

Port and cargo terminal management in digital era: New goals, opportunities and challenges

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Problems

- Most of the big ports of the region like Douala, Lagos, Port-Harcourt, Djibouti and Mombasa lack interconnectivity across the hinterland;
- Excessive congestion, pollution resulting from idling of trucks outside the port gates
- The import container traffic is limited per port due to different factors: deep-water ports vs river ports, too many port close to each other and more



Latest development

- Concessioning of this operational arm of most of these ports to the private sector;
- Sub-Saharan African ports turning into so-called fourth generation ports managed by the common operators;
- Pan-African land-bridge – Dakar-Mombasa railway;
- Competition between terminal increases with the development of the new ports and infrastructure



- Terminal operators fight each other over a place in a port = instability
- New deep-water container ports to be built = increased competition and redistribution of cargo flows

✓ **Diversification = containers + other cargoes**

Why? Today 1 operator handles only containers but throughput is insufficient to maintain good margins

✓ **Port-centric logistics = build covered warehouses at the port**

Why? It takes too long to get import cargoes to consumers due to the “golden mile problem”

✓ **Better level of service = more means of customer engagement**

Why? Otherwise you lose customers

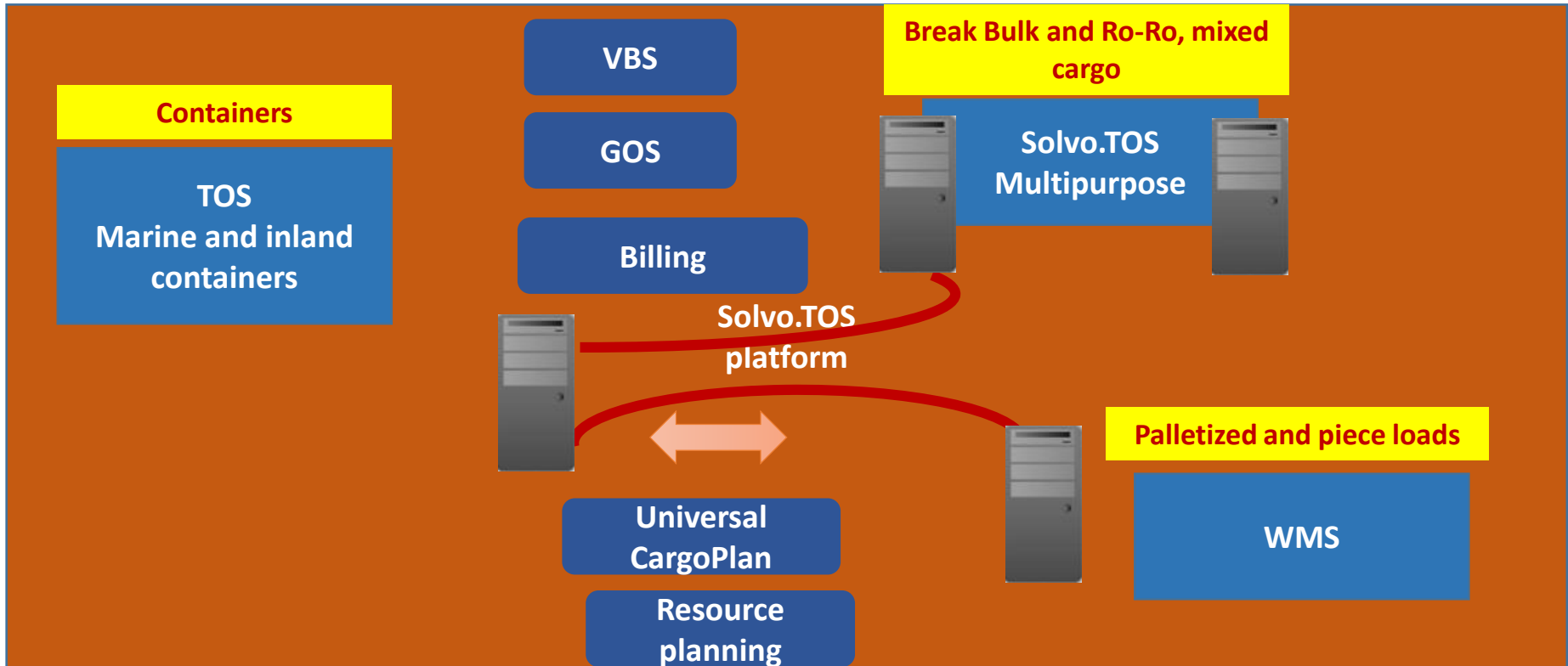
✓ **More transparency = faster operations, less theft**

