



# Complexity in Mixed Cargo Terminals

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Navis



# Agenda

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- Introduction
- Types of Complexities
  1. Operational
  2. Technological
  3. Organizational
- Checklist on what to look for in a mixed cargo TOS





# About me - George Belle

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- BS in Computer Engineering, Purdue University
- MBA, concentration in International Business, Santa Clara University

## Pre-Navis:

- Code for industrial gas analyzers
- Code for 3D graphics technology
- WMS project implementation & coding

## Navis

- 19 years at Navis, in professional services, support, sales engineering, and product marketing

# Operational Complexity

- Seasonal variations in commodities
  - Project cargo
  - Other volume variations
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- Allocations & yard inventory/capacity
  - Business rules
  - Billing & invoicing



# Technology Complexity


## Complexity around the gate

- OCR/LPR
- Gate kiosks, self service
- Barcodes
- Appointments



## Integration with internal & external systems

- ERP & billing systems
- Customs
- Shippers/consignees/agents
- EDI

LOADING SHEET			
Madison Distributors, Inc. 168 Boston Post Road Suites 6 & 7, Prestige Park Madison, Ct 06443 (203) 245-3999		Madison Distributors, Inc. 168 Boston Post Road Suites 6 & 7, Prestige Park Madison, Ct 06443	
Meat Purchase	08/31/09	08/31/09	100001
1	CFBBQ	1	CASE CLIFTY FARMS PULLED PORK BBQ #676 9.00 3.99



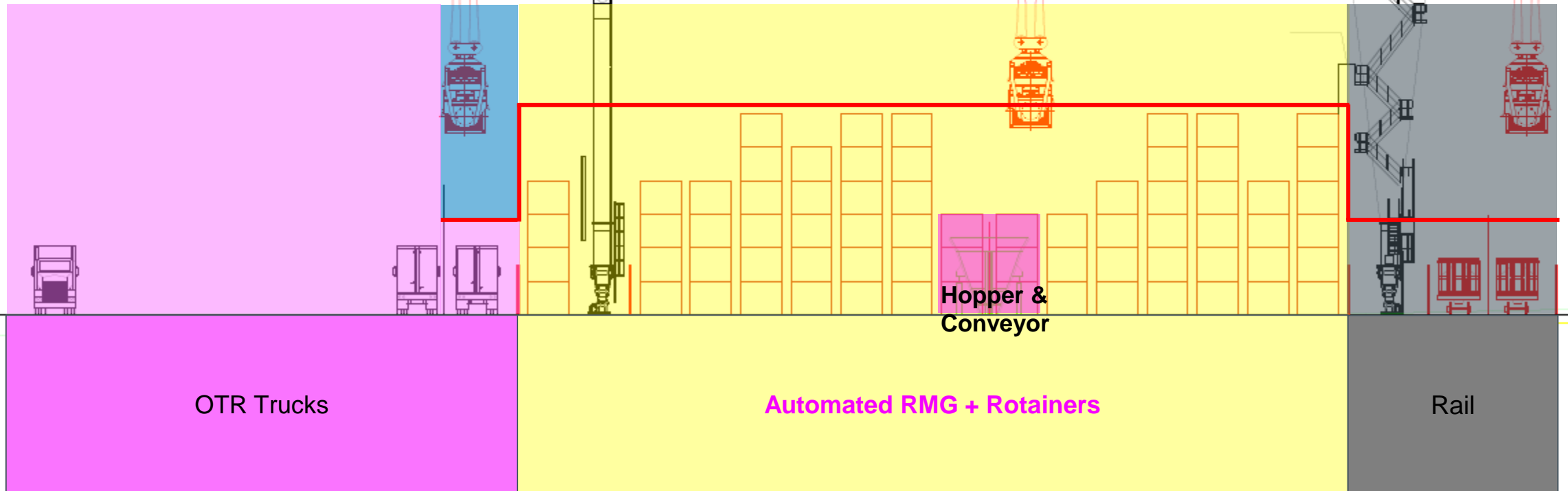
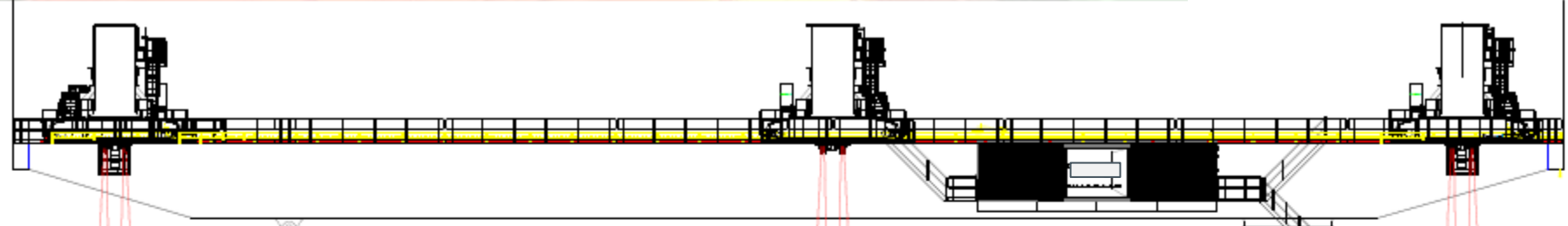
# Organizational Challenges

## Change management

- New systems
- New processes
- New user Interfaces
- Reporting & Data access
- Mobile apps - BYOD



# Semi-automation with RMGs + Rotainers



# What should you look for in a mixed-cargo TOS?

- Flexibility & Ease of Use
  - Cargo definitions: Pallets, coils, bales, dry bulk, liquid bulk, project cargo...
  - Business rules
  - Invoicing
- Deployment Options
  - On prem vs Cloud
  - Managed services -> IT sophistication
- Integration with other technologies
  - OCR/LPR
  - RFID on the truck or on the cargo
  - Barcodes
  - Scales
  - Hoppers, conveyors, etc.
- Interfacing with other systems
  - ERP
  - EDI
- Invoicing



# A TOS for all Terminals



**Ideal Customer:**  
Mixed-cargo terminals looking for a turn-key SaaS solution that eliminates paper and IT infrastructure costs completely

Modern SaaS based TOS for every type of cargo  
Handle warehouse goods, dry bulk, break bulk, stripping and stuffing, and more, with a easy to setup and easy to use web application



**Ideal Customer:**  
Larger terminals looking to also manage general cargo

TOS for advanced container and externalization needs  
Transactional general cargo system for various cargo types, offering N4's exceptional externalization & integration opportunities.



**Ideal Customer:**  
Medium to larger terminals with a mixture of cargo, containers, ro/ro, and automobiles

TOS designed for mixed cargo terminals  
Efficiently manage multi-cargo terminal operations including containers, bulk, break bulk, project cargo, ro/ro, automobiles, and any other type of cargo.

# THANK YOU!



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