

NAVIGATING TERMINAL EFFICIENCY WITH AFFORDABLE DATA INSIGHTS



BLACK SEA
Ports and Logistics 2025 

Black Sea Ports and Logistics 2025

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A MORE CONNECTED SUPPLY CHAIN STARTS HERE



TERMINAL EFFICIENCY

OPERATIONAL VISIBILITY

ASSET MANAGEMENT

SAFETY + SECURITY

ANALYTICS OPTIMIZATION

Solving the world's most difficult
supply chain transportation challenges.



KALERIS

SUPPLY CHAIN EXECUTION SOFTWARE

navis

TOS



**Terminal Operating
Systems**

- Container TOS
- Mixed + General Cargo TOS
- Cloud-Based TOS
- Inland Depots

YMS



**Yard Management
System**

- Enterprise Yard Visibility
- Tasking
- RTLS (Real-Time Location Systems)
- Kiosks, Driver's App

TMS



**Transportation
Management**

TRUCK

- Route & Dispatch Efficiency
- Fleet & Driver Management

RAIL

- Rail Visibility
- Rail YMS & Transload
- Financials

CVS



**Carrier + Vessel
Solutions**

- Stowage Planning
- Fleet Performance
- Incident Prevention

MRO



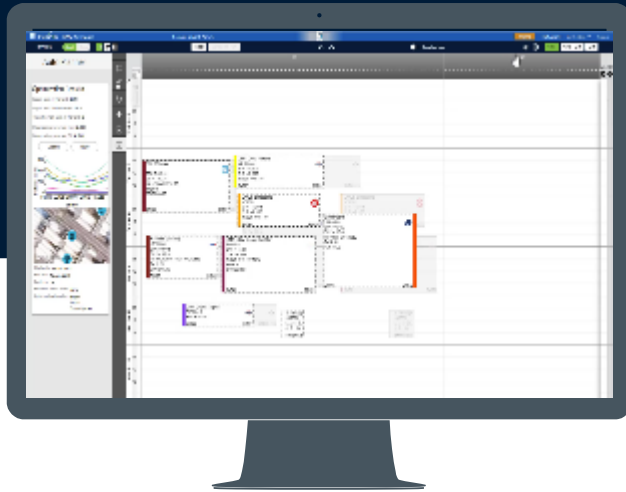
**Maintenance +
Repair Solutions**

- Intermodal & Railcar Asset Management
- Repair Management
- Billing & Invoicing

DEDICATION TO TOS INNOVATION



Continuous technology modernization for secure, reliable, scalable, and user-friendly applications so that our customers can continue to move cargo safely and efficiently.



