MEDITERRANEAN Ports and Logistics 2024

Trieste (ITA) , 28th – 30th May 2024

“Human Learning to drive Machine Learning”

Professional in-depth training courses on TOS to better manage digitalization and exploit Machine learning.

Marco Fehmer, DSP
Chief Executive Officer

Part 01

Meet DSP

Who we are

4 Business Entities

380+ Projects completed worldwide

50+ Industry Experts

14+ Languages

38+ Years in the shipping and port industry

20+ Navis Certified consultants

24/7 Global help desk and support services

+40% DSP Products Installation in 2023

DSP is compliant with ISO 27001-2022 certification to grant Information security, cybersecurity, and privacy protection to its customers

Our core business

TOS CONSULTING

DSP team supports the Terminal Operations in all the phases of the Terminal Operating System implementation, optimization, support and training.

BUSINESS INTELLIGENCE

Product: DATAVIEW

DATAVIEW is a DSP product. It's a Business Intelligence solution for your terminal showing you any data everywhere in one view.

DIGITAL TWIN

Product: GEMINI

GEMINI is a Digital Twin solution. GEMINI is a platform, bespoke on the characteristics of every single terminal organization, able to mirror decisions, strategies and show workers practice during real operations.

SYSTEM INTEGRATOR

DSP is a System Integrator Company with a well-established network specialized in connecting specific solutions to address individual cases.

DSP & NAVIS KALERIS

DSP is NAVIS service partner since 2007

navis® SERVICES PARTNER

2024 – YMS Channel Partner
2022 – MASTER TERMINAL Channel Partner
2022 – 20 consultants N4 certified
2021 – NAVIS training partner
2019 – OCTOPI channel partner
2018 – NAVIS Project Lead Implementation Service Partner
2016 – NAVIS N4 Extensions Certification
2014 – NAVIS Support Partner
2007 – NAVIS Professional Service implementation partner

DSP

SYSTEM INTEGRATOR

We are specialized identifying best solutions to address specific business needs. With a well-established and trusted network of partners, DSP can act as System Integrator delivering turnkey solutions.

