



Complexities of Mixed Cargo and Intermodal Terminals

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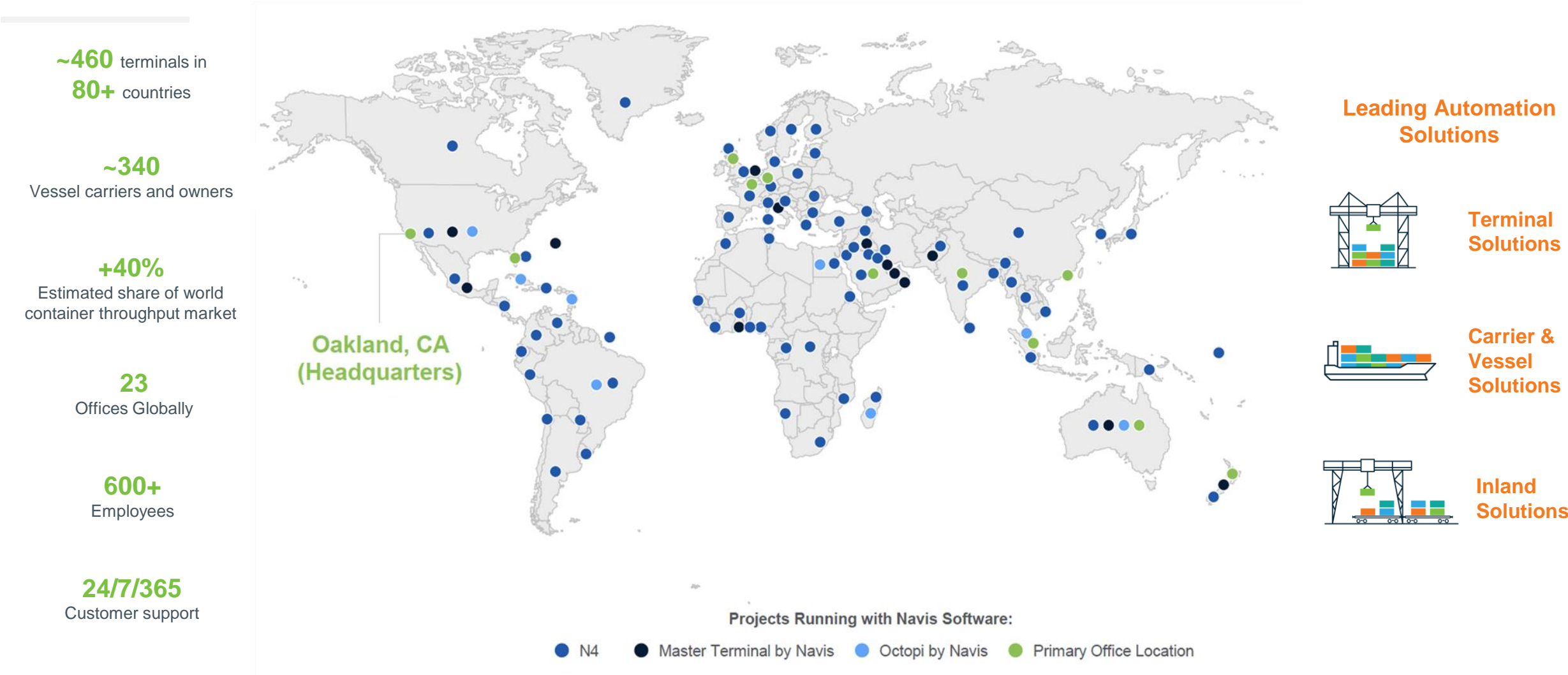
Account Manager – Middle East & Africa



