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"From Know-How to Grow-How…

… how to get from Smart to Smart-Digital (And Sustainable) in Ports?"

Jörn Springer, Managing Partner

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Challenges and objectives for the growing Port

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Key challenges of Lübeck Port's growth to be addressed by digitization

Key Challenges

Port of Lübeck must prepare for…

… an increase in traffic and at the same time a limited possibility to increase berth capacity with civil engineering

… change of ship-sizes and related change of operational challenges, e.g., peaks of workload etc.

… increased focus on and importance of the industries climate impact

Our objectives

Use the capabilities of digitization to…

… increase the efficiency and productivity of the port terminals in order to **optimize the utilization of the infrastructure and other resources**

… analyze climate impact and create transparency in order to enable a **reduction of the port's carbon footprint and set ´green port` standards**

Sleipner estimates a reduction in carbon footprint **>5%**

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Benefit / Potential to grow

Smart Digital Green Port

DIGITAL

SUSTAINABLE

Analytics

SMART

BUSY

Notification/ Alerting

1

Planning Process
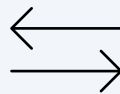
Transactions

Effort / Time & Budget

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Sleipner MDA product offering to improve port activities

Planning Process

➕ **Reduce delays**
➕ **Optimize berth usage**

- Integration of long-term schedules and confirmed arrivals
- Port visit plan, incl. Cargo
- Berth planning, booking and allocation, incl. early heads-up on possible berthing conflicts
- Resource planning for pilots, agents, etc.
- Vessel tracking and live port map
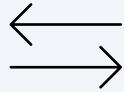
Transactions

➕ **Auditable records**
➕ **Optimize asset usage**

- Plan and request work packages in web-based single source
- Confirm received work packages and track from anywhere
- Keep track of changes, time-stamps and events
- Instant updates to all users on need-to-know basis

Notification/ Alerting

➕ **Reduce "empty" runs**

- Notify via standard messaging systems
- Keep customers up-to-date with Smart/Magic/One Link
- Request feedback from mission critical teams

Analytics

Billing

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1 **Live transparency for the total picture**

Live port map available and included

Include overall port situation into your plans

Anticipate bottleneck or peaks in traffic

All traffic
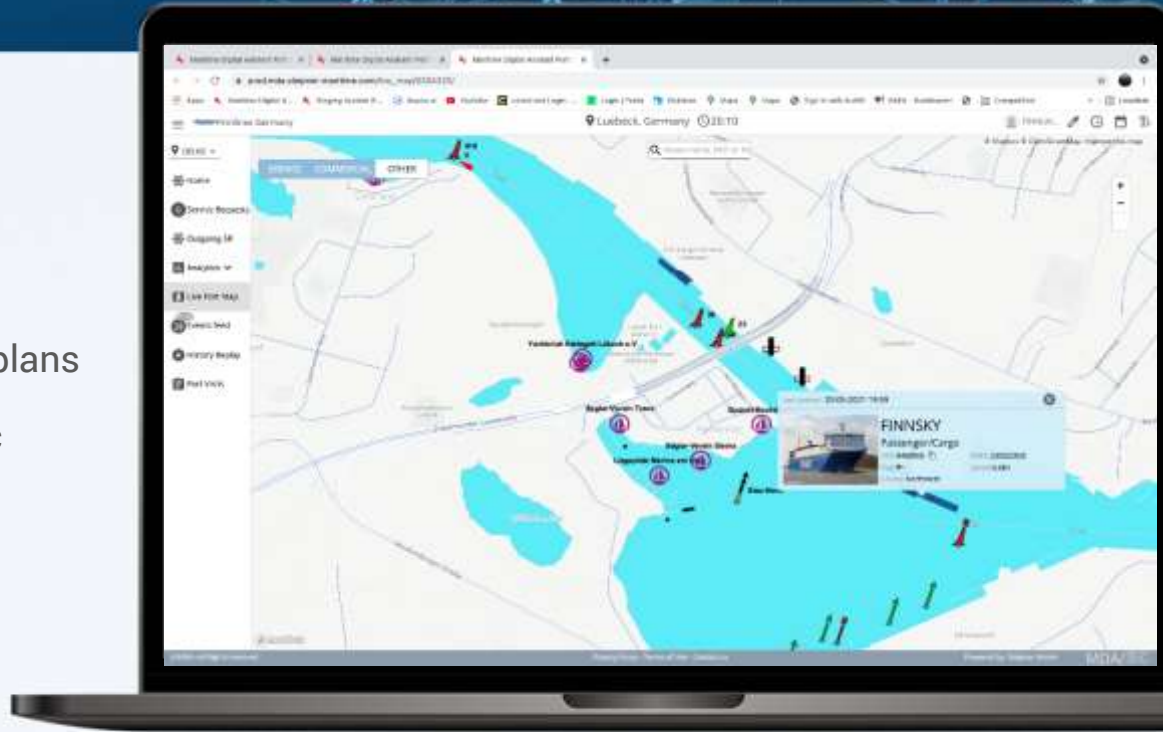
2 **Overview of port visits through digitized import of schedules**