Why? Theft and corruption are two big problems that have to be addressed

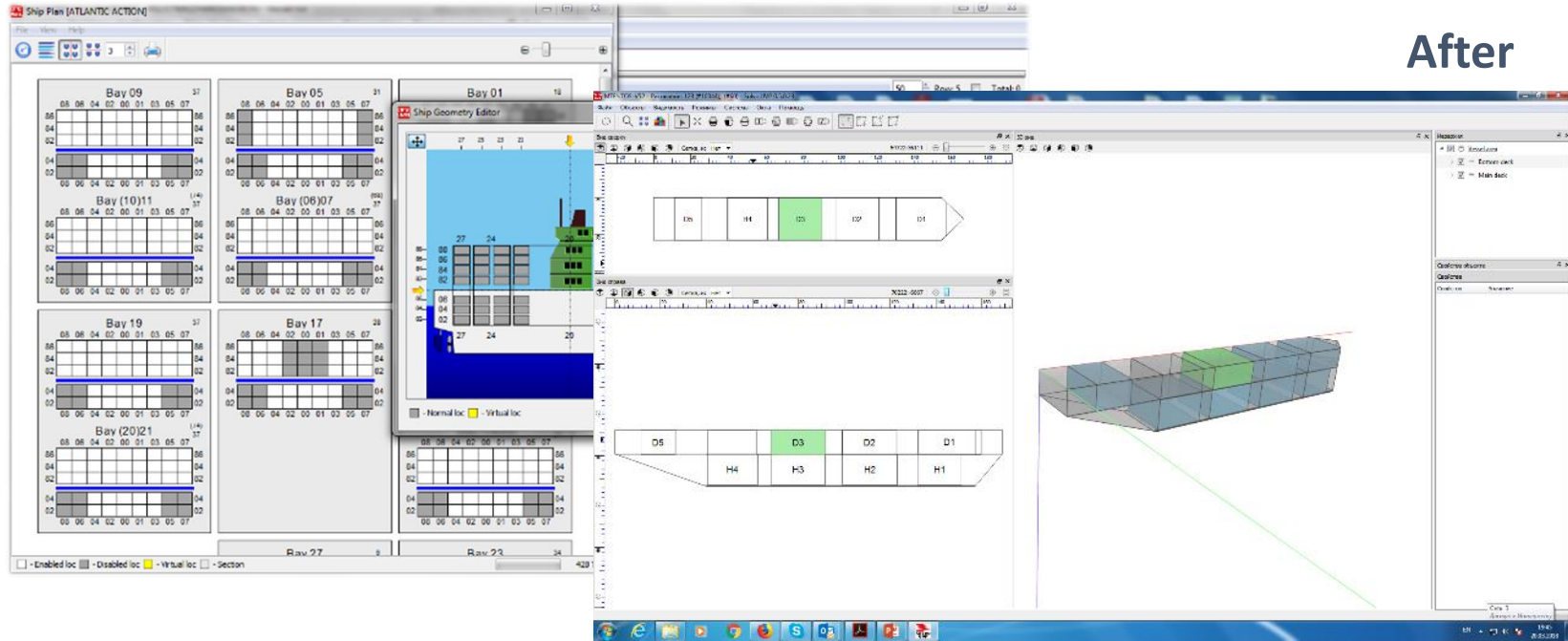
✓ **Cutting costs: use of process optimization tools**

Why? When operation is not optimized you lose money on extra fuel for RS, extra hours of dockers to dig up the container, etc

Diversification: Unified all-in-one platform



Before



After



A state-of-the-art warehouse management system designed for effective real-time management of processes at warehouses with any type of nomenclature and turnover volume in real time – DCs, finished goods warehouses, raw materials

Industry specific solutions:

- Distribution and Retail;
- Pharmaceuticals;
- Production (including FMCG);
- 3PL.
- Truck load optimization
- Dock management
- WCS
- And more

Sovlo.WMS is more than just a WMS. Add-on modules include:

