

Terminal Automation

A perspective on trends, challenges and ways forward



Which topics are **influencing** the **container terminal** industry?

Cranes and Terminal Automation

Drivers and challenges



People

Workforce availability
Harsh environment



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Market

Customer concentration
Supply/ demand pressure



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Trade tensions

Equipment sourcing
Cybersecurity



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Digitalization

Connectivity
Data-driven decisions



Could **Automation** provide
answers to these challenges?

Cranes and Terminal Automation

Automation stream



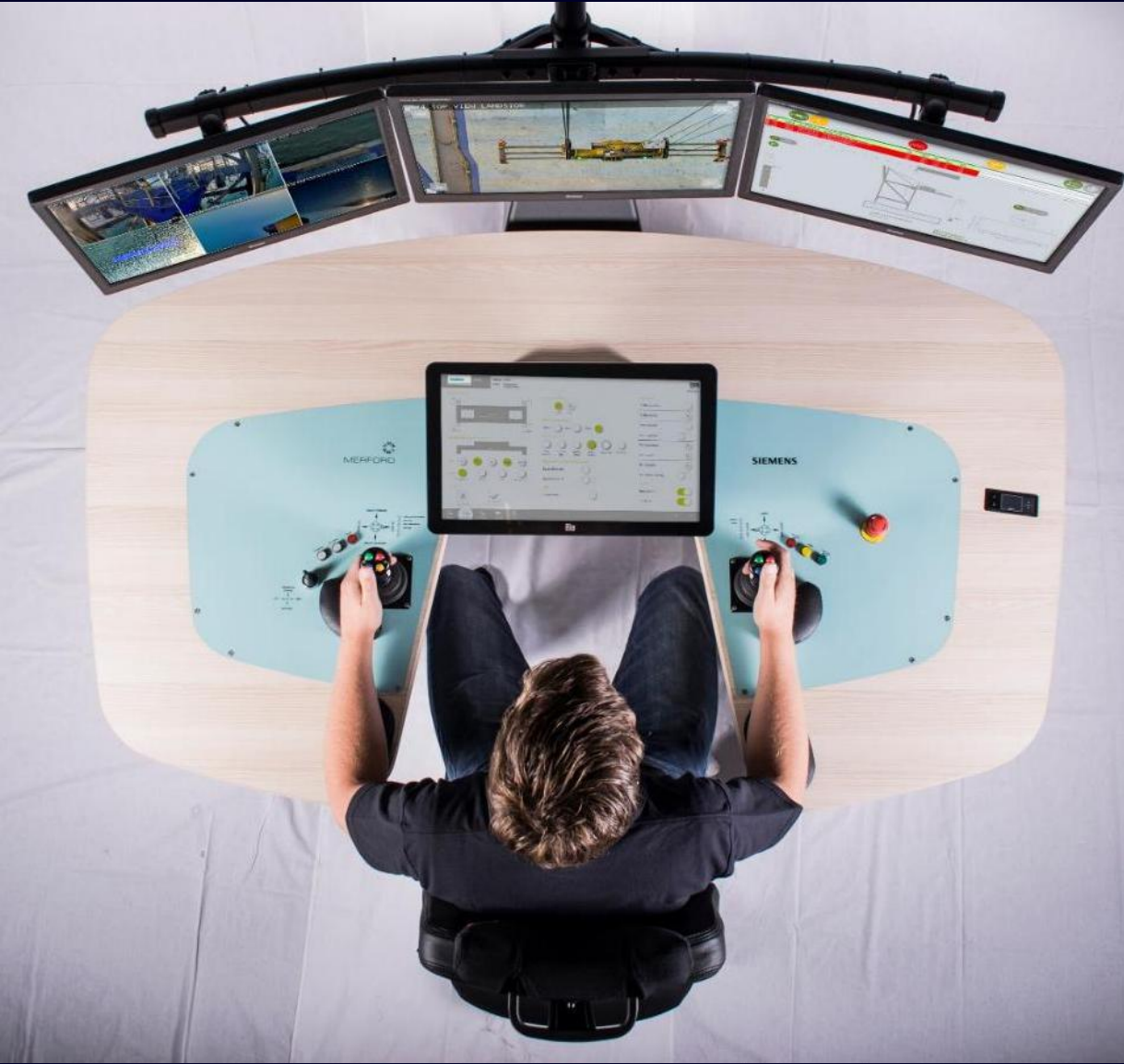
People

Challenge

Harsh environment
Workforce availability

Answer

Safety
Assets utilization 1:n



Cranes and Terminal Automation

Automation stream



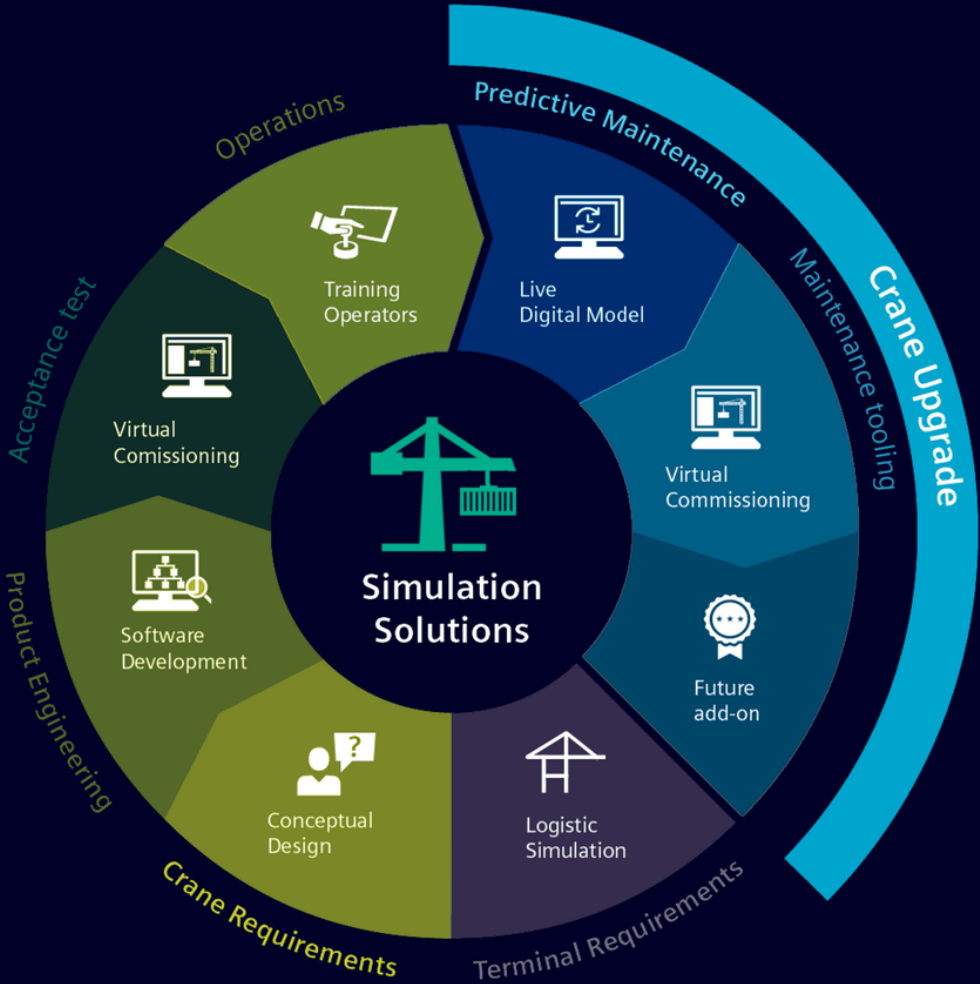
Market

Challenge

Customer concentration
Supply / demand pressure