Month ahead with automated updates

Independent of IT technology

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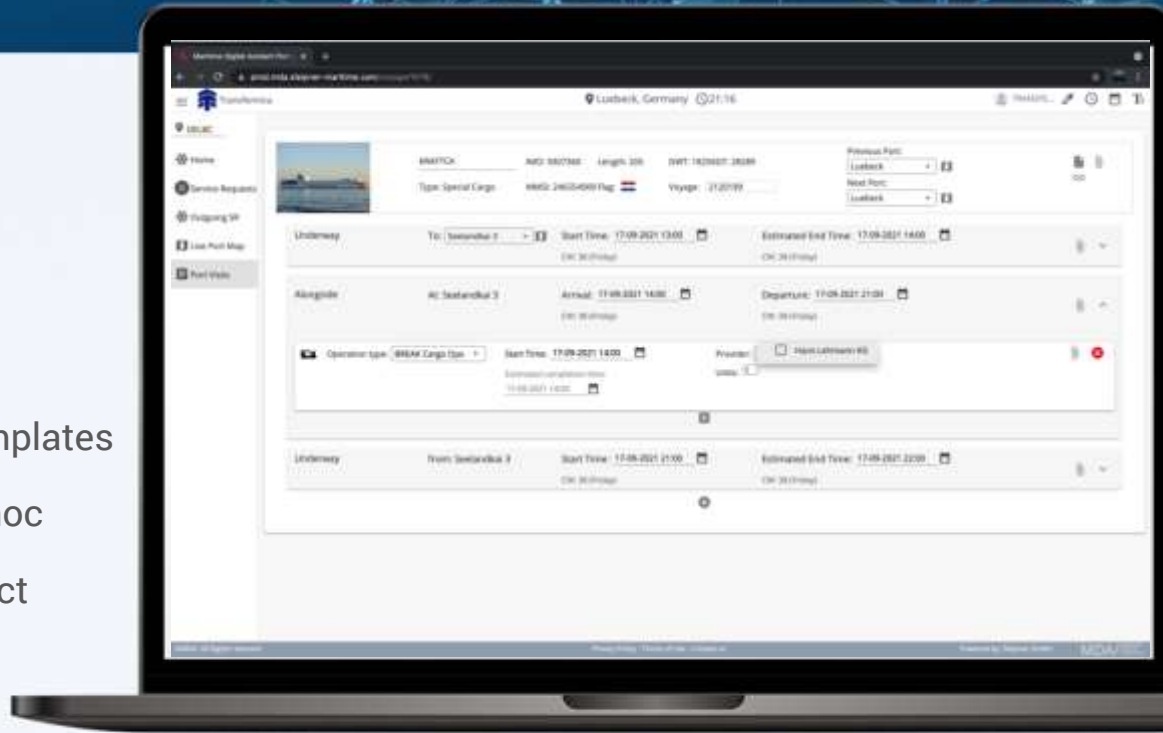## 1 Plan and request work packages

Flexible set-up

Set-up your individual organization

Pre-sets/standards can be saved in templates

Easy to add service/work requests ad-hoc

Internal and external parties can connect

4 Overview of work packages

Track and manage all service request

Port authorities and/or terminal operators with complete overview of transactions

Early identifiable gaps or time delays

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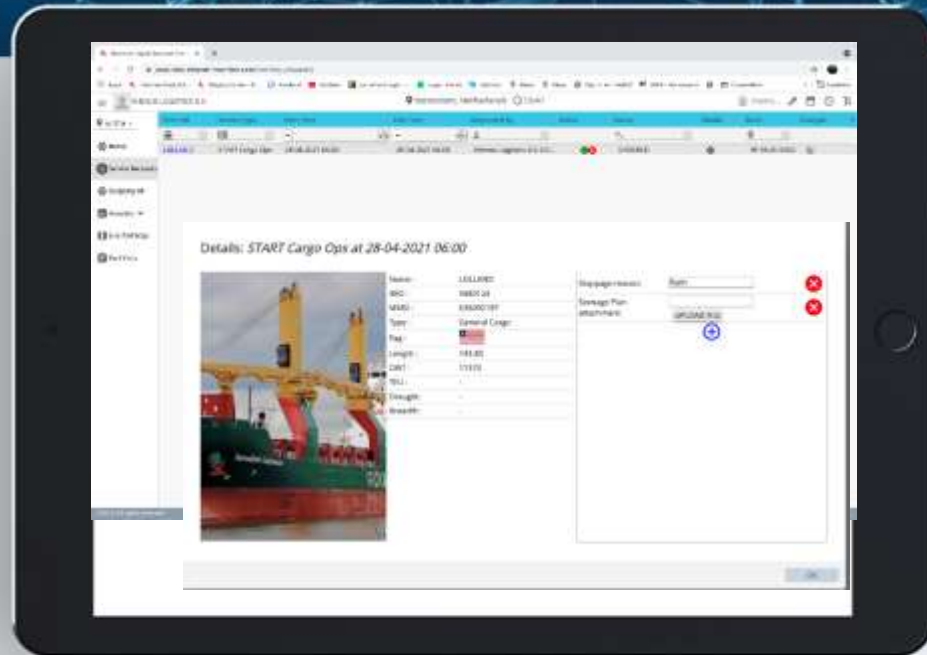## 1 Confirm work requests received from anywhere