TOS Solution

KALERIS

navis N4

octopi by navis

master terminal by navis

YMS

TOS Tools

IDEAL TECH LABS

N4PIC

Test N4

Container M&R

Field HW Device

LEXTER People You Can Trust

Artificial Intelligence

allread

DMS DMSLOG.Ai

SAP Partner
IT Managed Services

ALTEA FEDERATION

Consulting Services

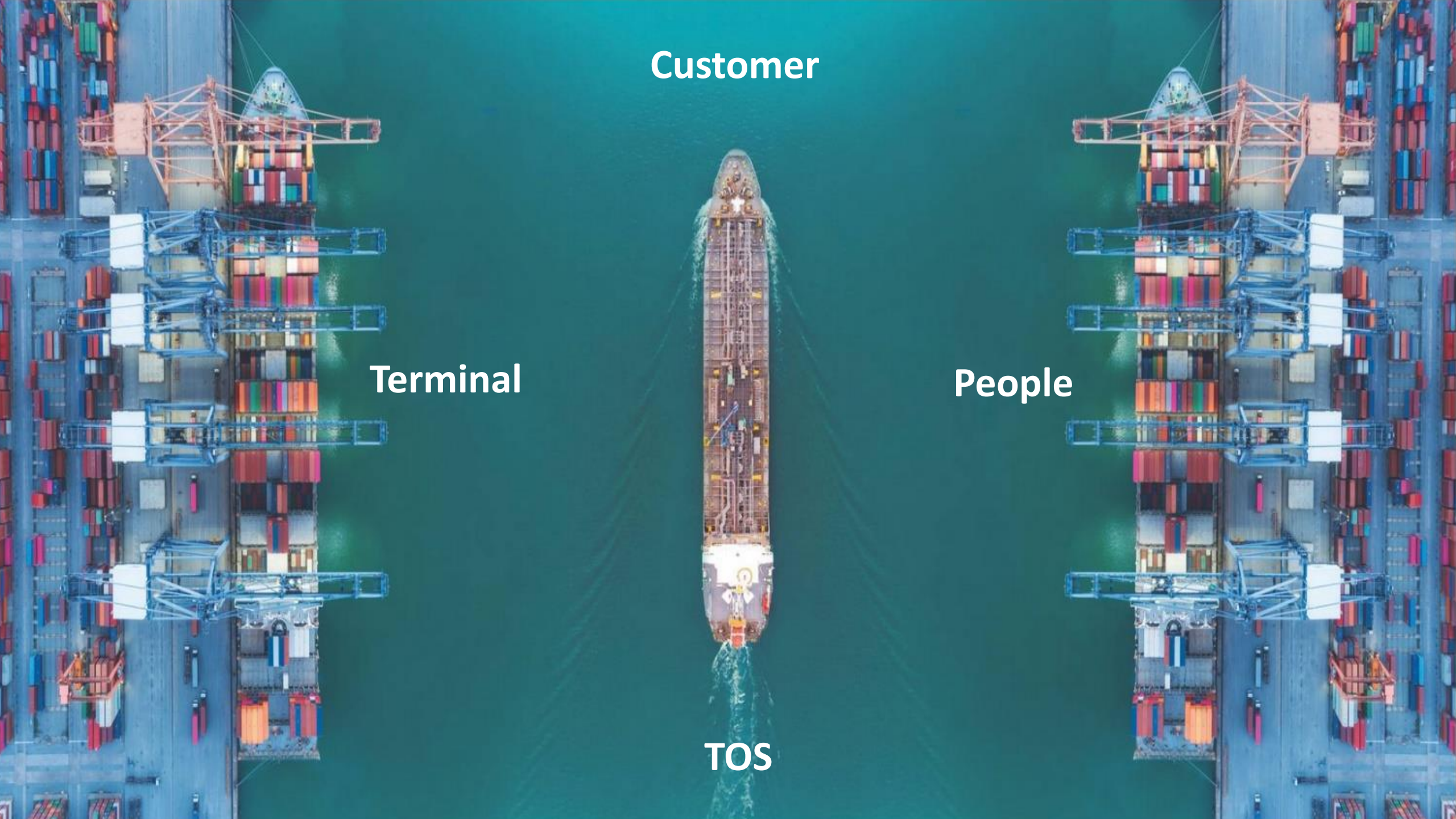
VECTOR PORT AND TRANSPORT SOLUTIONS

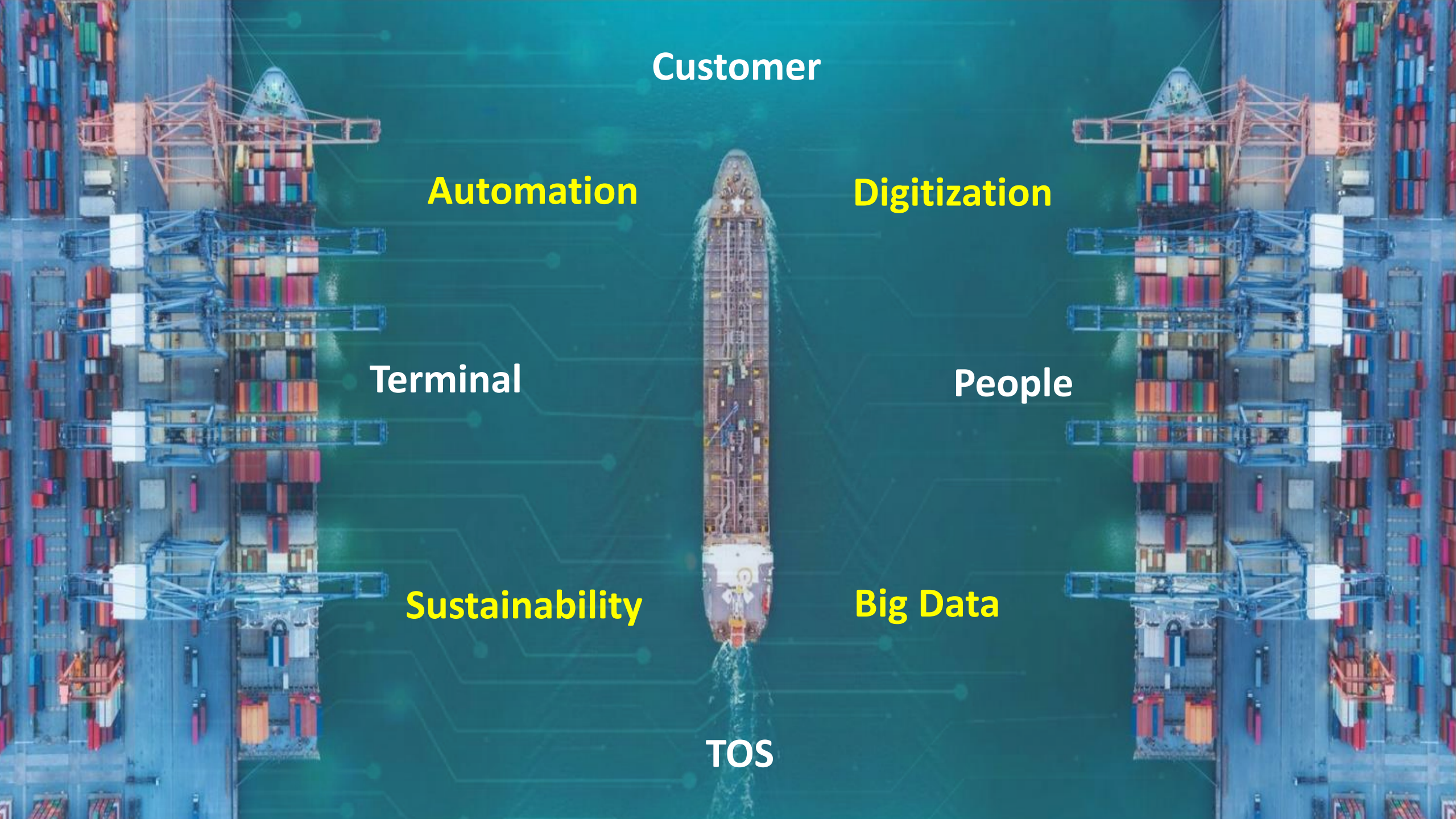
DSP

Part 02

Digital Transformation

Approach and Lessons Learned


Customer
Terminal
People
TOS


Customer
Automation
Digitization
Terminal
People
Sustainability
Big Data
TOS

How to approach innovative digitalization

Know your problem, learn the technology, design your solution

Preparation and Planning

- **Acknowledge** your issue, **define** your objective
  - Decision Process can take too long
  - Change Management often underestimated
