

Startups enablement

👉 How local governments can support
young entrepreneurs



Logistics be like





A container is a black box

- When will it leave?
- Where is it going?
- How long has it been here?
- How long will it take?
- Who is responsible?
- What's inside?
- Which vessel is it on?
- Where has it been?
- How long is it delayed for?
- Is it dangerous?
- When should it be returned?
- Is the cargo ok?
- What should the temperature be?
- Is this the best route?
- What is the environmental impact?



The problem

GENERAL SUPPLY CHAIN



less skilled workers
high labour cost



bullwhip effect
from pandemic



global sourcing

MARITIME FORWARDING

(our initial market segment)

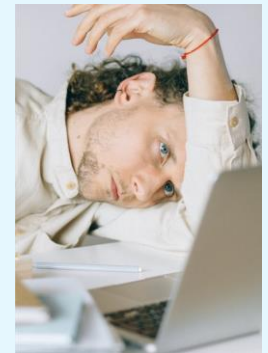
surcharges
expensive



people
burnt out



planning
chaos





THE WORLD'S FIRST

Logistics Enablement Platform



Dashboard

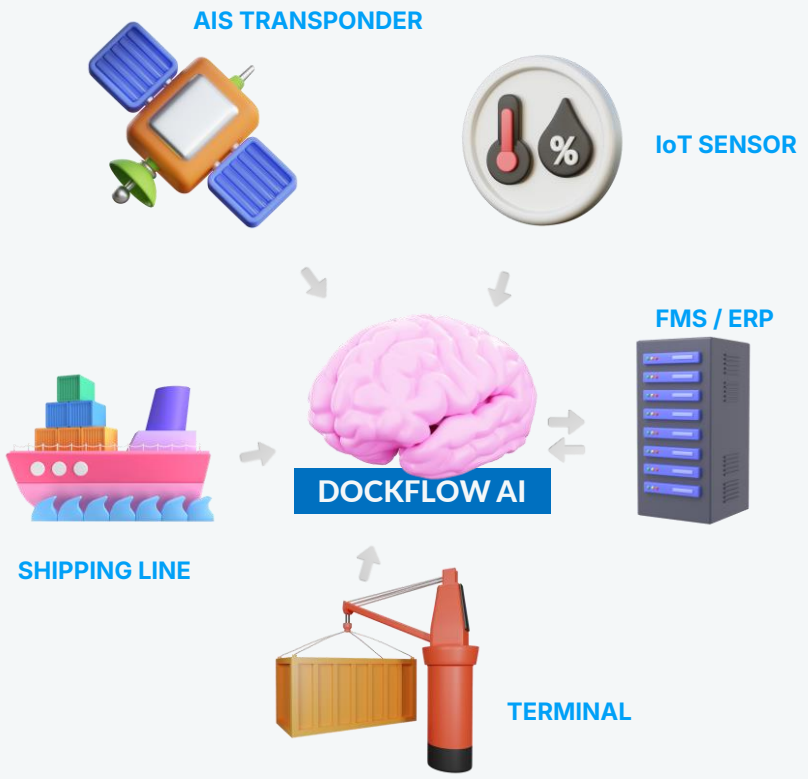
Create tradeflow

Tradeflows 91 | My tradeflows 0 | Containers 43 | In transit 33 | Flagged 0 | Arriving 33

Tradeflows Active People Flags All filters (1) Clear all

Search View Actions

ACTIVE	NAME	CREATED AT	CONTAINERS	PARTNERS	LEAD CONTACT	CARRIER
ES	ACM2022-042	Last Wednesday at 7:04 PM	TRLU1710046	Dockflow	Pauline Van Ostaeyen	Hapag LI
ES	ACM2022-041	Last Wednesday at 7:04 PM	HLBU9477339	Dockflow	Pauline Van Ostaeyen	Hapag LI
ES	ACM2022-040	Last Wednesday at 7:04 PM	TRIU8098365	Dockflow	Pauline Van Ostaeyen	MSC
ES	ACM2022-039	Last Wednesday at 7:04 PM	TRIU8914197	Dockflow	Pauline Van Ostaeyen	MSC
ES	ACM2022-038	Last Wednesday at 7:04 PM	OTPU6234814	Dockflow	Pauline Van Ostaeyen	ONE Oce
ES	ACM2022-037	Last Wednesday at 7:04 PM	OOLU6231982	Dockflow	Pauline Van Ostaeyen	OOCL
ES	ACM2022-036	Last Wednesday at 7:04 PM	TGHU9966271	Dockflow	Pauline Van Ostaeyen	CMA CGI
ES	ACM2022-035	Last Wednesday at 7:04 PM	TCLU1245032	Dockflow	Pauline Van Ostaeyen	ONE Oce
ES	ACM2022-034	Last Wednesday at 7:04 PM	HLBU9524580	Dockflow	Pauline Van Ostaeyen	Hapag LI



