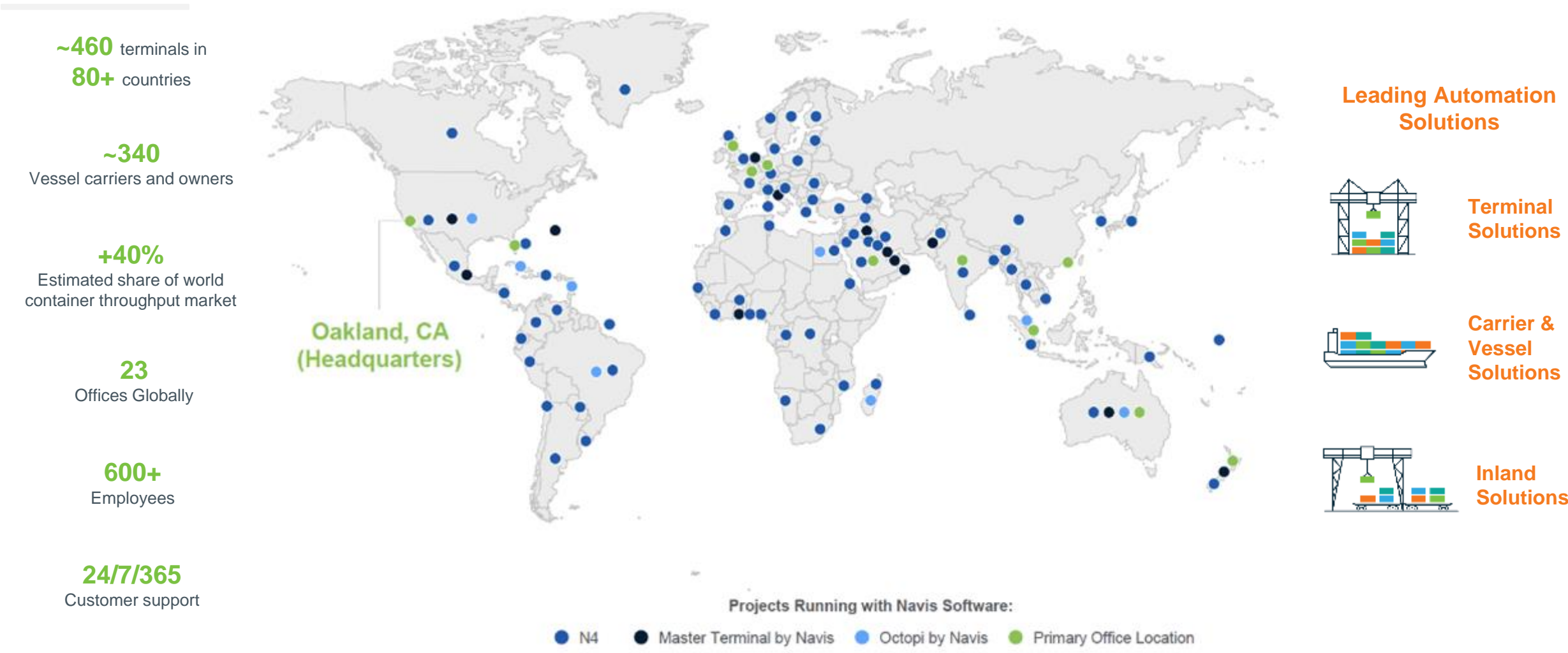# Complexities of Mixed Cargo and Intermodal Terminals

Yanis Bouldjennet– Account Executive

navis®

Navis is the Partner of Choice for Clients Across the Globe

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

~460 terminals in **80+** countries

~340
Vessel carriers and owners

+40%
Estimated share of world container throughput market

23
Offices Globally

600+
Employees

24/7/365
Customer support

Oakland, CA
(Headquarters)

Leading Automation Solutions

Terminal Solutions

Carrier & Vessel Solutions

Inland Solutions

Projects Running with Navis Software:

● N4   ● Master Terminal by Navis   ● Octopi by Navis   ● Primary Office Location

A TOS for All Terminals – a leader in General Cargo

A TOS for All Terminals – a leader in General Cargo

octopi by navis

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

navis N4

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.

master terminal by navis

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.