- Voice picking
- Billing
- Web
- Slotting optimization

10 июнь 2016

[ARMEN] Logout

Panel1

Number of Vessels calls(1.3)1



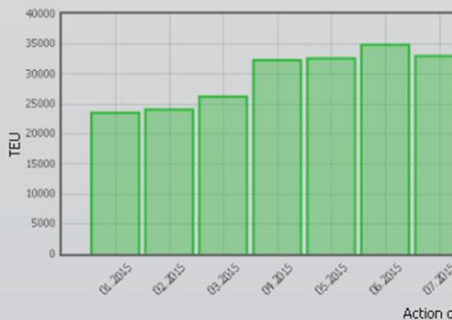
Count	Out	In	Sum
01.2015	17	17	34
02.2015	22	23	45
03.2015	26	25	51
04.2015	21	22	43
05.2015	26	25	51

Vessel Turnaround(1.4)1

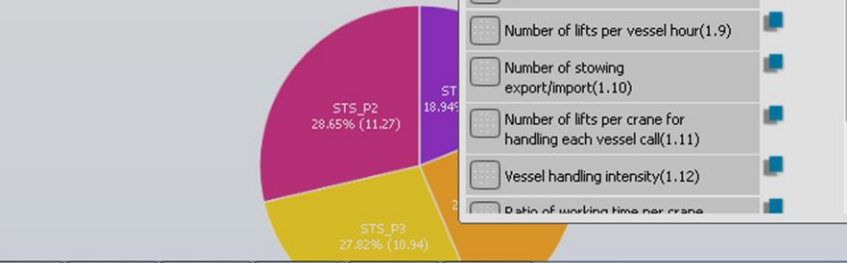


Stay time, h	China Shipping (Cyprus)	CMA CGM	COSCO Container Lines Co.	HAPAG-LLOYD AG	MSC	OOCL (EUROPE)	Unifeeder A/S	X-PRESS CONTAINER	Yang Ming Shipping
01.2015	10	15	35	10	15	10	10	10	10
02.2015	10	15	35	10	15	10	10	10	10
03.2015	10	15	35	10	15	10	10	10	10
04.2015	10	15	35	10	15	10	10	10	10
05.2015	10	15	35	10	15	10	10	10	10
06.2015	10	15	35	10	15	10	10	10	10
07.2015	10	15	35	10	15	10	10	10	10
08.2015	10	15	35	10	15	10	10	10	10

Turnover on the front(1.1)1



Quay Crane Productivity(1.8)1



Indicators

Search

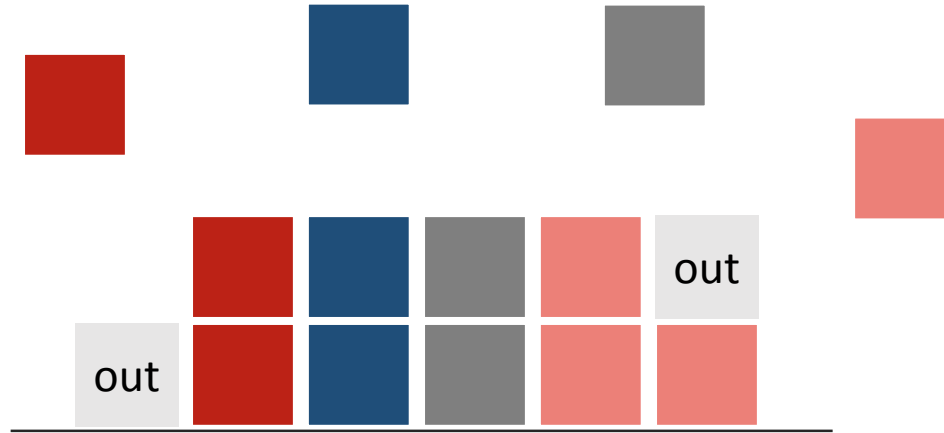
- Sea front
- Automobile front
- Railway front
- Storage
- Various
- Staff
- Vehicle
- Tabular indicators
- Management
- All
- Deleted

- Turnover on the front(1.1)
- Vessel Measurements(1.2)
- Number of Vessels calls(1.3)
- Vessel Turnaround(1.4)
- Average Delay per Vessel Departure(1.5)
- Berth Occupancy(1.6)
- Berth Productivity(1.7)
- Quay Crane Productivity(1.8)
- Number of lifts per vessel hour(1.9)
- Number of stowing export/import(1.10)
- Number of lifts per crane for handling each vessel call(1.11)
- Vessel handling intensity(1.12)
- Ratio of working time per crane