Answer

Productivity / Availability
Competitiveness / TCO



Cranes and Terminal Automation

Automation stream

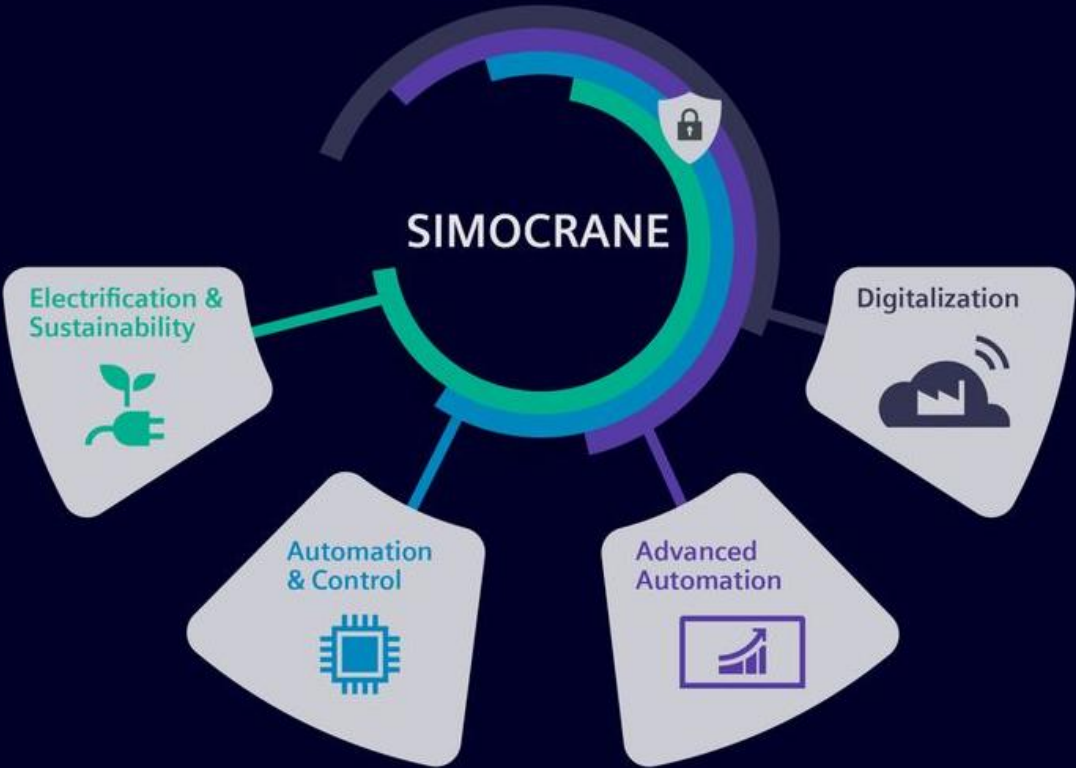
Trade tensions

Challenge

Equipment sourcing
Cybersecurity

Answer

Agnostic e-supplier
Universal RCOS



Cranes and Terminal Automation

Automation stream



