KALERIS

navis®

Understanding Mixed Cargo Operation : Challenges & Opportunities

Lev Aispur
Lev.Aispur@kaleris.com

Navis Terminals Located Near the Black Sea & Balkans

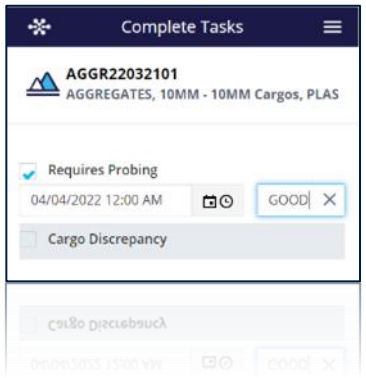
© Navis All Rights Reserved

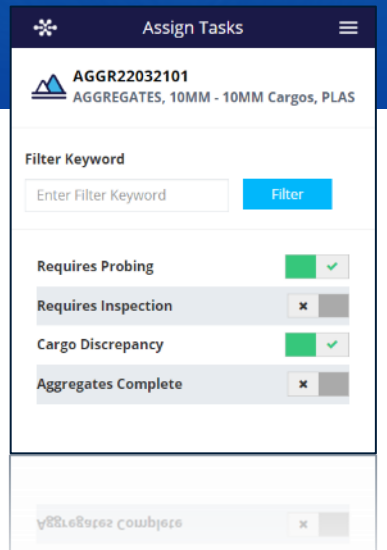
Mixed Cargo

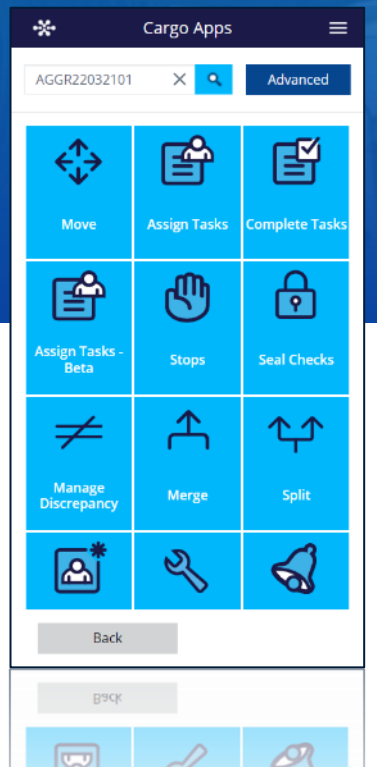
Challenges	Site and Material specific needs	Varied real-world handling processes	Material and Regional specific regulations	Storage Separation requirements	Climatic needs	Differing dimensions and units of measure
Risks	Reduced quality	Inefficient & Costly handling	Compliance Issues	Cross Contamination	Deterioration	Inaccurate conversions

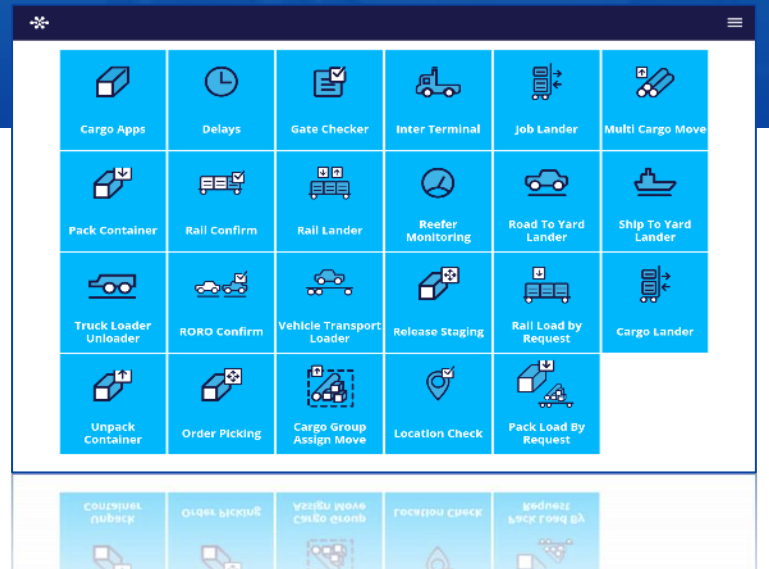
Challenging Operating Environments

- Practical solutions for different environments
- Material specific activities
- Accurate, granular charging capabilities