More transparency: more automated identification



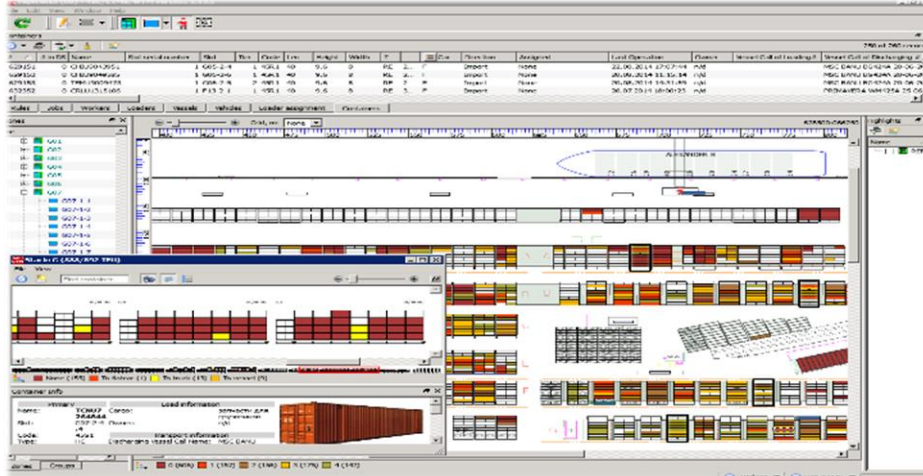
Expand | your vision



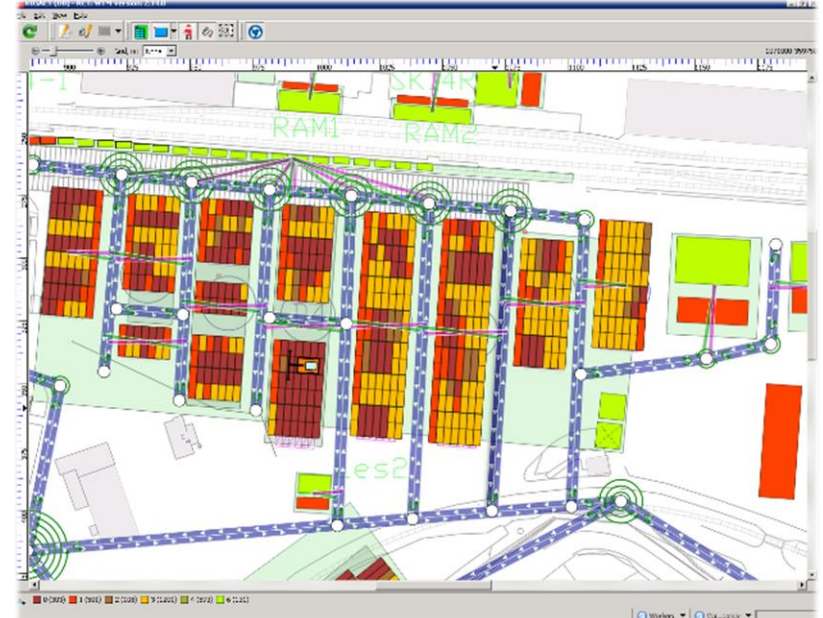
A reduction in the amount of moves occurs thanks to:

- Standardized storage at the warehouse (rules and putaway strategies).
- Forecasting of load arrival/departure

Before



After





Solutions for ports and terminals

A leading terminal operating system for ports and terminals. An ultimate set of solutions for managing just any type of cargo: container, break bulk, Ro-Ro, etc.



Solutions for warehouse logistics

One of the leading software providers of SCE software in Eastern Europe. Solutions range from WMS to WCS, Yard, Billing, KPI and more.



A trusted partner in scanning and mobility, hardware integration

Authorized platinum partner of Honeywell HSM, Datalogic, Zebra (Motorola Solutions), TSC and many others. Own services centers for repair and maintenance of mobile computers and scanners. We can also build entire infrastructural networks from scratch (wi-fi, cables, etc).



Consultancy in logistics

Logistics consultancy services as well as organizing seminars, webinars and other educational events.

