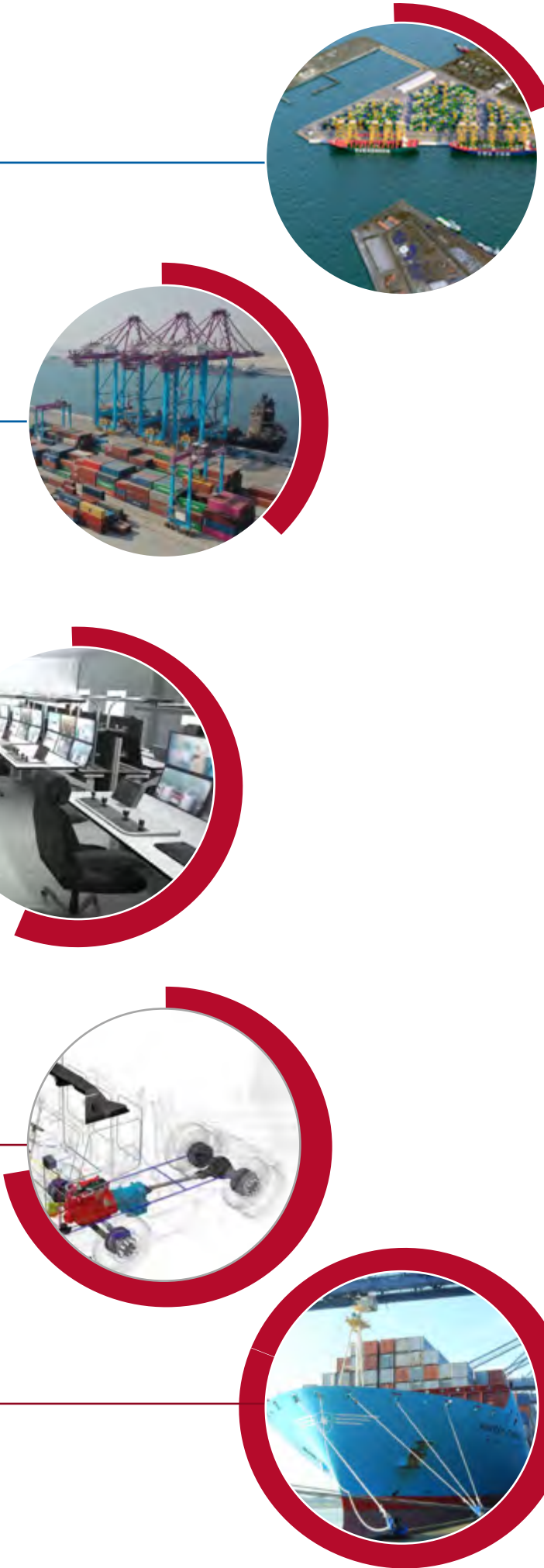




Working hard to make history



Finding the way forward through true **partnership**.....



Whether our Customer is working on a Brown or Green field project, we will.....

- Listen, observe, understand and put substance and depth behind the buzz words 'Smart Ports, Green ports, Big Data etc'.
- Align strategic objectives, identify practical and workable efficiencies by increasing reliability and utilisation of what you have and what you need going forward.
- Align People, Processes, Capex and Opex plans and work together to define a **cost effective, phased, practical and sustainable** transition from a customers 'Current State to their Desired Future State'.
- Use Trent's proven ISO55000 compliant, Asset Management for Ports approach to deliver outcomes.

Delivering a customer's strategic vision.....