  - Disagreement on targets and expectations across various stakeholders
- **Assess Technology** to use the right tools
  - Lack of resources
  - Lack of specific technical skills
- **Project Planning**
  - Deliver tangible concrete short-term results is a key-success factor for fast adoption

How to approach innovative digitalization

Validate and organize your data

Preparation and Planning

Data

- **Big Data** requires new approach and potential of review of existing architecture and processes
  - Ideal digital platform cannot be achieved immediately, you need planned comprises and some rework shall be expected
  - Full domain on process, TOS and data model is required
- **Data quality**
  - Model validation and Testing is mandatory
  - Standardization, common definitions is a must

How to approach innovative digitalization

Automation and artificial intelligence cannot run without humans

Preparation and Planning

Data

Production

- **Onboard Operations**
  - Human Supervision is required
  - User Interface is a value
  - Troubleshooting Tools
- **TOS excellence**
  - Assess potential technical and functional gap
  - Tune and refine TOS logic and strategies to include AI, automation

Part 03

Focus on TRAINING

Goals & Advantages of in-depth Training Courses

GOALS of In-depth Training Courses

- ✓ Skill Enhancement
- ✓ Knowledge Expansion
- ✓ Professional Development
- ✓ Practical Application
- ✓ Certification and Accreditation
- ✓ Employee Retention and Engagement
- ✓ Organizational Improvement

ADVANTAGES of In-depth Training Courses

- ✓ Increased Expertise
- ✓ Improved Performance
- ✓ Innovation and Creativity
- ✓ Adaptability to Change
- ✓ Cost Savings
- ✓ Better Decision Making
- ✓ Compliance and Risk Management
- ✓ Leadership Development
- ✓ Competitive Advantage
- ✓ Enhanced Morale and Job Satisfaction