Alerts to promote proactiveness instead of reactiveness

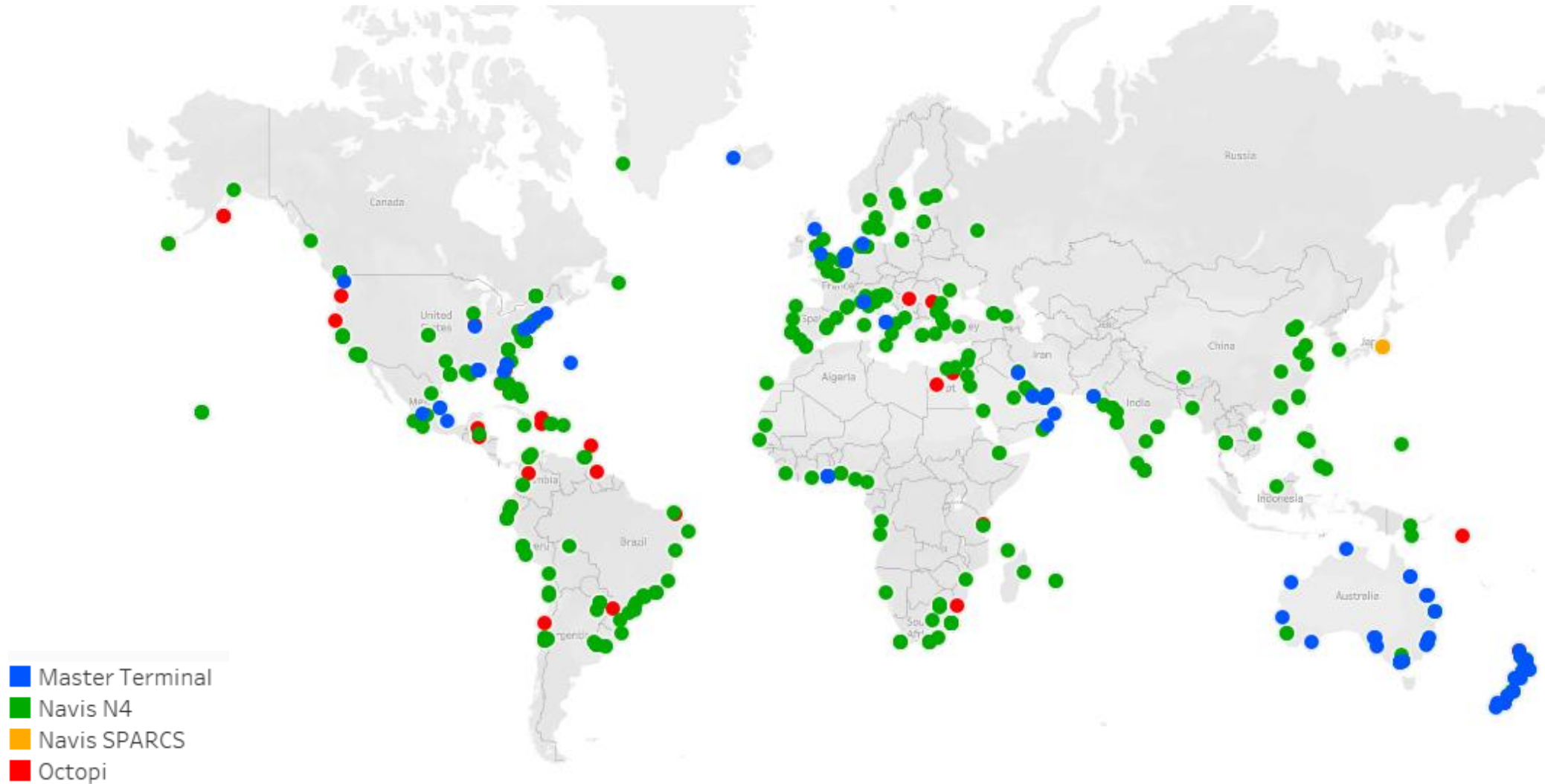


Tools to optimize operations strategy to maximize the use of assets and space



Tools to provide connectivity and minimize unproductive move via collaboration

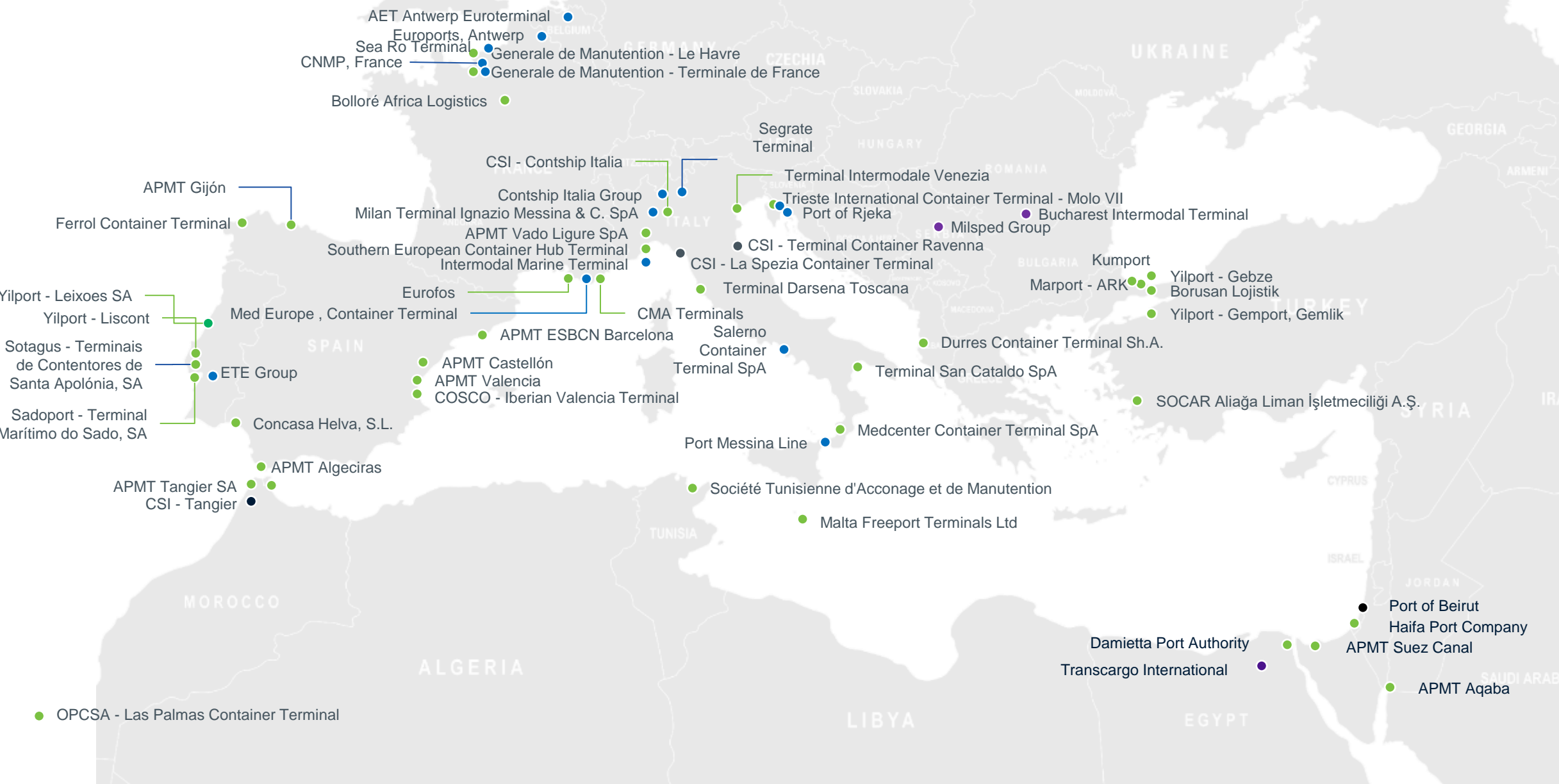
Over 30 years of continued innovation and expertise in terminal operations