Mediterranean Map

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

- Generale de Manutention - Le Havre
- Generale de Manutention - Terminale de France
- Bolloré Africa Logistics
- CSI - Contship Italia
- Terminal Intermodale Venezia
- APMT Gijón
- Milan Terminal Ignazio Messina & C. SpA
- Trieste International Container Terminal - Molo VII
- Milsped Group
- Ferrol Container Terminal
- APMT Vado Ligure SpA
- Southern European Container Hub Terminal
- CSI - Terminal Container Ravenna
- Intermodal Marine Terminal
- CSI - La Spezia Container Terminal
- Yilport - Leixoes SA
- Eurofos
- Terminal Darsena Toscana
- Marport - ARK
- Yilport - Gebze
- Borusan Lojistik
- Med Europe , Container Terminal
- CMA Terminals
- Yilport - Gemport, Gemlik
- Yilport - Liscont
- APMT ESBCN Barcelona
- Salerno Container Terminal SpA
- Durres Container Terminal Sh.A.
- Sotagus - Terminais de Contentores de Santa Apolónia, SA
- APMT Castellón
- Terminal San Cataldo SpA
- APMT Valencia
- COSCO - Iberian Valencia Terminal
- SOCAR Aliağa Liman İşletmeciliği A.Ş.
- Sadoport - Terminal Marítimo do Sado, SA
- Concasa Helva, S.L.
- Medcenter Container Terminal SpA
- APMT Algeciras
- Durres Container Terminal Sh.A.
- APMT Tangier SA
- CSI - Tangier
- Société Tunisienne d'Acconage et de Manutention
- Malta Freeport Terminals Ltd
- OPCSA - Las Palmas Container Terminal

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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

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Challenging Operating Environments

- Practical solutions for different environments

- Material specific activities

- Accurate, granular charging capabilities

Non-standard handling

Variability adds time and money

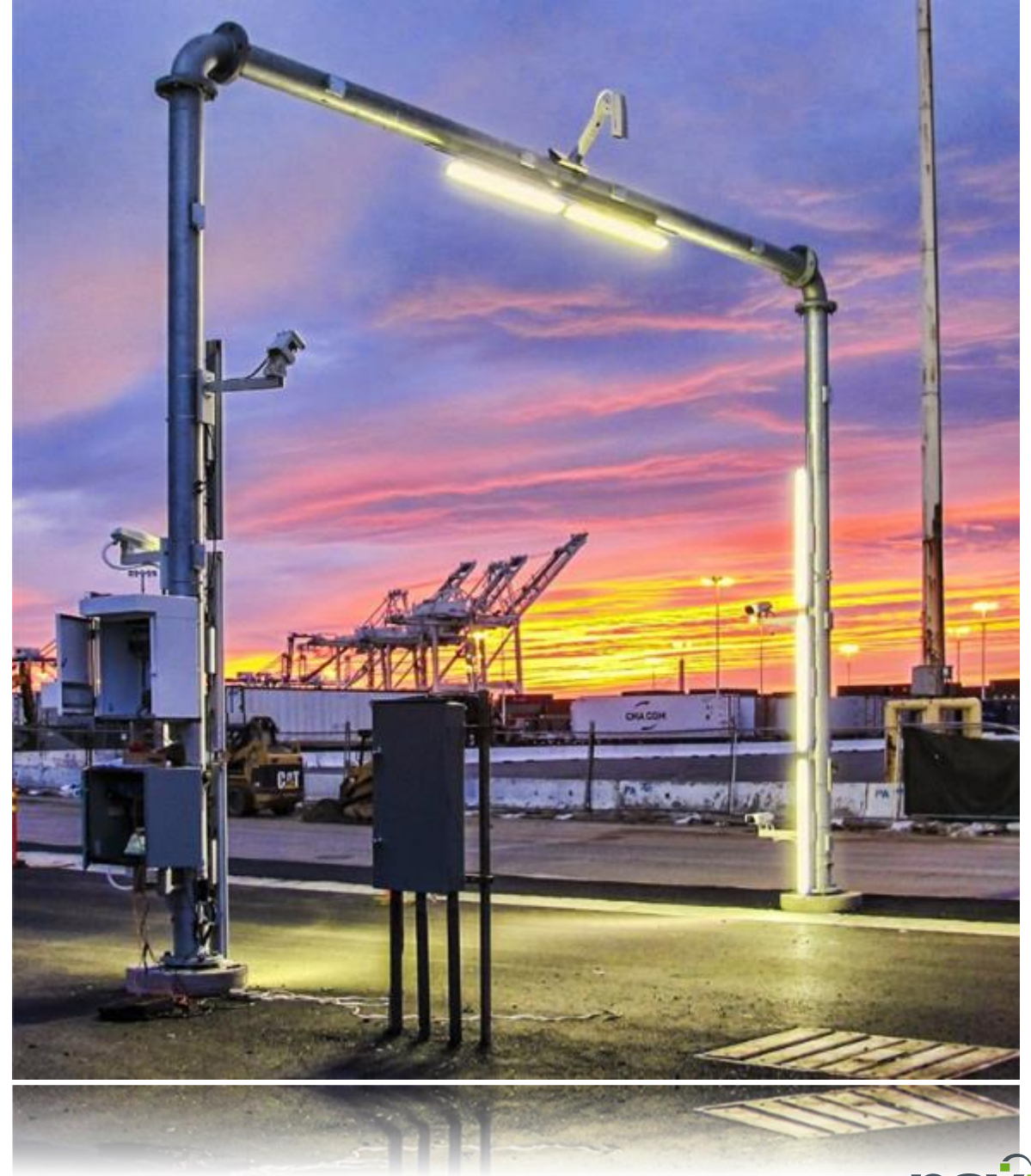**Balancing act between Customer service & profit**