Request are visible on any device

Details are visible or can be added

One-to-many or bi-lateral communication possible

Real-time connection

Instant updates possible

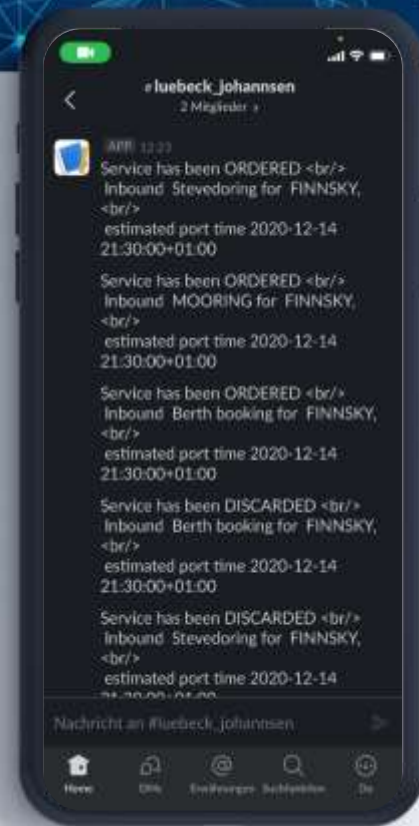**Tablet / phone application for white collar / blue collar employees on the ground**

② Instant notification and alerting

Option to notify via standard messaging systems

Get instant and real-time notification across your team

Request feedback from mission critical teams

No training needs required during implementation

Notification and alerting to reduce "empty" runs (3)

2 **Instant notification and alerting**

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Analytics tools enabling transparency on port optimization

Post-process and analysis

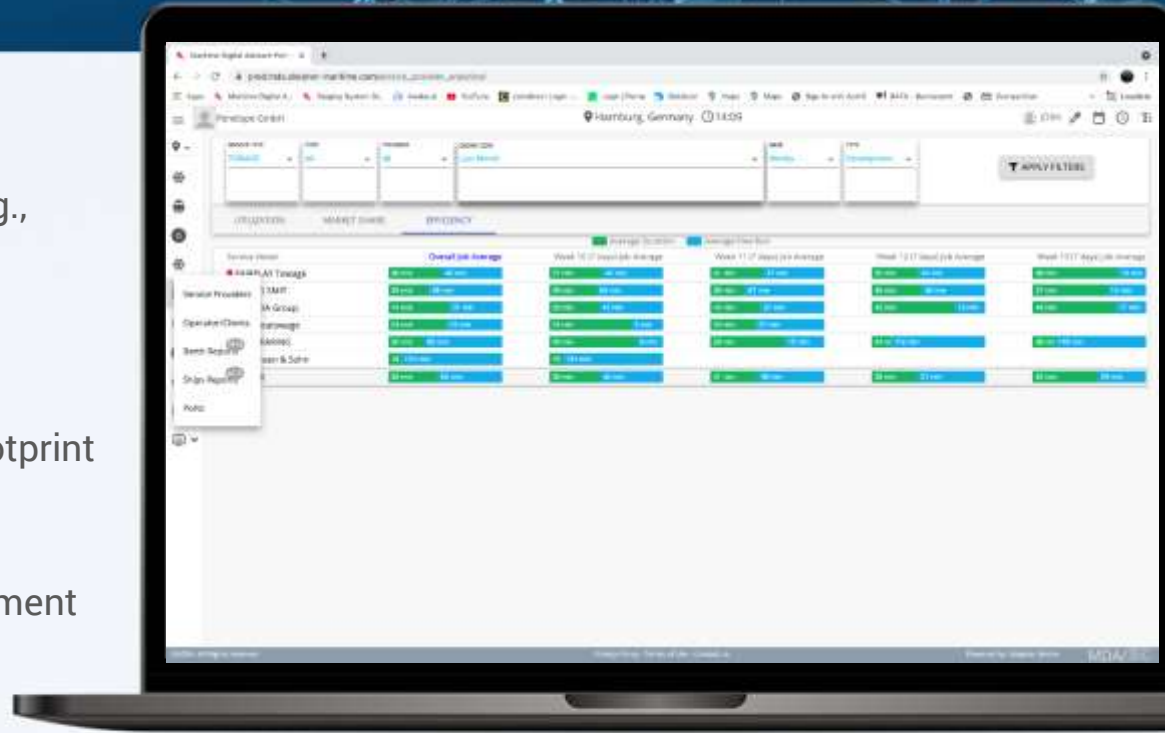Keep track of your operation quality, e.g., berth usuage

Create transparancy and identify best practices

Use data to track and reduce cabon footprint

Compare and benchmark

Track success of your change management

Option to compare to historical data

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Outlook on upcoming features

Direct link to authorities
(customs, declaration of hazardous goods etc.)

Round trip planning

Anchorage altering

Billing

Thank You!

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