EURO MED NAVIS TERMINALS



● SPARCS ● N4 ● Master Terminal by Navis ● Octopi by Navis



BLACK SEA ON THE RISE

Demand for Asian Goods & Alternative Routes

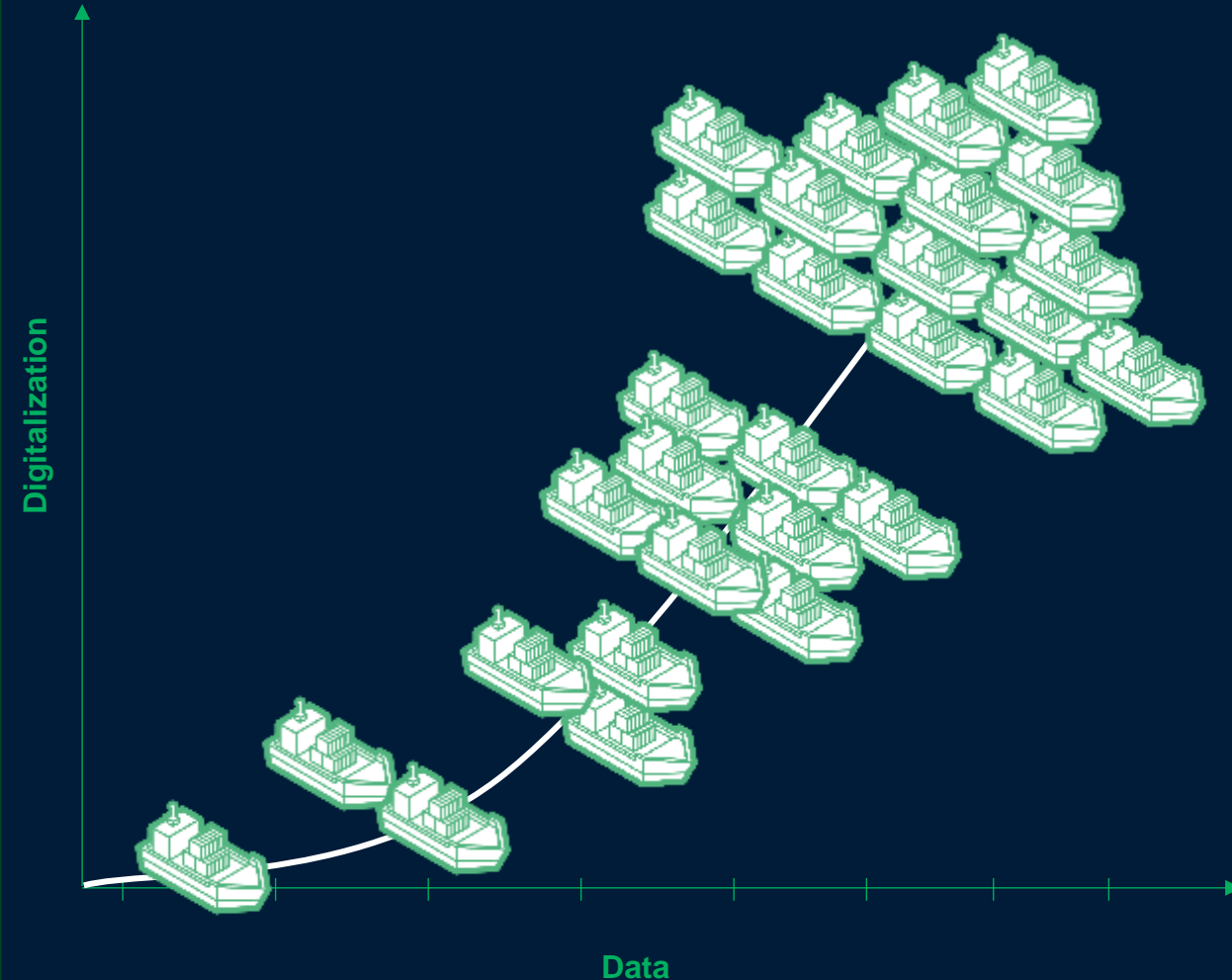
Demand from global markets coupled with disruptions like the war in Ukraine and Red Sea increases demand on the Middle Corridor, emphasizing the need for enhanced customer service and digital solutions