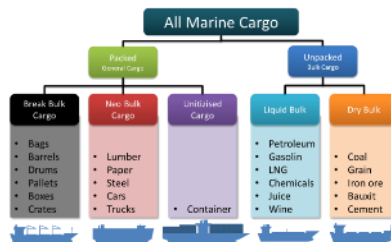


Technology Pioneers

Developed first TOS in Russia in the 1990s



70% of all container in Russia is processed by Solvo.TOS



Solutions for container, break-bulk, Ro-Ro and multi-purpose

24 years

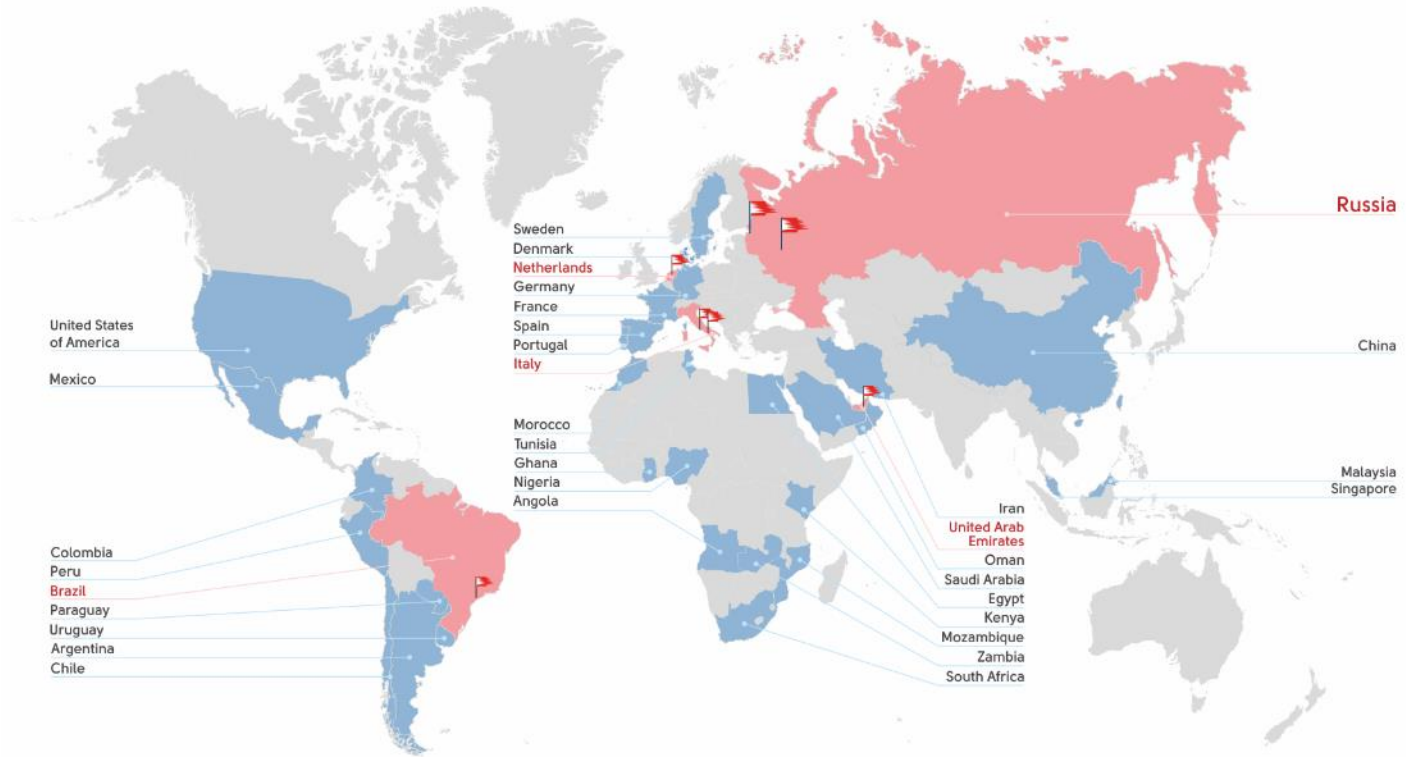
320+ projects

180+ employees

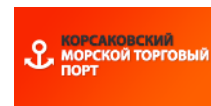


International certification









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Booth 15



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