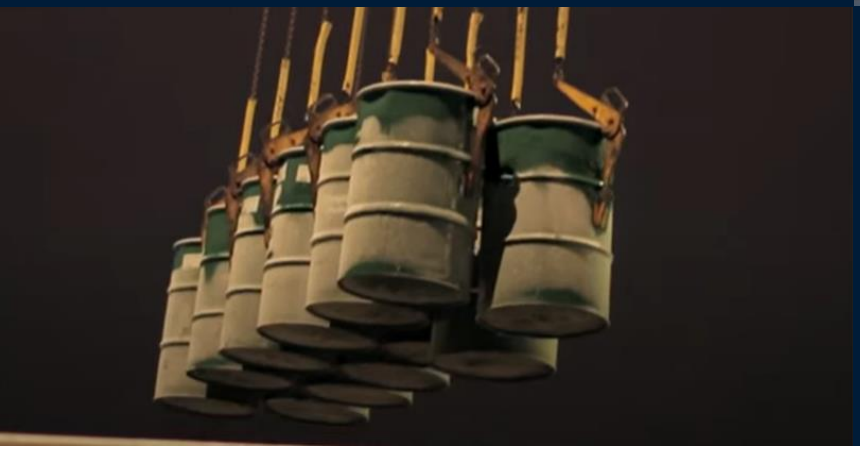




Non-standard Handling

Variability adds time and money

Balancing act between Customer service & profit



Increased risk of human error

Challenges we face

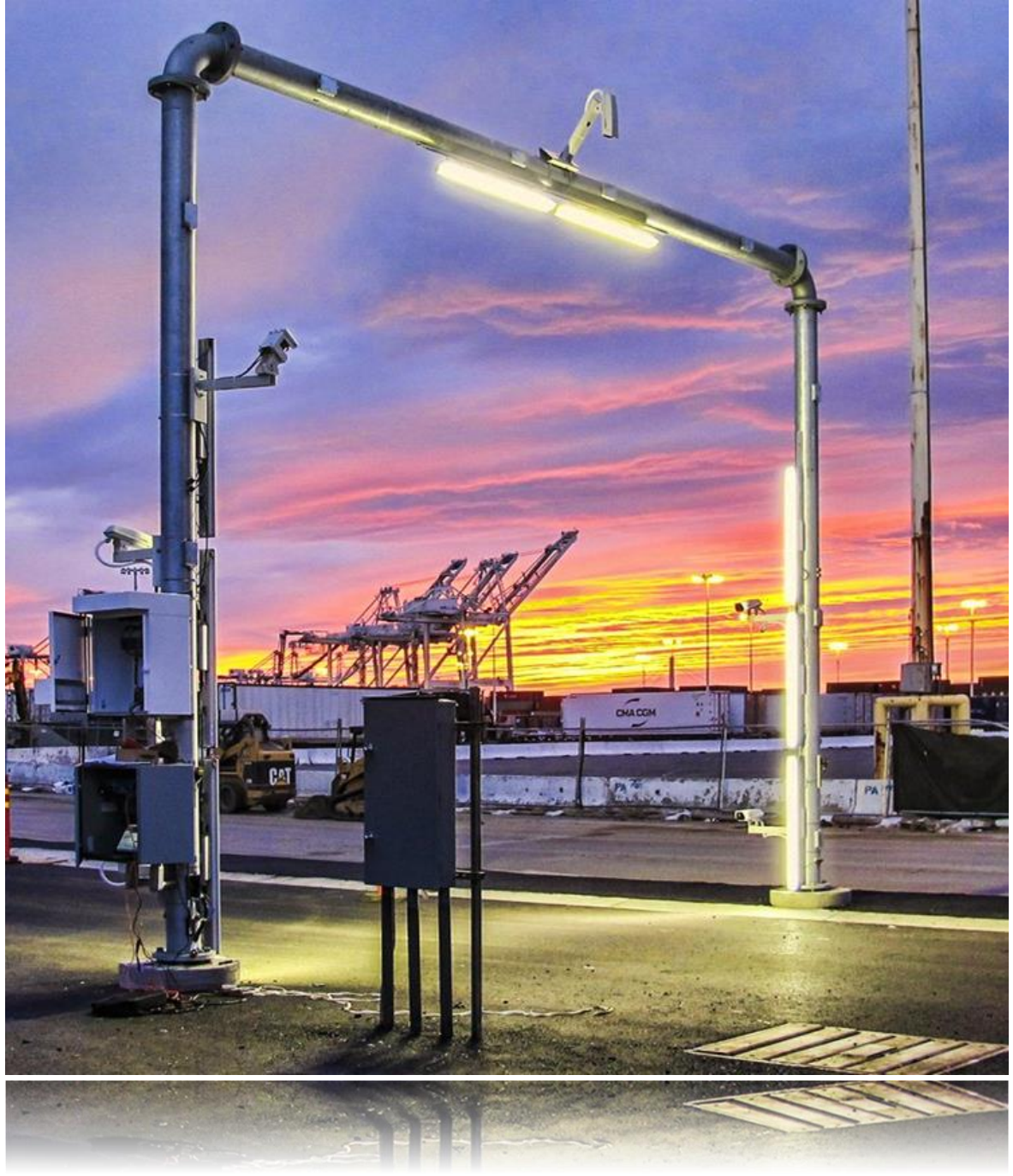
Complex Services

- Varied processes and handling options
- Broad range of Value-Added Services
  - Packaging, reshaping, and repackaging
  - Self-service storage
  - Container Filling
  - Grading
  - Assembly
  - Reticketing
  - Specialized storage

Challenges we face

Technology Challenges

- Lack of investment
- Change management
- Traceability & Visibility
- Automation
- Gate Complexity
- Connecting with Devices
- Integration with systems



Challenges we face

Limited Standardization

- Defining general cargo in EDI is difficult
  - Free text fields & bespoke processing
- No agreement among suppliers or manufacturers on the 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