Modernizing Port Infrastructure

Boosting the industry's resurgence, with expansions and last-mile delivery solutions enhancing efficiency and customer satisfaction

Navigating the Digital Revolution

Digital innovations streamline operations and enhance supply chain visibility



LOCAL SUCCESS



Navis Terminals on the Black Sea



SLS Romania is a large operator of intermodal terminals in Romania. With Navis they:

- **Simplified** planning processes
- Equipment can claim and execute jobs in **real time** to service the rail and yards
- **Visibility** to consignees regarding the locations and status of their boxes



SLS Bucharest Intermodal Terminal has selected the Navis Cloud Terminal Operating System (TOS) by Kaleris to optimise operations and increase the visibility of cargo movements.

The system's interface will reportedly help the terminal with gate management, yard planning, tracking cargo, billing, and communicating real-time data to its carriers and other customers via Electronic Data Interchange (EDI) connections.

The Navis Cloud TOS is designed to handle various cargo types, making it highly adaptable to the terminal's current and future needs.

It provides a single, integrated view of all operations and information, helping the terminal make decisions that result in the best outcomes for its customers.

In this context, Data and System Planning (DSP), a technological company specialised in Ports & Terminals industry since 1986 and certified as the first Navis partner in 2007, will design the Business Process Management and act as Solution Integrator for SLS.