Increased risk of human error

Challenges we face

Technology Challenges

- Lack of investment

- Change management

- Traceability & Visibility

- Automation

- Gate Complexity

- Connecting with Devices

- Integration with systems

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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

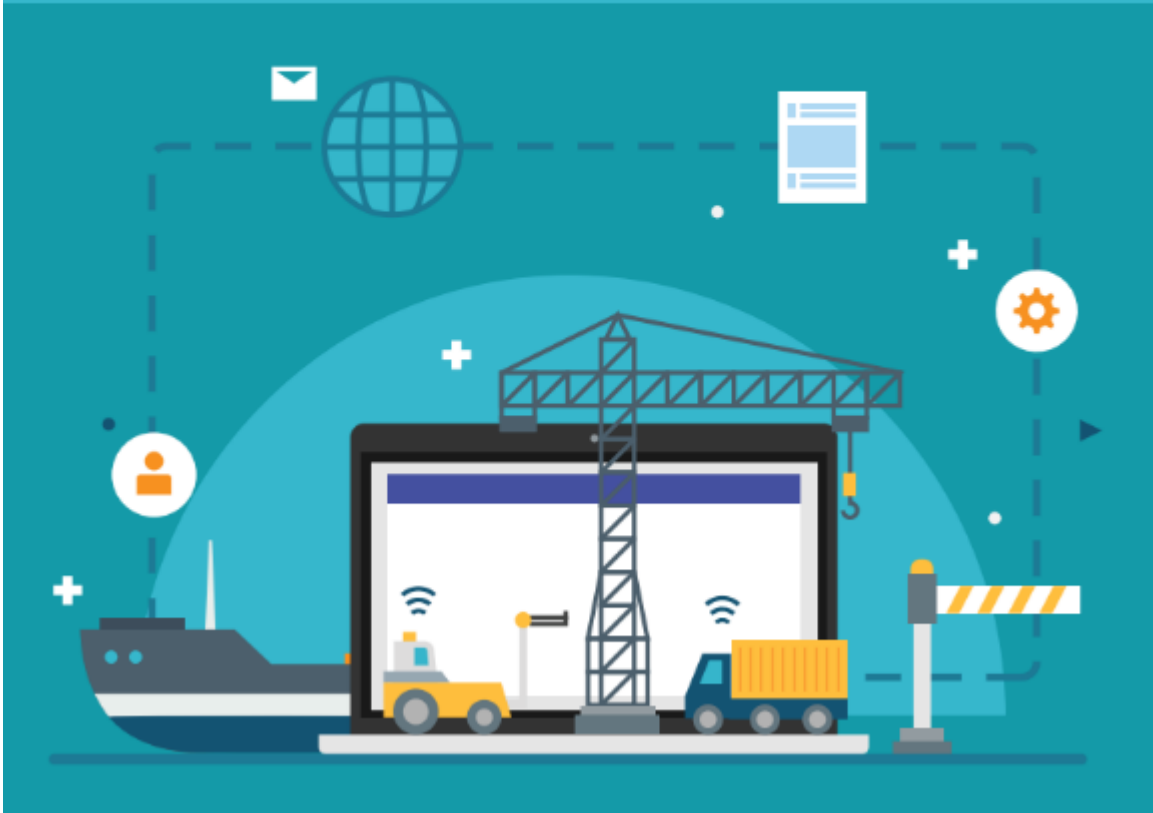|		
Flexibility & Adaptability	Diverse Technology Support	Traceability & Visibility

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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

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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

Deployment Options

Managed Deployments on cloud or on prem

Value for Money

Project budgets that match Mixed Cargo Profit Margins

Latest Features

Free upgrades to get the latest features & functionality

Product Customizations

Ability to configure and customise the product

Easily Integrated

Ability to integrate with devices and other systems

Minimal IT Involvement

Managed systems that don't need a heavy IT investment

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Thank you

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