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

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

Value for Money

Project budgets that match Mixed Cargo Profit Margins

Deployment Options

Managed Deployments on cloud or on prem

Product Customizations

Ability to configure and customise the product

Easily Integrated

Ability to integrate with devices and other systems

Latest Features

Free upgrades to get the latest features & functionality

Minimal IT Involvement

Managed systems that don’t need a heavy IT investment

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

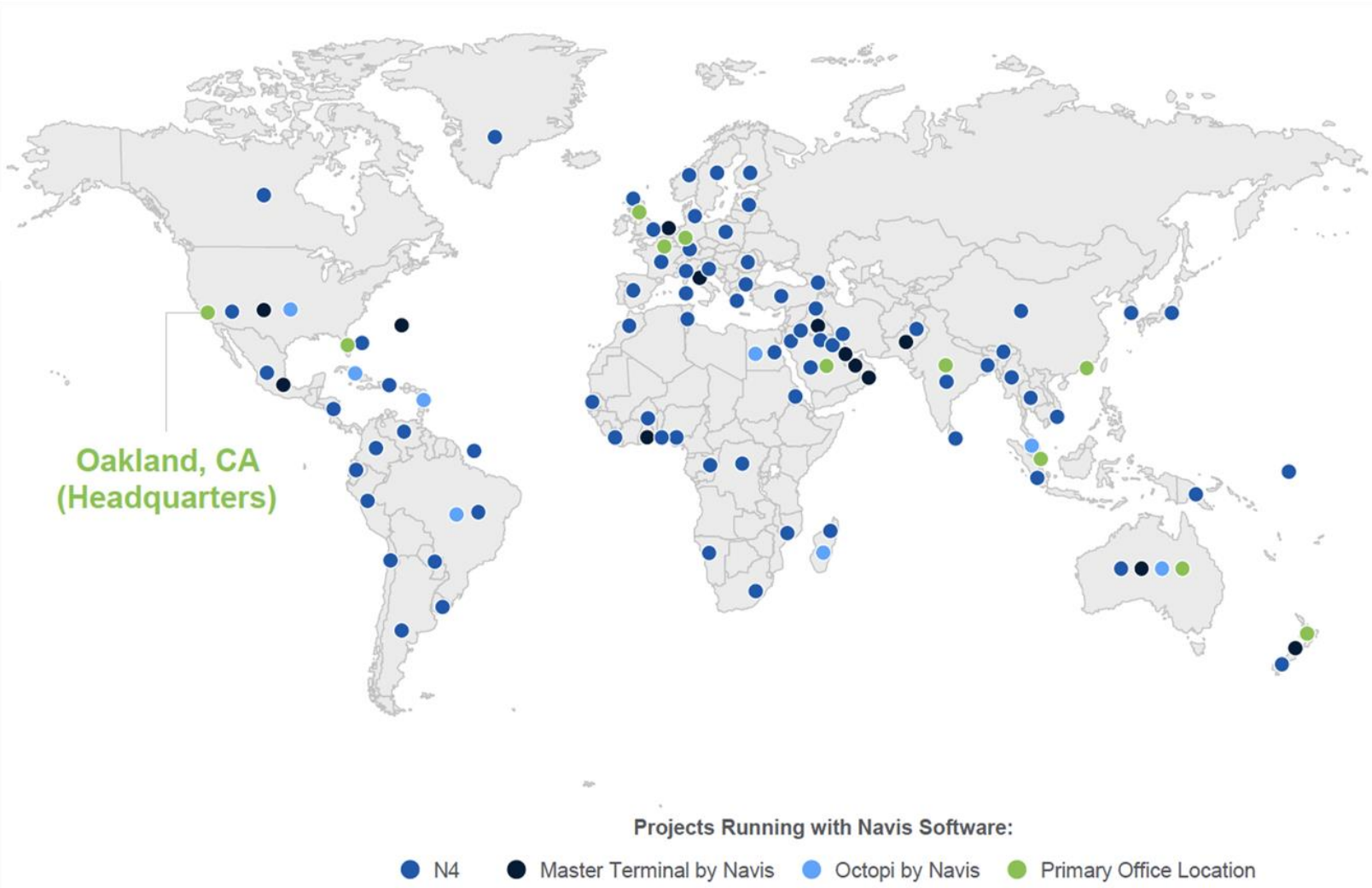
~340
Vessel carriers and owners

+40%
Estimated share of world container throughput market

23
Offices Globally

600+
Employees

24/7/365
Customer support



Leading Automation Solutions

Terminal Solutions

Carrier & Vessel Solutions

Inland Solutions

Every Move Matters

Addressing All Players in the Supply Chain

Supply Chain Execution • Asset Management-MRO • Financials • Analytics Optimization Automation • Operational Visibility & Control