Helping forwarders go digital



CUSTOMER PORTAL

Level-up customer experience, reduce phone calls and emails



AUTOMATIONS

No-code custom logic and alerts for tracking delays and important events



DEMURRAGE TRACKING

The only platform to use free time for accurate prevention of demurrage



TEMPERATURE MONITORING

Advanced algorithms for alerts



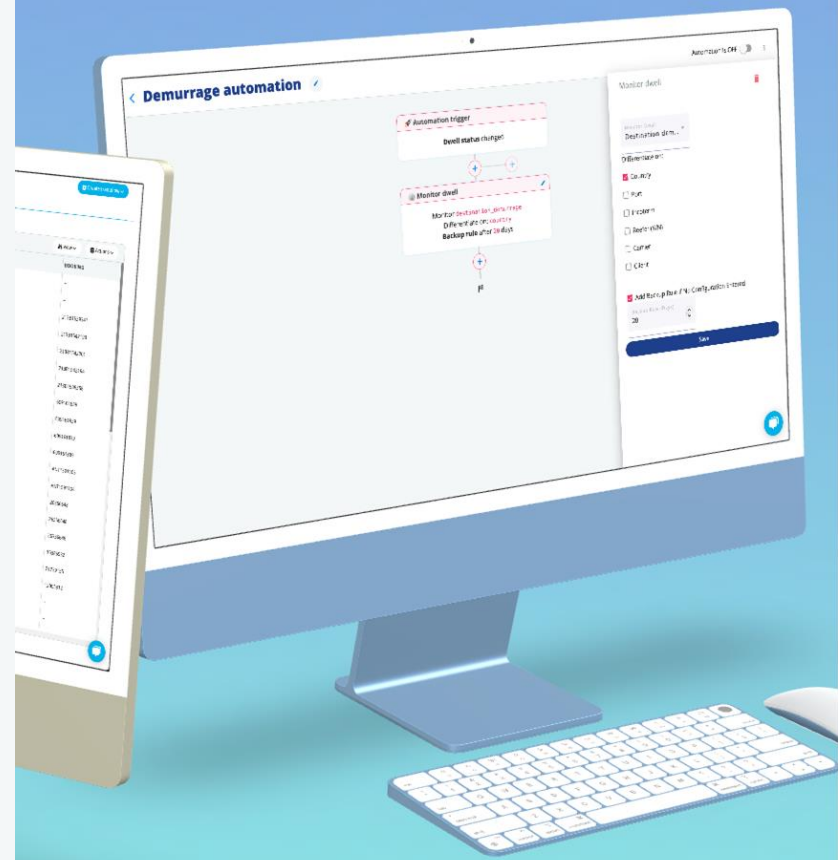
CARBON EMISSIONS

CSRD tracking with blockchain-powered offsetting



API

Seamless integration with any FMS

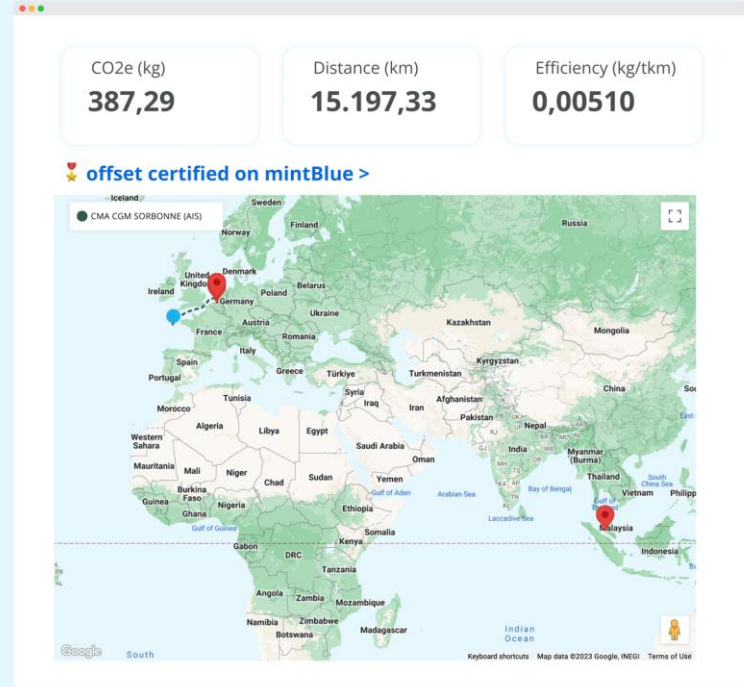


Give back to the planet, clear and honest

Your supply chain must be ready for the Corporate Sustainability Reporting Directive (CSRD) before June 2024.

Mounting pressure from consumers also means emissions must not only be transparently tracked, producers are expected to reduce and compensate pollution.

Thanks to the mintBlue blockchain integration, Dockflow allows for **tamper-proof emissions tracking and carbon offsetting**. Give your customers an infallible, iron-clad solution that is ready beyond CSRD.



**This didn't happen
overnight**



Founded in Antwerp, Belgium, with a mission to digitize maritime logistics

2018

Tracked an estimated \$16 billion in cargo value, serving over 15,000 companies with 2,000 active users

2023

Expanded platform capabilities to include CO2 emissions tracking, promoting sustainable logistics practices

2024

Secured seed funding to kick start our platform development

2020

Founders Michiel Valee and Pauline Van Ostaeyen recognized in Forbes' 30 Under 30 Europe list for Technology