DATA – KEY PILLAR FOR DIGITALIZATION



Endless Opportunities



Process
Optimization

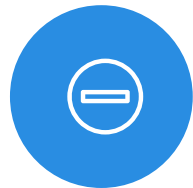


Customer
Insights



Predictive
Analysis

Challenges We Face



Limited
Resources



Perceived
Complexity



Resistance to
Change

DATA OPPORTUNITIES AT A TERMINAL



Berth & Vessel

Yard

Rail

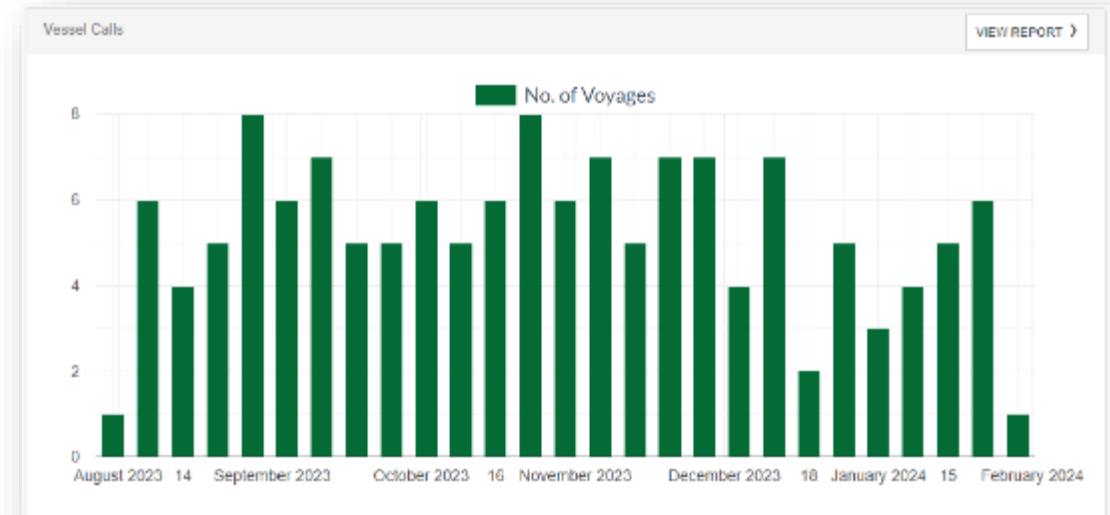
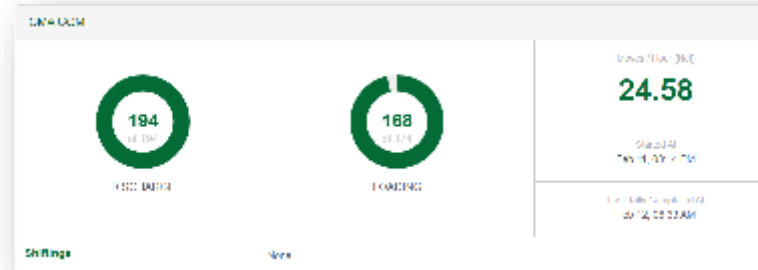
Gate





BERTH & VESSEL

- Data directly influences efficiency, safety, and productivity in waterside operations.
- Precise data regarding vessel dimensions, cargo varieties, and handling needs facilitates optimal resource management.
- Key performance indicators (KPIs) such as berth utilization, vessel productivity, and turnaround times offer valuable insights into operational efficiency.