TOS

Maritime TOS

Inland Depot TOS

CVS

Stowage Planning

Loading Computer

Fleet Performance & Emission Compliance

YMS

YMS

RT & Intrayard Location

Enterprise Yard Visibility

TMS/MRO

Railcar Management

Yard Transportation

Truck management

Repair Mgmt & billing

EVP

Visibility APIs

Visibility & Execution Apps

Asset Tracking

Analytics

Connected Supply Chain

Terminals need to…

EVP

Live at 30+ sites worldwide

Replace Website Scraping with APIs

Middleware integration layer

Monetize Terminal Data via APIs

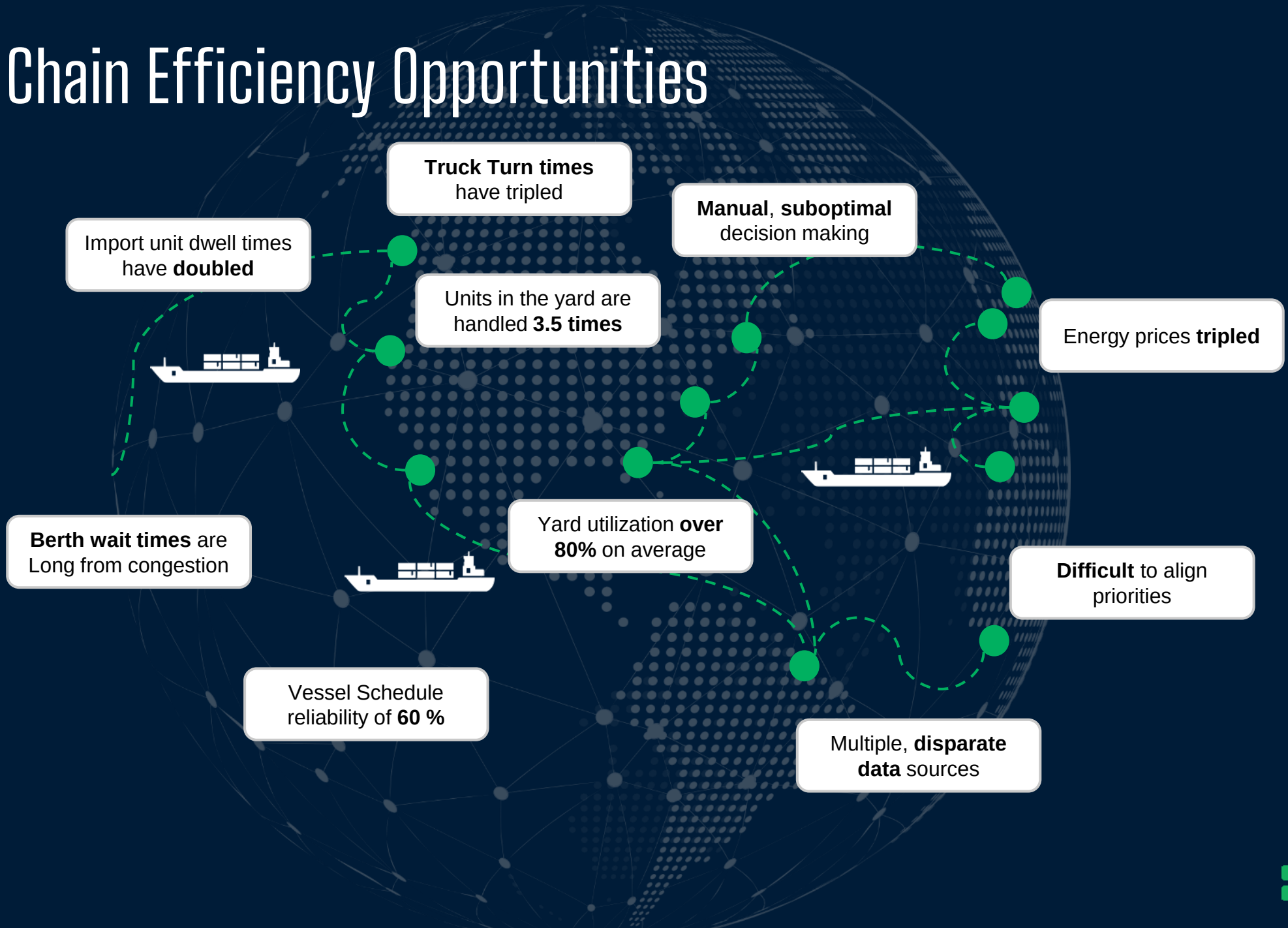
Feed TOS Operational data to a data lake

Data Extraction via API independent of TOS version

Better integrate with a complex system (ie. Port community System, customs, BI)

Connect multiple systems in the supply chain (ie. N4, MTN, YMS, Octopi, etc.)

Supply Chain Efficiency Opportunities



KALERIS

Thank You

Stay Connected: Follow Us!

KALERIS
www.kaleris.com

LINKEDIN
linkedin.com/company/kaleris
linkedin.com/company/navis

YOUTUBE
youtube.com/kaleris
Youtube.com/navis

TWITTER
@kalerisofficial
@naviscargo

INSTAGRAM
@navislp

NCC
collaboration.navis.com

Lev Aispur
Lev.Aispur@kaleris.com