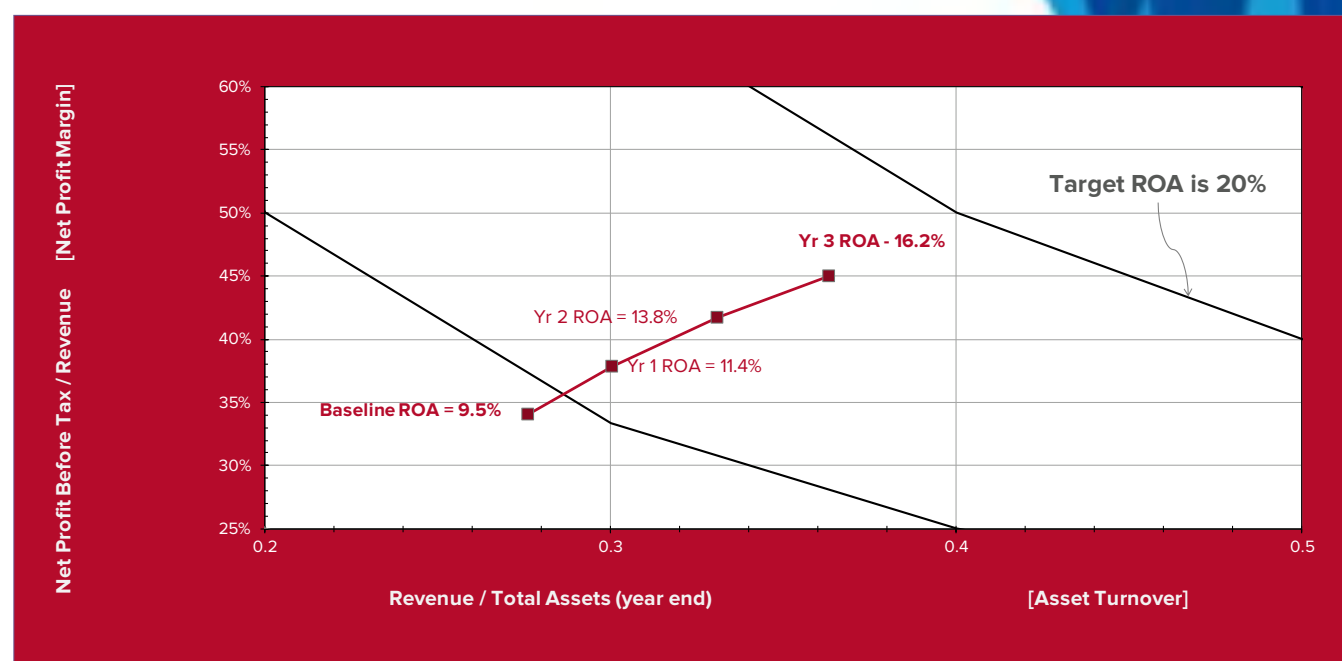
- Taking the strain whilst leaving port operator to focus on their core operations.
- Delivering affordable, value driven solutions, in a phased and sustainable manner.
- Collaborative 'round the clock' on-line working with customers team.
- Agile partner, use and pay only when you need it - reduced overheads - but service and response remains on demand.
- Helping to deliver a more profitable and sustainable future.....



The value, good partnerships can bring.....

What we can
see

What we don't
always see



A SNAPSHOT OF REALITY.....

- Improved Opex for 4 terminals on 3 continents between **7-17% (USD6.3M)** over 2 years.
- Helped turn off Capex for 5 terminals on 3 continents totaling **USD32M** in 1 budget year. that was not directly aligned with business goals and objectives.
- Delivered shared KPI and witnessed reduction of 'non-revenue moves' by **50%**, 1 month after delivery of shared KPI.
- The same shared KPI saw an improvement of **1 move an hour** within a few days of KPI delivery.
- Strategic equipment procurement **30%** cheaper than before.
- Identified and quantified previously unseen and unrecorded risk to the value of **USD390+ Million** in 5 terminals.
- Identified 50 assets operating in a terminal, that were life expired by design, and consuming **70%** of the maintenance budget.

Then sometimes, **to add value**, you must first disrupt



**AN INDUSTRY FIRST
E-MARKETPLACE FOR
PORTS & TERMINALS**





**We know that every last drop
counts for the terminal**



Disrupting but adding **value** where it matters.....



- Dedicated catalogues per part type, per service and per terminal.
- Never again order the wrong item.
- Transparent parts & logistics costs 24/7.
- Regular price updating from both suppliers and logistics partners.
- Increased E-Marketplace competition brings increase of benefits to the terminal.
- Fully integrated to your terminal business solutions.
- Last mile delivery for everything.



20%
ITEM COST
REDUCTION



50% LESS
PROCUREMENT
COST



50% FASTER
PROCUREMENT
CYCLE

Note: Some cost savings are 5%, some have been over 60%

THANK YOU



**TRENT PORT
SERVICES**

aidrivers

Jacobs

 **iSpec**