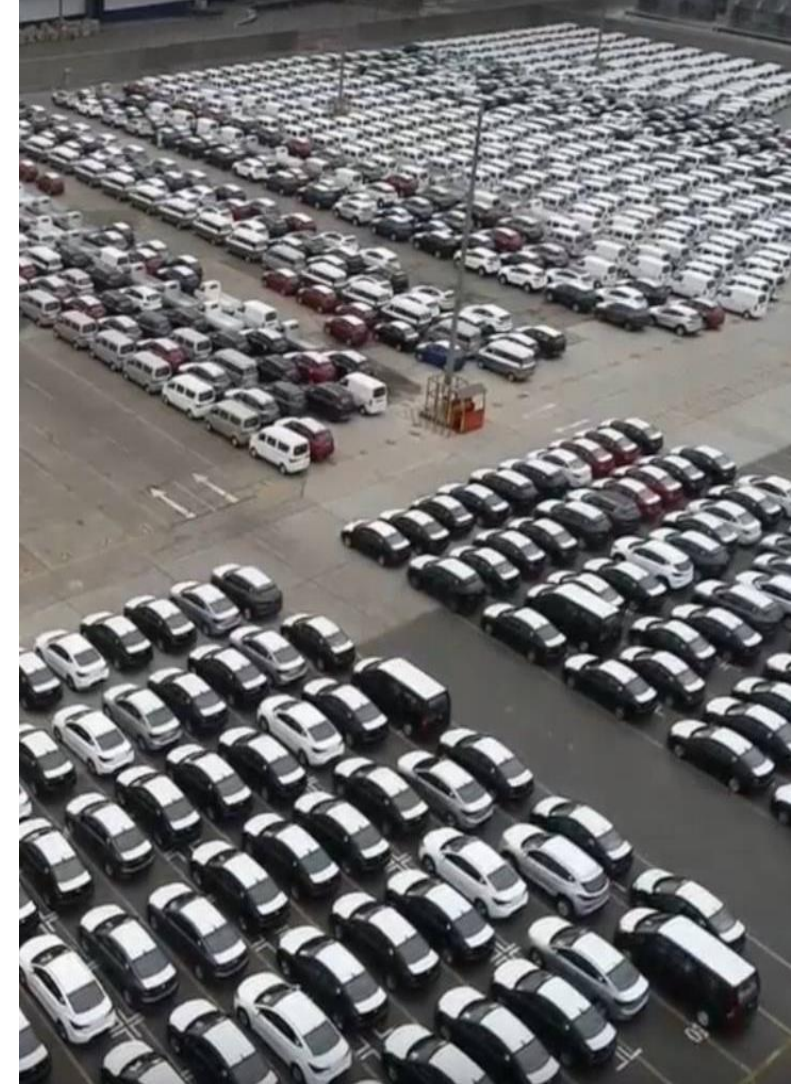
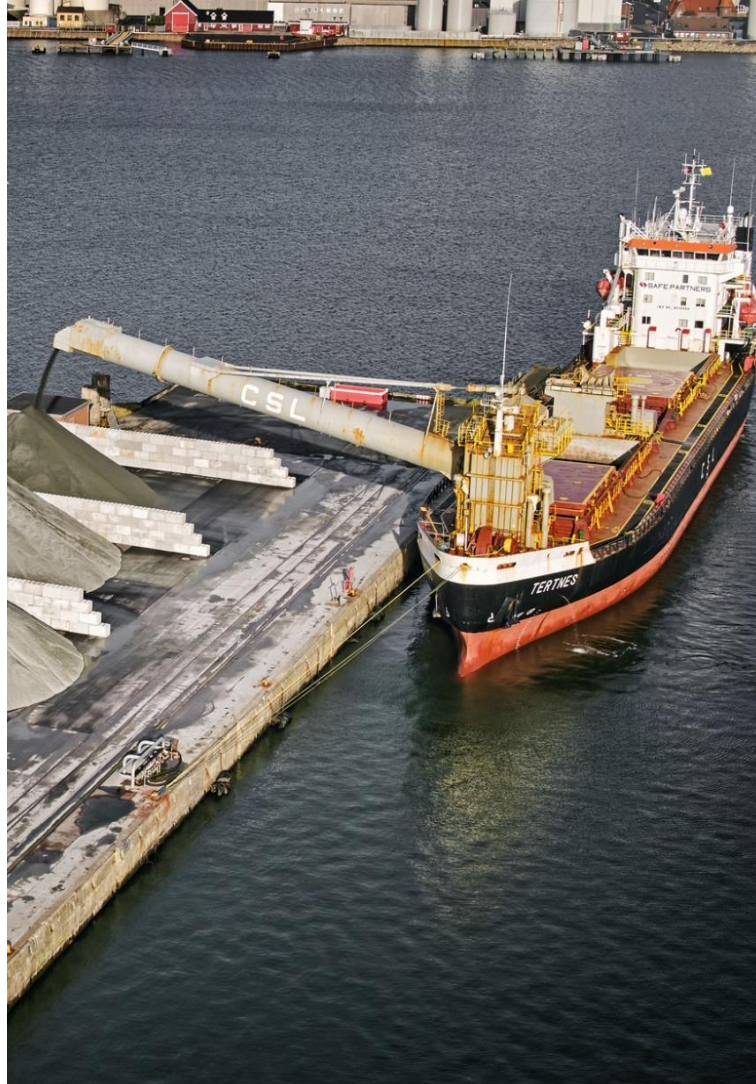
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Making global trade smarter, safer, and more sustainable for everyone



