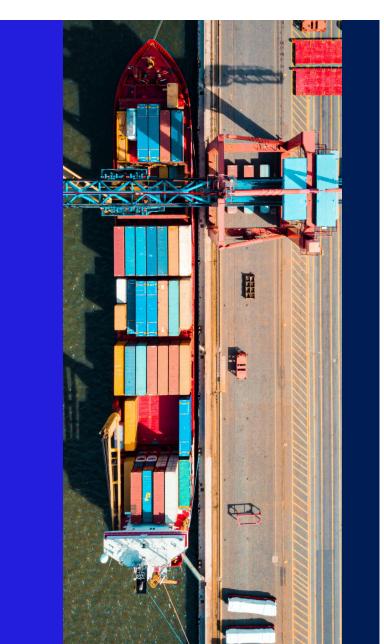


Challenging today. Reinventing tomorrow.



Who Dares Wins

Unleashing the potential of Innovative Solutions

Aldo Ferrufino 24 June 2021

The Challenge

Ever-changing conditions call for solutions that are flexible and adaptable.

Fragmented standalone market offerings with unclear definition and gaps.

Market needs focus on business and technical solutions Sustainable, Resilient and Adaptable

Increased need for customization.

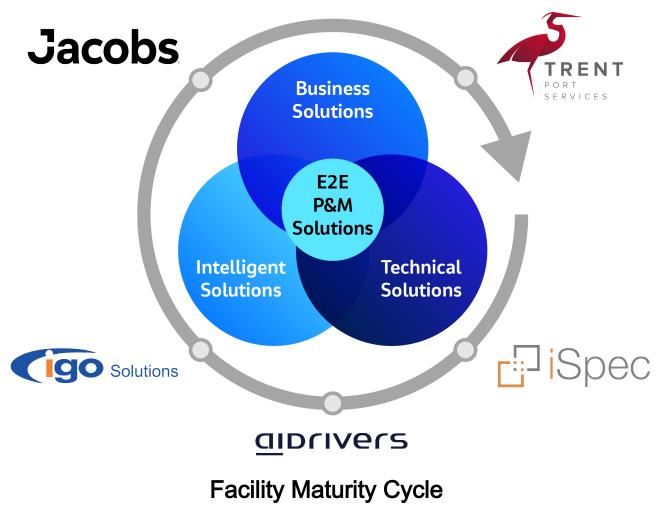
Need to harness industrial revolution technology to address day-to-day challenges.



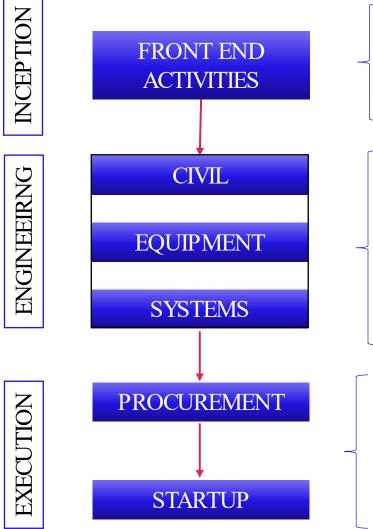
Success will come when you have all the jigsaw pieces that you need..... delivering a holistic joined up solution by connecting the Dots.

E2E Solutions – Integrating Port Technology

- Solutions support outsourcing of non traditional services.
- Integrates technology, providing a one-stop shop for customized solutions.
- Grouped in the following key solutions:
 - Business Solutions
 - Intelligent Port Solutions
 - Technical Solutions
- Repurposing traditional services into flexible Next Generation solutions.
- Scalable, individual services up to a full programme cycle.



Solutions Application Flow Example



- Mater Plan and CAPEX/OPEX Models
- Concession Transaction Support
- Engineering Support
- Operations Development (Mode of Operation)
- Terminal Modelling and Engineering Design
- Equipment Specification
- Terminal Systems Specification
- Value Engineer Design based on Terminal Models
- Holistic procurement of all elements
- Integrated Delivery and Commissioning
- Aligned Startup Sequence
- Achieved overall efficiency and risk mitigation





Operation conversion of Existing Terminal



The Future...



Make Services offering more visible, interconnected and accessible.



Simplify understanding and application.













Interrelate objectives with process flows.



Continue Positive Disruption using technology interrelationships across all port applications





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