sea port in the North East of England with all the plant, equipment and facilities that entails. We have recently completed the roll out of our private 5G network and will look to use this as test bed for new and existing technology projects to help to bring new ideas into the sector.

Our innovation and operational colleagues have a wealth of experience and are happy to work with SMEs to develop beneficial products and offerings.

## Procurement route

A comprehensive business case would need to be produced detailing all costs (upfront and annual) as well as a ROI analysis and a description of risks and benefits.

For business cases over the value of £5,000 competitive quotes should be sought.

Suppliers would need to be onboarded into our financial system via our Vendor Qualification process with an acceptance of your terms and conditions and evidence of adequate insurances where applicable. New suppliers will be credit checked.

Vendors with agreements in place should have regular contract review meetings carried out through the life of the agreement.



## Challenge Fit

### Challenge 1

- Frequent Use Heavy Machinery

### Organisation Description

DP World in the UK is at the heart of Britain's trading future. We enable customers to move goods and materials smoothly and efficiently in and out of the UK and across their supply chains.

We operate the UK's most advanced logistics hubs: two deep water ports at Southampton and London Gateway with access to freight rail terminals, and a rapidly expanding logistics park on the doorstep of the capital. This is supported by CNS, an advanced software platform providing online links to customers and Government systems.

We make a major contribution to the UK economy handling over £43 billion of goods a year. Taken together Southampton and London Gateway handle around 3.8 million TEUs per annum – that's over 400 containers every hour of every day and enough containers to stretch from London to Buenos Aires and back.

Our commitment to Britain's trading future is underpinned by our participation in Thames Freeport, an economic zone connecting London Gateway with the Port of Tilbury and Ford's world-class engine plant at Dagenham. We also support the Solent Freeport.

### Motivation to become a Programme Partner

Our Ports and Terminals are reimagining the future. We're helping to streamline operations, lower costs and reduce environmental impact for businesses and their customers.

By innovating and adapting to make the movement of goods through our Global network of Ports and Terminals are constantly striving to make operations more efficient and sustainable. The Freight Innovation Fund programme is bringing together other participants in the multimodal and end to end transport space, with the same vision as DPW UK – to future proof efficiency in distribution and transition of goods, with particular focus on lessening the environmental impact of our operation and helping our customers build sustainable supply chains.

### Testbed facilities and resources

- We have two deep water ports at Southampton and London Gateway.
- Both ports use Straddle Carriers to transport containers, with London Gateway also using Automated Stacking Cranes along with terminal tractors and cassettes.
- Both ports use Quay Cranes to move containers from ship to shore and vice versa.
- Both ports use a variety of IT Systems.
- DPW UK are happy to provide mentorship from Senior Management.

### Procurement route

DPW UK have a standard procurement process. If a trial were to be successful and we would like to move to full scale implementation, it would need to go through our internal Capital Expenditure process. This starts in June, for funds to be available the following January.





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