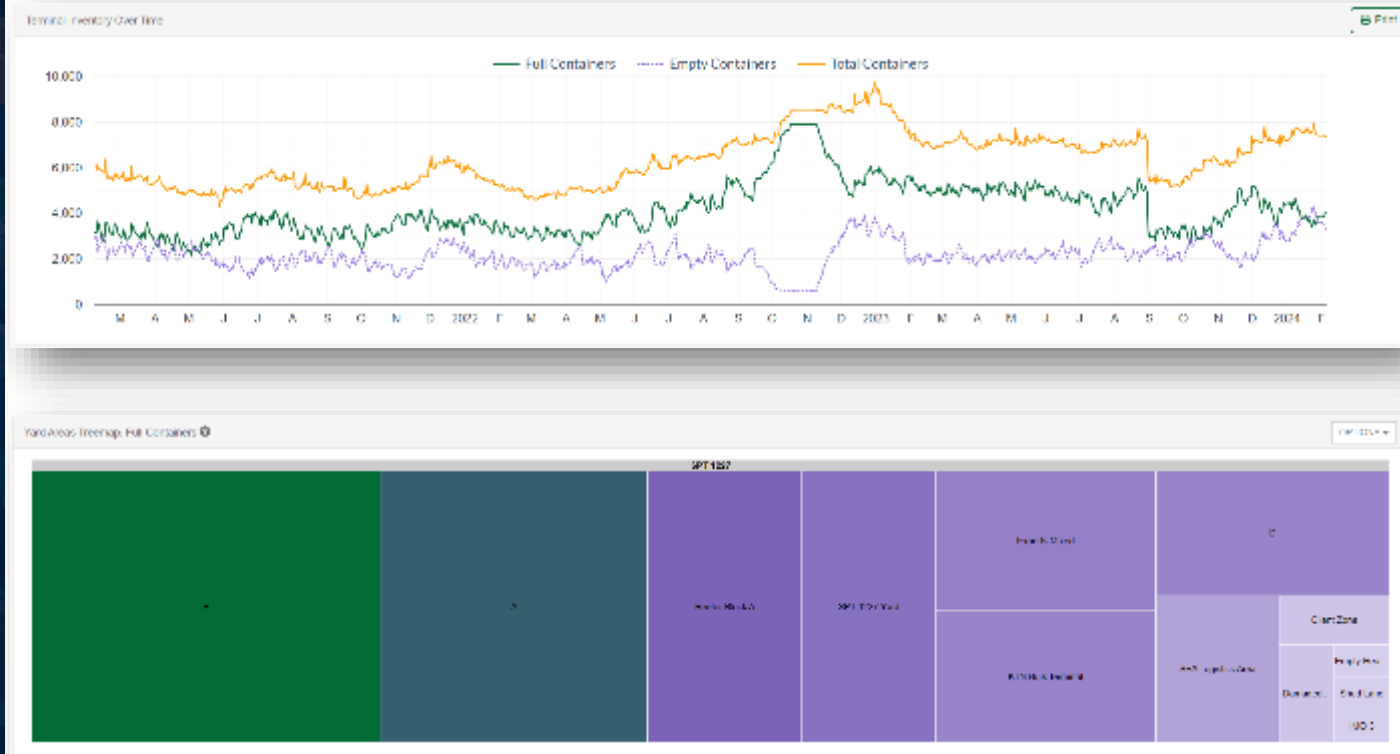
COLLECTING DATA IS THE KEY

- Data collection methods include both automatic and manual recording processes.
- Integration is advancing, yet some data is still acquired manually in certain contexts.
- Utilizing a user-friendly mobile application enables data recording from any location with ease.

Remaining	191 Items	Qty: 191	4,540,974.00 kg	MULTIPLE LIFT >	SHIFTING >	OVER LANDED >
<input type="text" value="Search..."/>						
Cargo	Line	Actions				
CBHU5966349 35000 kg Seals: 2312,123123,2313,213123 BL: HYD-MAE04	40HC full COSU	DISCHARGE				
MAEU3499781 32400 kg Seals: 23123 BL: HYD-MAE03	40FR full MAEU	DISCHARGE				
MAEU3512311 38690 kg Seals: 23123 BL: HYD-MAE02	40FR full MAEU	DISCHARGE				
MAEU4065033 4000 kg Seals: 23123 BL: HYD-MAE04	40OT empty MAEU	DISCHARGE				
MAEU4220171 3940 kg Seals: 23123 BL: HYD-MAE03	40OT empty MAEU	DISCHARGE				



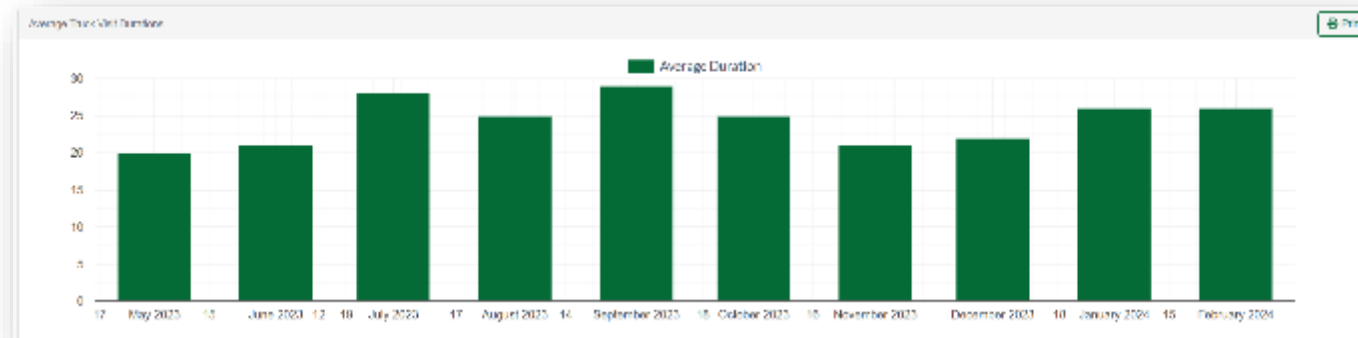
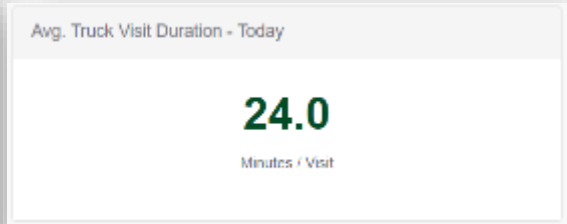
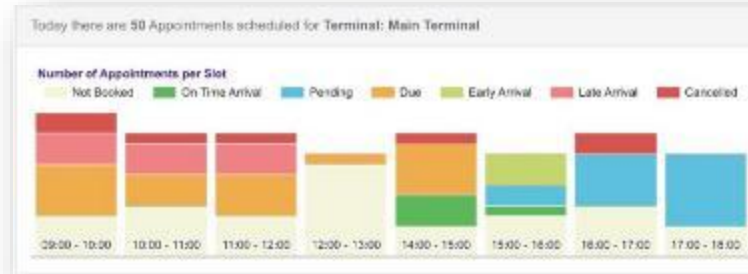
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- Enhanced operational visibility by having real time data on cargo movements and yard activities
 - Data driven insights enables better customer service and visibility to stakeholders
 - Historical and real-time data analytics support predictive modelling and planning activities





