

# Zodiac Redefining TOS as Digitalization Solutions for Ports and Terminals



## Francisco Pinzon

CEO

Past experiences: Panama, Bahrain, Peru, Georgia, Djibouti, Dubai, Argelia.

Career: 21 years.

Nationality: Panama

## DP World Luanda

Concession: 20 years from Jan 2021.

Immediate Investment : USD190 Millions.

Type of Terminal: Multipurpose.

Linear quay: 610 mts

Depth Alongside: 12.5 mts





# Challenges



- 1 Time limitation
- 2 Inexistent IT infrastructure
- 3 Local Legal Compliance
- 4 Train the existing workforce

# Zodiac - our solution partner



- TOS built with strong business knowledge
- Guarantee support from Hong Kong, America, Europe & Dubai
- Immediate availability of resources
- Expands secure integration with other entities using available API for in-premise and cloud environments
- Growing expertise and latest technology.

# Recommendations

## **100% revenue capturing:**

- Automated controls & transparency
- System Flexibility to manage customer's contracts
- Agile to capture processes that require TOS automation

## **Long Term Vision:**

- Efficient solution with built in dashboard and KPIs
- Latest technologies readily available (OCR, Fleet Management, IOT and AI)

## **People:**

- Zodiac engaged from day 1 and they are with you!
- Superb full cycle training platform



# Thank you

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