



# PORT COOPERATION AS A TOOL FOR DEVELOPMENT AND PERFORMANCE

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## CALL FOR MORE COOPERATION THAN COMPETITION

- There might have been a time when neighbouring ports only competed with one another.
- This view is changing due to the greater understanding of the performance gains through cooperation and what is often called “coopetition.”
- There are increasing calls for the standardization of services and procedures as well as information exchanges and sharing between Ports that can be achieved by Cooperation, especially the smaller ones.
- This is perhaps more visible closer to home in the Indian Ocean where Ports are involved in more or less the same activities.
- There is already strong Cooperation through the various Port Groupings: the APIOI and PMAESA for more “macro” discussions of pertinent regional issues.
- There is now an increasing need for more “micro” or bilateral Cooperations

# SPA/GPMDLR Cooperation Agreement

- SPA and Port Reunion recently signed an Agreement for Cooperation.
- To share ideas, experiences and expertise in the areas of SMART PORT and GREEN PORT.
- The Agreement is already producing positive tangible results with:
  - - Exchange visits by SPA Personnel to Port Reunion
  - - Exchange visits by Port Reunion Personnel to Port Victoria
- There are ongoing technical discussions between the Personnel of the two ports in the said areas to support Port Victoria in attaining digital and Green Port standards.

# Modernisation of Port Victoria

- ◉ Why this timing for the Cooperation Agreement important for SPA?
- ◉ Port Victoria is going through a phase of re-construction and modernization.
- ◉ These involve both the infrastructure and operational processes with a view to increasing efficiency and performance.
- ◉ Digitalisation of the port processes is central to the future of the port.
- ◉ Port Reunion has gone through the motion and is now seeing the benefits. Port Victoria can learn from this process as we embark on our own digitalisation project.
- ◉ Seychelles is also known for its environmental approaches. However, the Port has not been keeping parallel with the local environmental standards.
- ◉ Through the GREEN PORT component of the Agreement we are learning from the experience of Port Reunion on how to establish higher environmental performances for our Port.

# WHY GPMDLR

- SPA has been communicating with various other Ports in the past on the subject matters.
- Seychelles and La Reunion are islands that share some common history.
- We are both considered as small ports. Port Victoria can identify with Port Reunion despite Port Reunion having a larger annual throughputs (in terms of TEUs).
- Many vessels that call to Port Victoria also go to other destinations in the region including Port Reunion – hence the need for them to face similar information requirements from the ports as well as standardised procedures.
- Both ports are striving for excellence with the need for digitalization of processes at the centre of their development plans.
- Port Reunion is very advanced compared to Port Victoria in the areas of SMART PORT. Port Victoria can learn from the experience of Port Reunion instead of “re-inventing the wheel.”
- Port Victoria has a strong desire and willingness to develop mechanisms to achieve higher environmental standards with the aim of achieving GREEN PORT status. Learning from the model of Port Reunion is highly valuable to us.
- Both Ports have a natural willingness to work with one another towards common goals and interests.

# WAY FORWARD

- The Cooperation Agreement is highly valued by both SPA and the GPMDLR
- Seychelles Ports Authority is also keen on sharing its own experiences with Port Reunion in pertinent activities and operations.
- Both sides are implementing the Agreement as a Win-Win mechanism for the two ports. And we are already seeing positive results.
- We are confident that the present Agreement can be a catalyst for a second phase whereby both ports can set even higher SMART PORT, GREEN PORT and other objectives for greater development and performances.
- It will be more efficient for vessels in the region when the different ports they visit have standardized procedures and digitalized port and border control processes.
- For Seychelles, it will be equally efficient and more cost saving for port users to have a digital platform to conduct their daily business.