2024



Disclaimer



The student days

- 2018
- Consulting
- University of Antwerp
- No formal entrepreneurship program at UA
- Tied to RSZ status (student-ondernemer)
 - make this less formal!
 - before this: loss of the *starterskorting* for new fulltime entrepreneurs
- No salary
- Based in Startbloc / Humgy
 - super cheap thanks to Bart



Where do we find student with entrepreneurial potential?



What I needed as a student

- Access to funding network - eg alumni business angels, in VC, ... → 30% of US universities has a VC fund
- Infrastructure for student organizations! Give them standalone office space **on campus**.
- TAKEOFFANTWERP_ & Gate15
- Exam facilities without bureaucracy
- Genuine interest from professors
- You can't be what you can't see
- Community of other student entrepreneurs
- Make it as easy to be a *student ondernemer* as it is to be a *jobstudent*



The “I just dropped out of uni” days

- System structure & parents' mindset
 - university > hogeschool
 - ASO > TSO
 - afzakken
- Only academia is valued
- What do we want to be - what do we want to create?
 - Consultants?
 - Dreamers?
 - Do-ers?



Stop making *consultants* and start creating
entrepreneurs

~~Quadruple Helix~~ just do it already

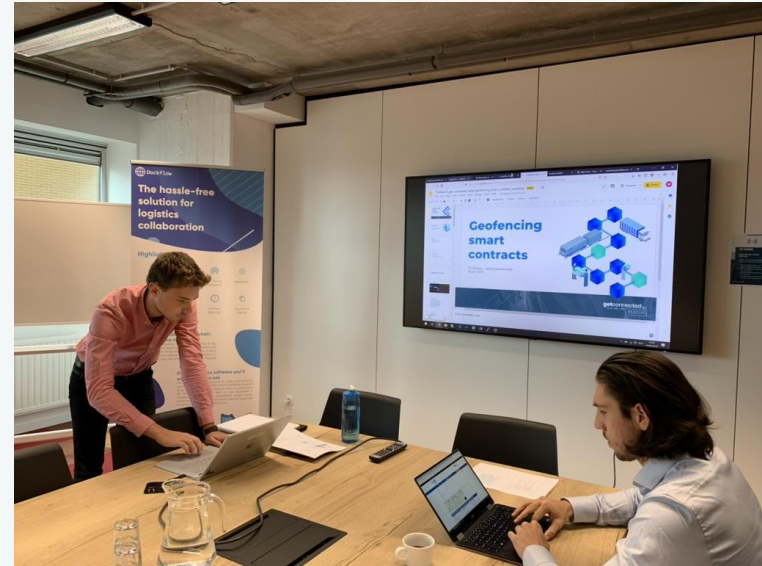
Mijn gezin en ik woonden een jaar in India. Wat mijn kinderen daar op school leerden, was fenomenaal. Programmeertaal, lessen in ondernemerschap en leiderschap... Het maakt mij beschaamd over hoe we het in ons land doen.