Training Course with DSP

- ✓ Standard & Tailor-Made Corses
- ✓ Live or Online Training
- ✓ Instructor Led Training
- ✓ Virtual Instructor Led Training
- ✓ Certification
- ✓ Elective languages
- ✓ Cost Effective

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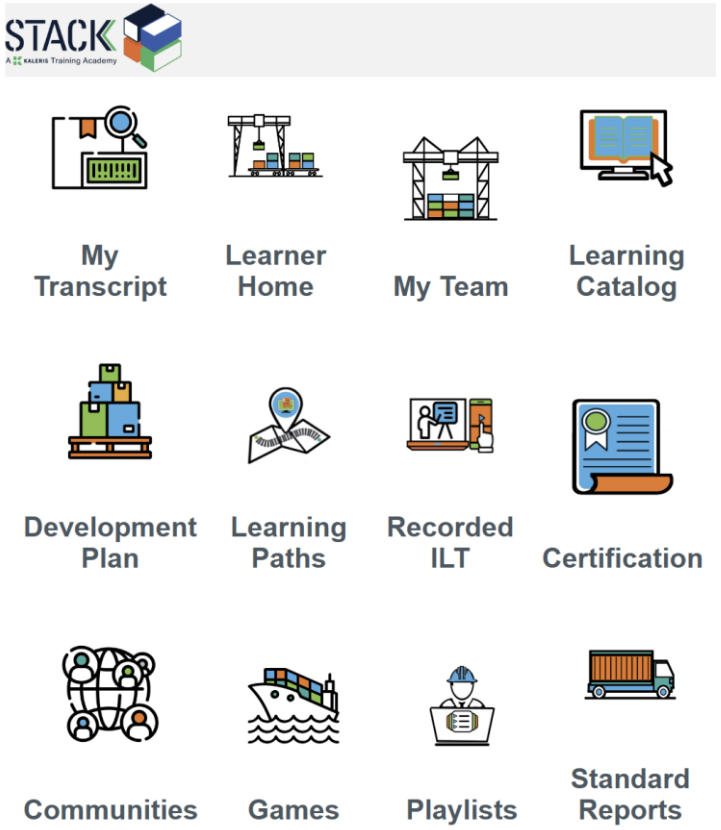
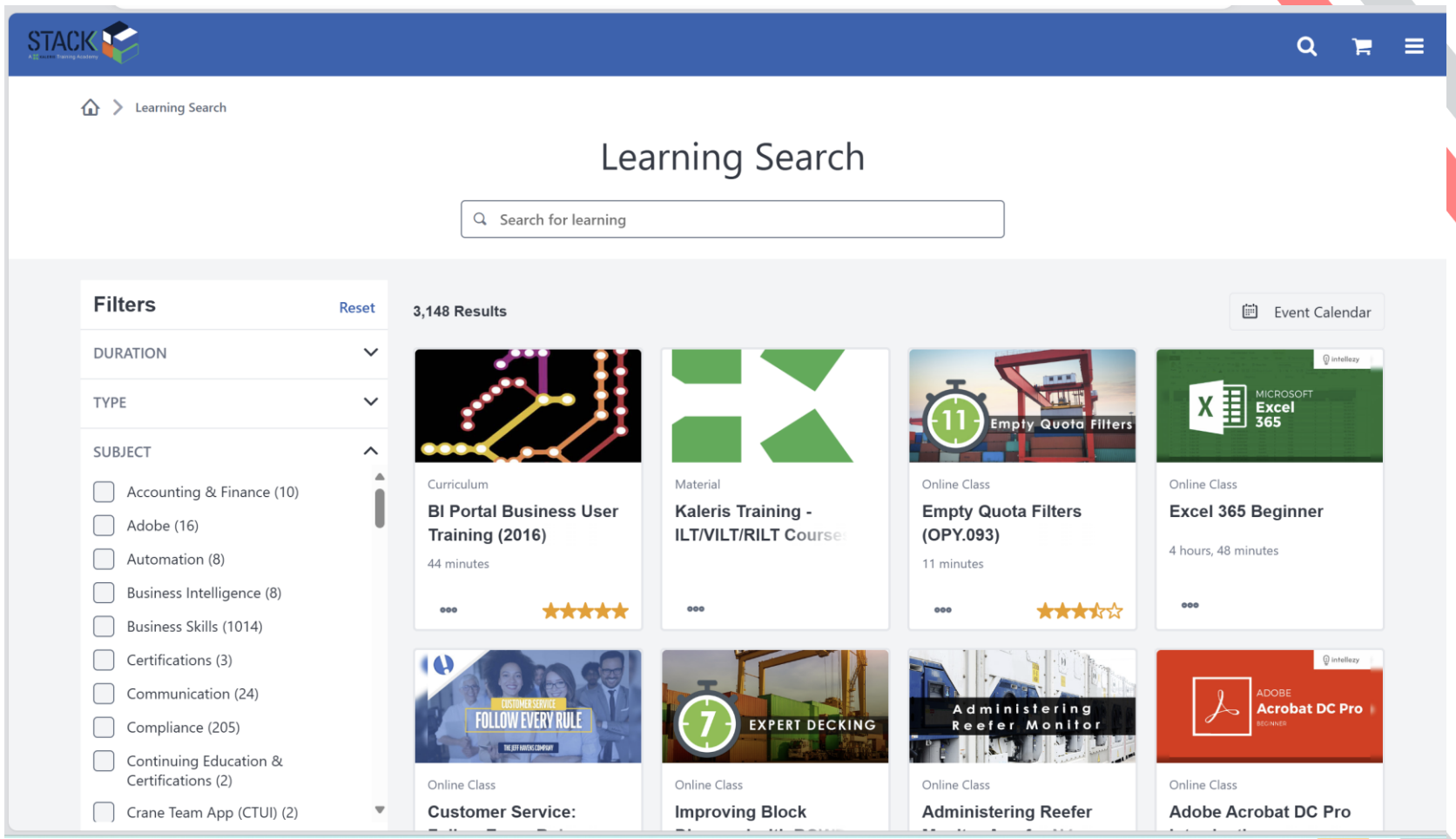
Online Training powered by