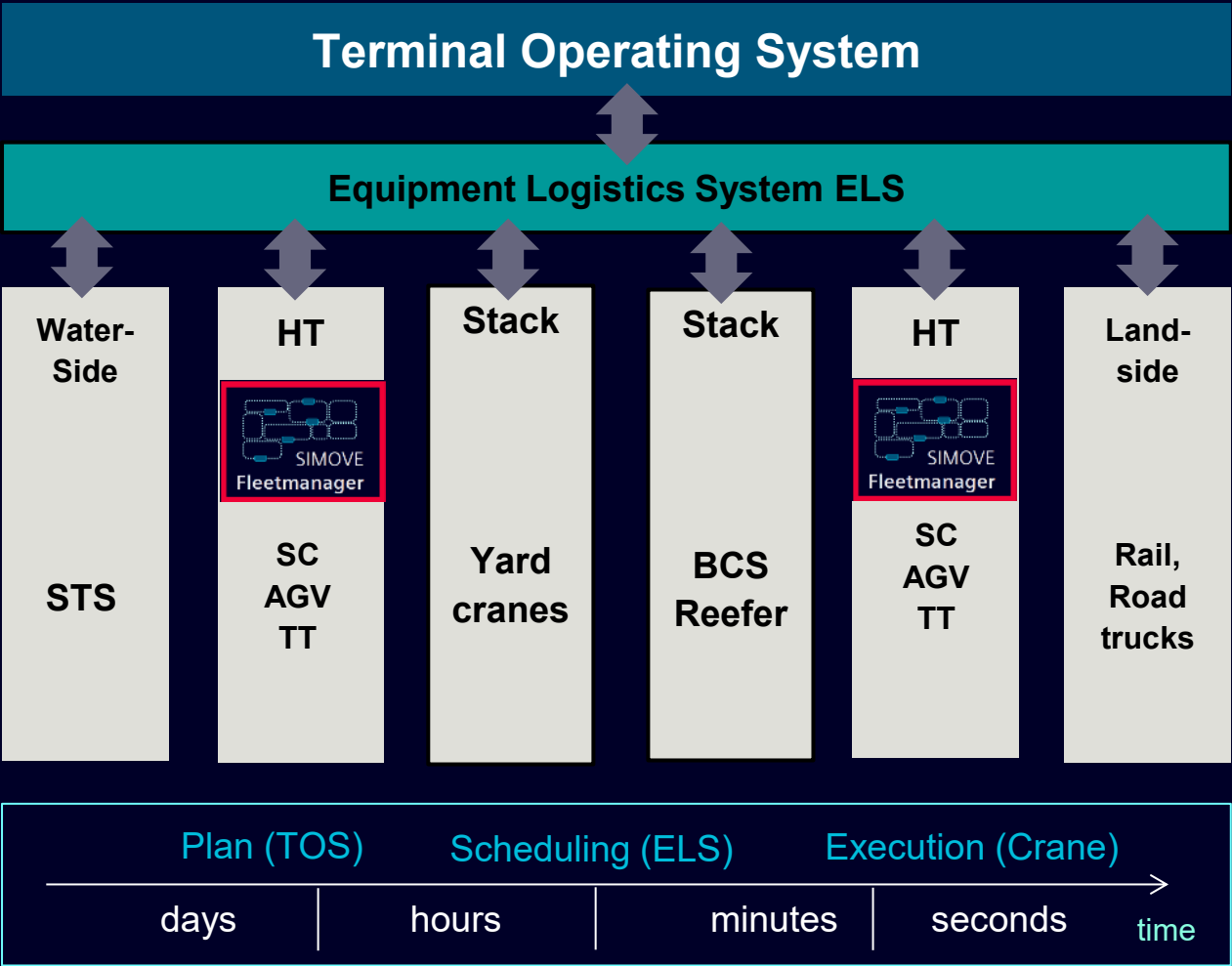
Digitalization

Challenge

Connectivity
Data-driven decisions

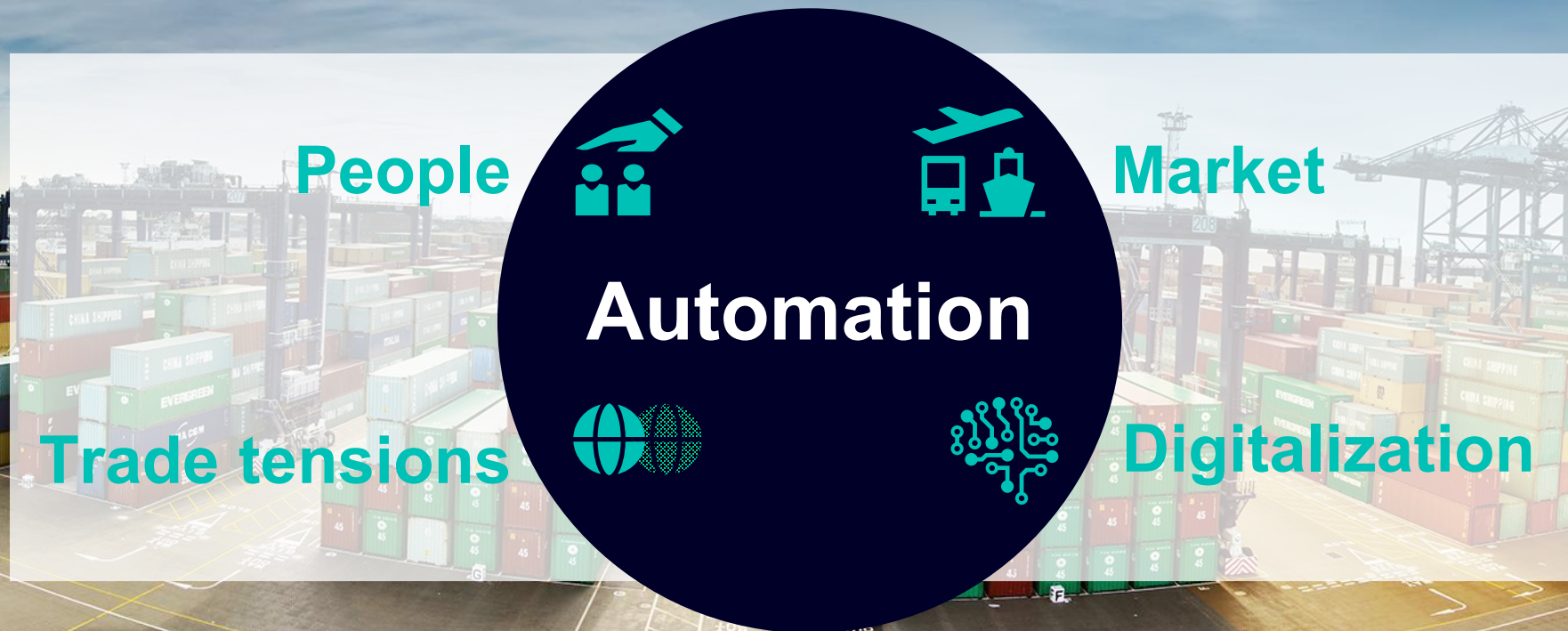
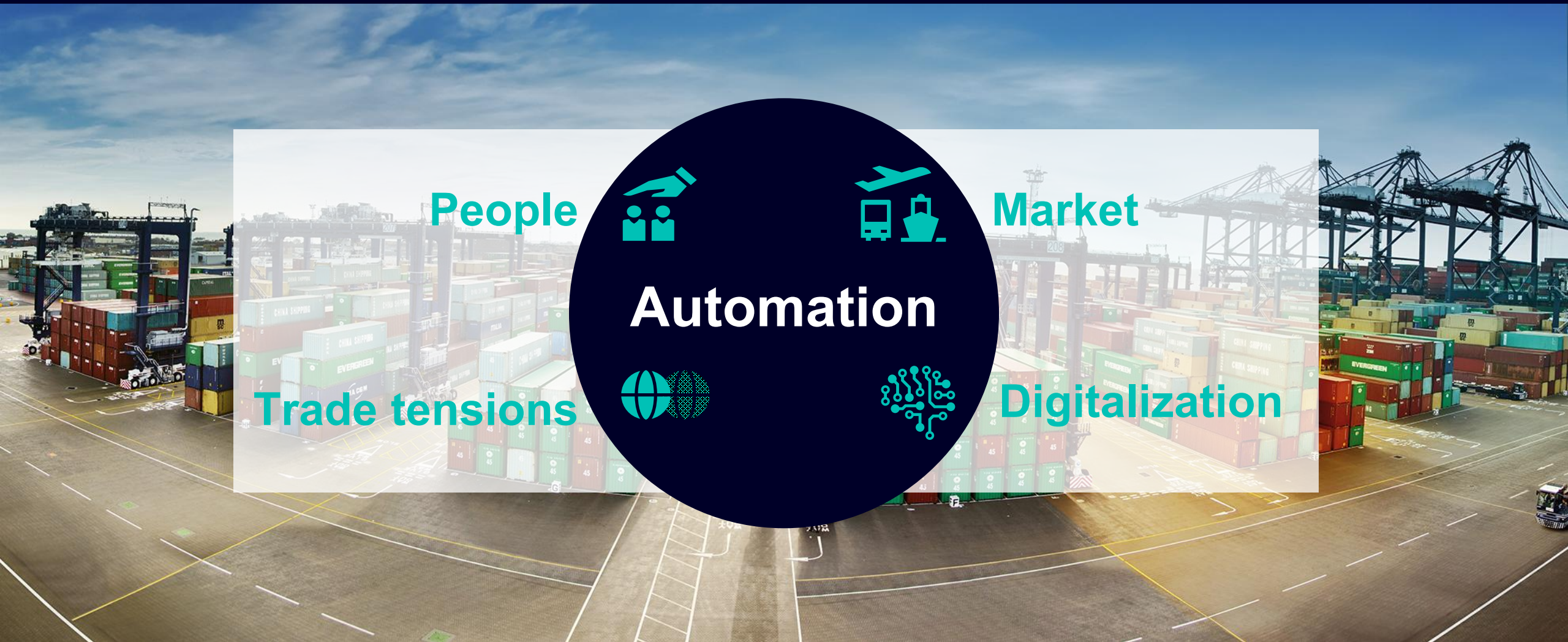
Answer

Standardized interfaces
Optimization



Cranes and Terminal Automation

Way forward



Contact

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