FABIEN PINCKAERS
OPRICHTER ODOO

Deel op X (Twitter) 

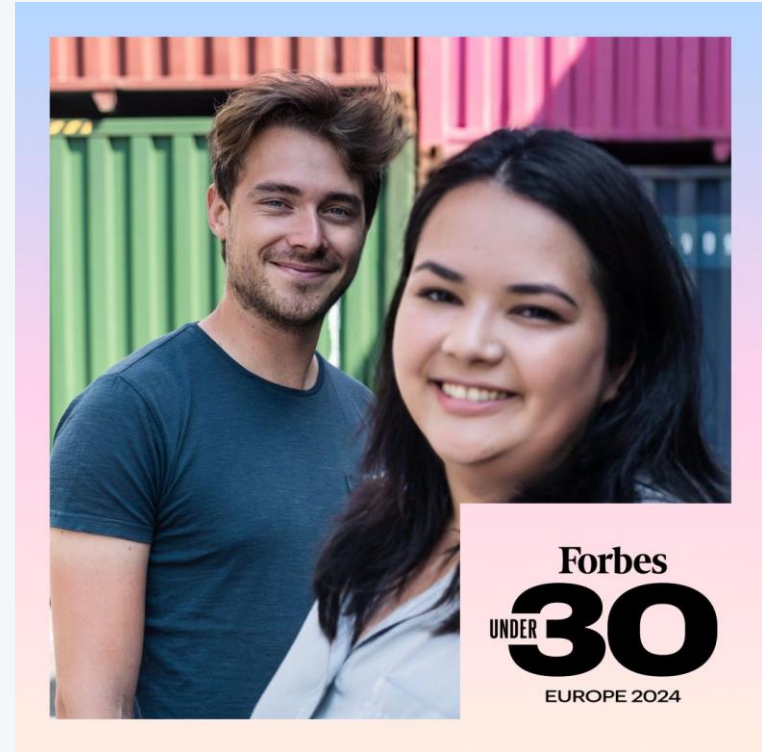
The “I just dropped out of uni” days (2)

- VOKA Bryo
- Birdhouse
- Startbloc → The Beacon
- raised nondilutive funding
- 😬👉 very difficult to navigate this world if you don't have the network / family / experience
- Flemish mindset: risk aversion
- Government RFP's & subsidies are bloated
- Salary: €600 per month



Today - scaleup

- Team of 16
- High labor cost - taxation
- The Beacon & imec istart
- Startups should be a priority and not a checklist item



Diversity is key to success

- 2% of VC funding for teams with female founder 🦴
→ by having me as a cofounder, Michiel reduces his chance of VC funding by 85%
→ enforce **quota**
- Disruptive mindset & dreaming big is much easier in a diverse environment
- VLAIO / entrepreneurship orgs: 80% of your team should have entrepreneurial experience
- Make it easier hire non-Europeans
- You can't be what you can't see



in Flanders, every 3 seconds someone says:

“Jamaja das ni de bedoeling hé”

Us as a society & community, beyond government

- Pay it forward - mentality → Ghent 🚀
- listen to entrepreneurs instead of entrepreneurship professors & consultants → guest lectures
- Consultant addiction
- Subsidies addiction, also in other “startups”
- Learn to encourage and embrace failure



Er is *geen beter moment* om te beginnen
ondernemen dan wanneer je student bent