A TOS for All Terminals – a leader in General Cargo



A TOS for All Terminals – a leader in General Cargo



Terminal Profile:

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



Terminal Profile:

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.

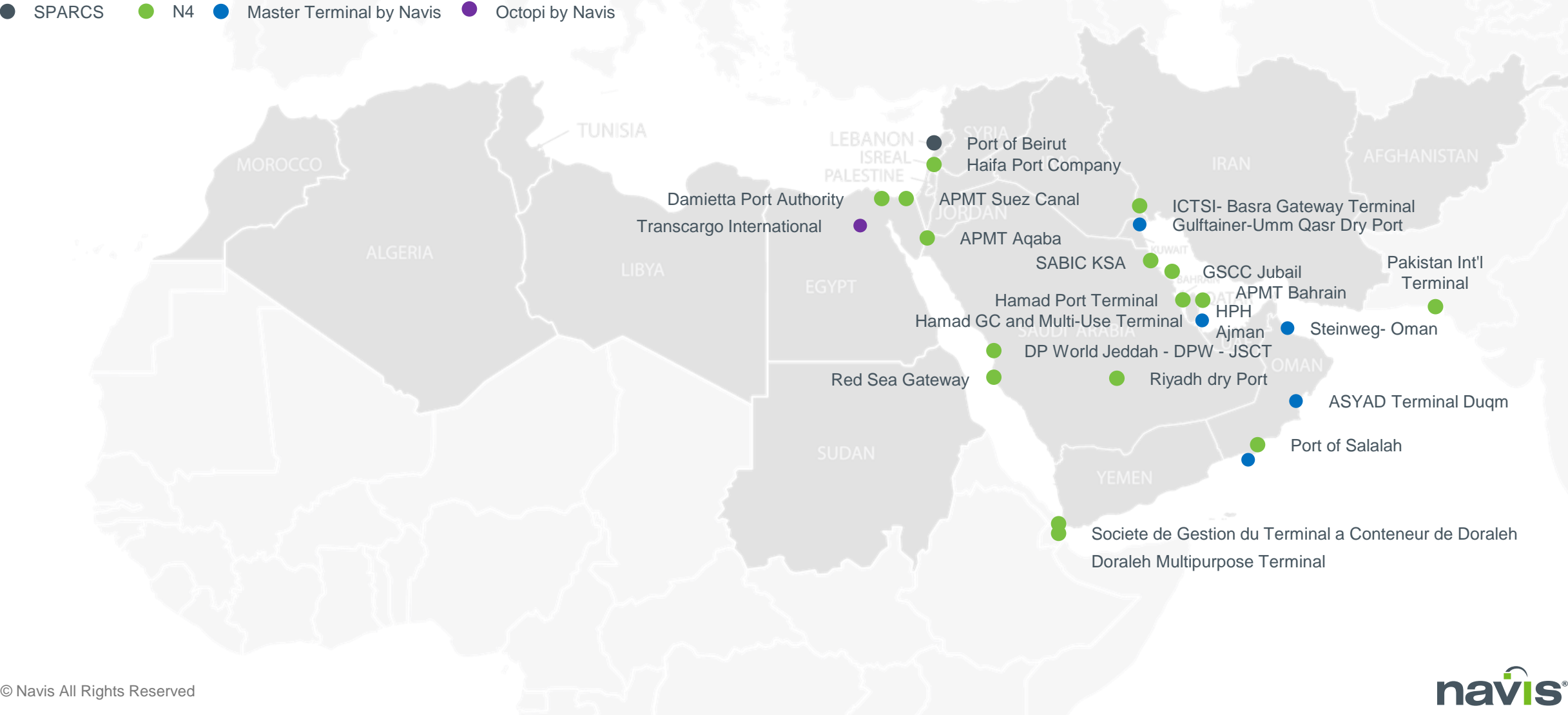


Terminal Profile:

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.

Navis Customers Located at Middle East



Mixed Cargo & Intermodal

Challenges

Site and Material
specific needs

Varied real-world
handling
processes

Material and
Regional specific
regulations

Storage
Separation
requirements

Climatic needs

Differing
dimensions and
units of measure

Risks

Reduced quality

Inefficient &
Costly handling

Compliance
Issues

Cross
Contamination

Deterioration

Inaccurate
conversions

Challenging Operating Environments

- Practical solutions for different environments
- Material specific activities
- Accurate, granular charging capabilities



Complete Tasks

AGGR22032101
AGGREGATES, 10MM - 10MM Cargos, PLAS

☒ Requires Probing
04/04/2022 12:00 AM

☐ Cargo Discrepancy

Assign Tasks

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Filter Keyword

Requires Probing ☒

Requires Inspection ☒

Cargo Discrepancy ☒

Aggregates Complete ☒

Cargo Apps

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Move	Assign Tasks	Complete Tasks
Assign Tasks - Beta	Stops	Seal Checks
Manage Discrepancy	Merge	Split
Assign Tasks	Wrench	Bell

Cargo Apps

Cargo Apps	Delays	Gate Checker	Inter Terminal	Job Lander	Multi Cargo Move
Pack Container	Rail Confirm	Rail Lander	Reefer Monitoring	Road To Yard Lander	Ship To Yard Lander
Truck Loader Unloader	RORO Confirm	Vehicle Transport Loader	Release Staging	Rail Load By Request	Cargo Lander
Unpack Container	Order Picking	Cargo Group Assign Move	Location Check	Pack Load By Request	