STACK
A KALERIS Training Academy





DSP

N4 Courses certified by

KALERIS training

Fundamentals of N4 and XPS Operations
Advanced Admin for the TOS

N4 Centric Basics

N4 EDI Basics
N4 Gate Setup & Administration
N4 Operations Course

N4 Vessel Operations
N4 Yard Planning
XPS Operations Course

Gate Operations
General Cargo Essentials

Next Level Operations with N4 Prime Route for Terminal Tractors

Next Level Operations with N4 Autostow
Next Level Operations with N4 Expert Decking

N4 Rail Operations
N4 Dispatcher

Product Code Extensions Workshop
N4 IT Administrator

N4 Billing
N4 Reports

Basics of Navis Analytics and OpsView with Power BI
Intermodal Operations with N4 & XPS

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DSP Approved Courses, powered by

- Tailor-Made N4 Training Agenda
- Hands on Workshops
- Performing Hands On "What if“ Analysis

Performing hands on “What if” Analysis

T/S connections

Expected Moves

ETD

ETA

Berth utilization

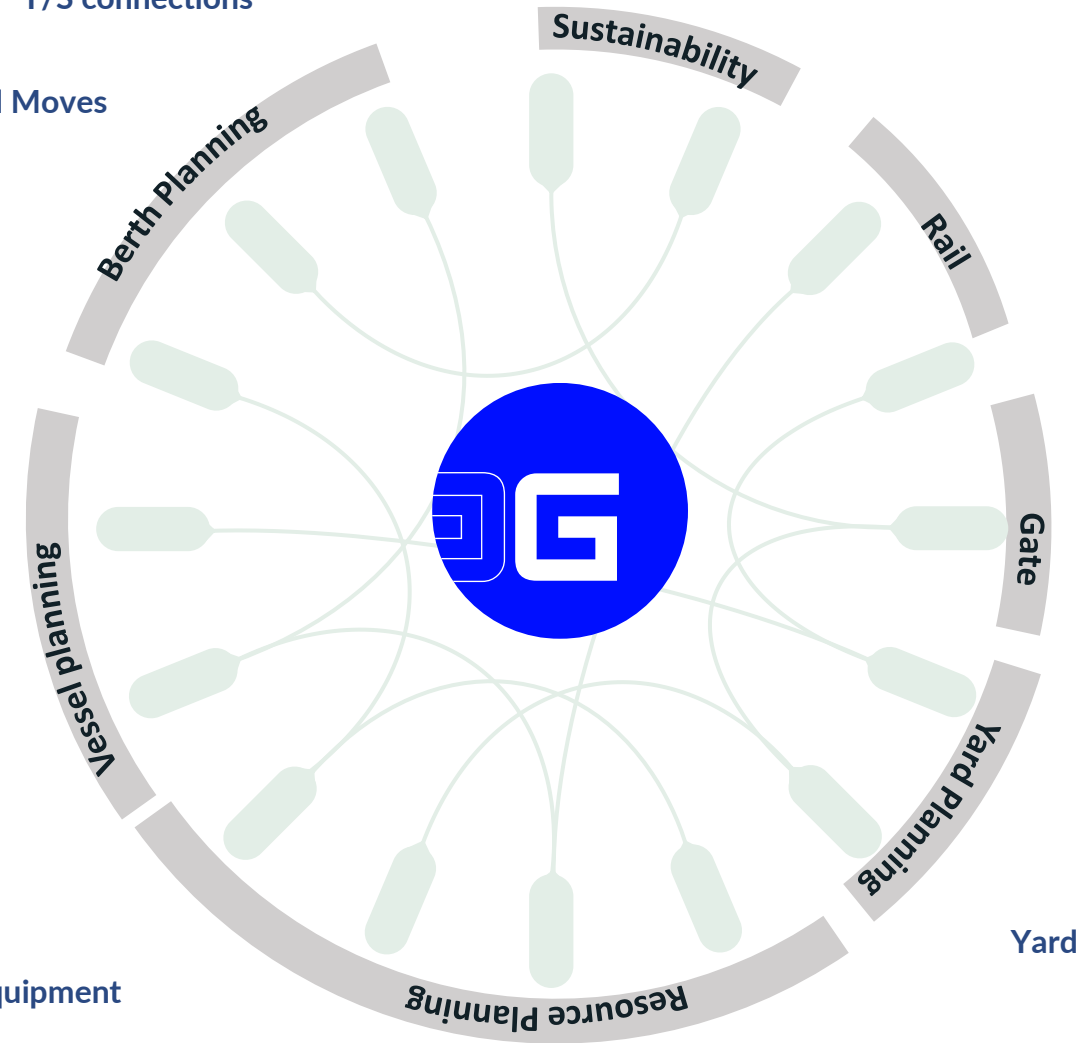
STS work plan

Sequencing

Yard equipment

Horizontal Transport

Gang Composition



Export Flows

Import Flows

Truck Appointments

Housekeeping

Dwell Time

Yard utilizaztion

DSP Approved Courses, powered by

DSP school of TOS

- Tailor-Made N4 Training Agenda
- Hands on Workshops
- Performing "What if“ Analysis
- Simulation in container terminals
- FlexSim Simulation for container terminals
- AI and Data Science Applied to Container Terminals

University of Applied Sciences and Arts of Southern Switzerland

SUPSI

- Discrete event Simulation
  - Theory
  - Benefits and pitfalls
- Application areas and examples
  - Design
  - Operational improvement
  - Emulation
  - Digital Twins
- Hands on case (run in the cloud
- Yard strategy & resources

- FlexSim basics:
  - 3D objects
  - Process flow logic builder
  - Data lists
  - Statistics
  - Standard hands-on cases
- FlexSim Container Terminal objects:
  - Mini TOS
  - Yard: blocks and lay-outs
  - Vessels/berths, gate and rail
  - Resources
    - (A)RTG
    - STS
    - Shuttles
    - Straddle Carriers
    - ASC’s
    - …
  - Hands-on case(s)

DSP

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Thank you!

TOS CONSULTING

TOS TRAINING

www.dsp.team