RAIL & GATE

- Data integration with supply chain partners, including rail/truck carriers and shipping lines, enhances coordination and collaboration
- Data generated from effective scheduling and appointments system enable terminals to manage trucks and trains effectively
- Enables terminals to monitor KPIs such as turnaround times, equipment performance and service levels



MAKING DATA AFFORDABLE



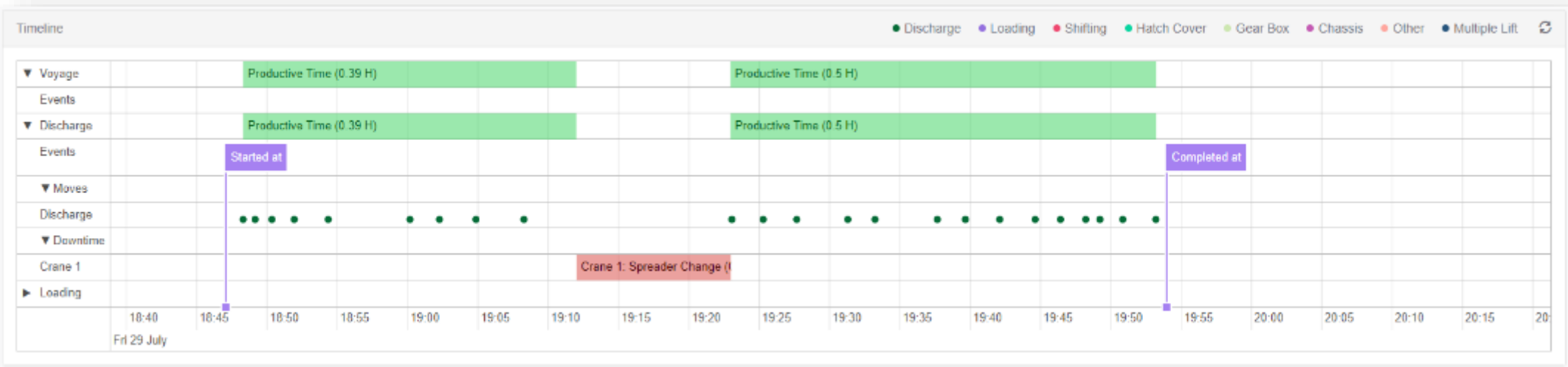
Digitalization is Inevitable



Data Driven Excellence



Budget Friendly Solutions Exist





MBOX TERMINALS



About MBOX

- First intermodal terminal in South and Central Serbia
- Serves as a container depot providing storage and M&R services
- Strategically located in Serbia to serve as a hub to Greece, Turkey, but also Hungary, Austria, Germany,
- Handles 12,000 TEU annually



Challenges

- Wanted an easy to deploy TOS with modern user interface
- Wanted to run as much automated processes as possible to avoid mistakes → expensive cost
- Wanted to enable data collaboration with carriers & customers
- Wanted to focus on their actual jobs in terminals, instead of IT functions



Results

- Successful fully remote implementation process with high communications through every milestones
- Minimized hardware and IT spend
- Streamlined operational processes and controlled customizations
- Increased customer satisfaction by utilizing Octopi's customer portal to share visibility to their partners and carriers
- Easy integration with their other systems



THANK YOU!



Kaleris.com