Non-standard handling



**Variability adds
time and money**



**Balancing act between
Customer service & profit**



**Increased risk of
human error**





Challenges we face

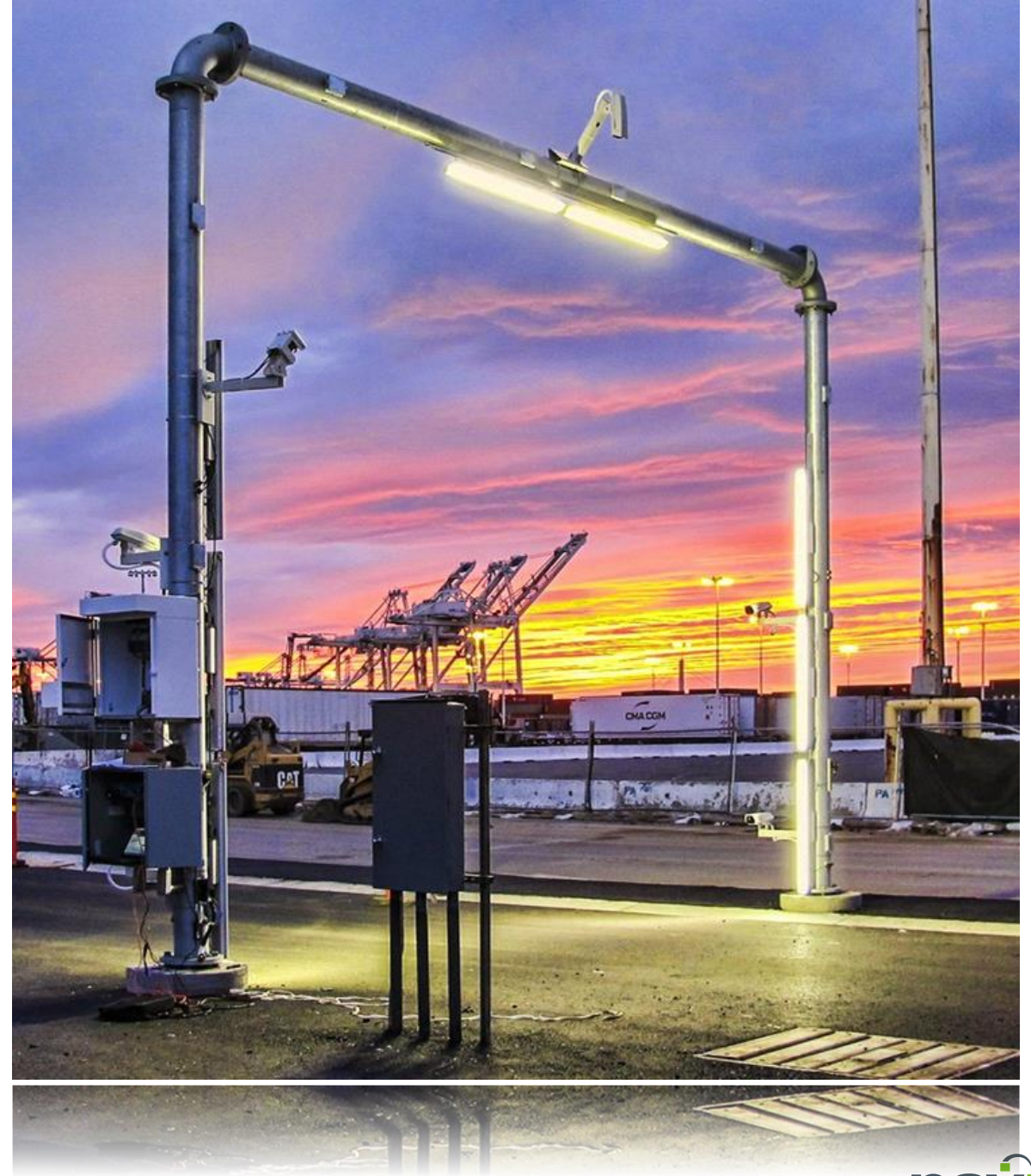
Complex Services

- Different customers with different needs
- Varied processes and handling options
- Broad range of Value Added Services
 - Packaging, reshaping and repackaging
 - Self service storage
 - Container Filling
 - Grading
 - Assembly
 - Reticketing
 - Specialised storage

Challenges we face

Technology Challenges

- Lack of investment
- Change management
- Traceability & Visibility
- Automation
- Gate Complexity
- Connecting with Devices
- Integration with systems





Challenges we face

Limited Standardisation

- Defining general cargo in EDI is difficult
 - Free text fields & bespoke processing
- No agreement among suppliers or manufacturers on use of specific attributes across the supply chain

Mixed Cargo & Intermodal

Challenges we face



Complex &
Varied



Technology
Challenges



Limited
Standardisation

Solutions need



Flexibility &
Adaptability



Diverse
Technology
Support



Traceability &
Visibility

MASTER TERMINAL FOR MIXED CARGO PORTS



Solutions need

Flexibility & Adaptability

- Terminal business changes over time
- Flexibility to easily configure and adapt business rules & invoicing
- Configuration challenges - standard configurations vs customized ones
 - Trade offs to consider
- Deployment options changing

Solutions need

Technology Support

- Integration with devices
- Gate Kiosks & Self Service for GC
- Delivery Orders & Appointments
- Integration with internal & external systems
- Customer Defined EDI





Solutions need

Traceability & Visibility

- Ability to identify and trace General Cargo
- Provide visibility to different stakeholders
- Granular invoicing capabilities

Mixed Cargo TOS Solutions



Thank you

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