



**The Port Community**

**Productivity Model**



In an ideal world..



In the real world..



How do you make the **next best decision**?





**Constraints** can be internal  
or external

Next Best  
Decision



Next Best  
Decision

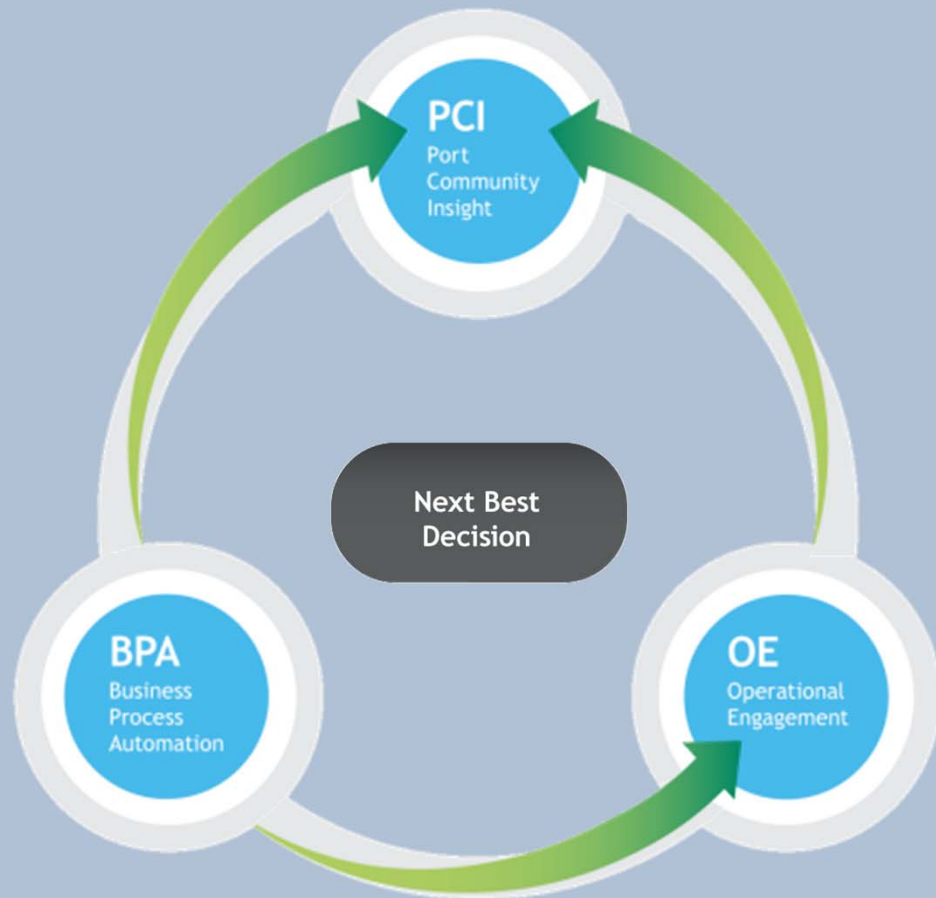
Next Best  
Decision

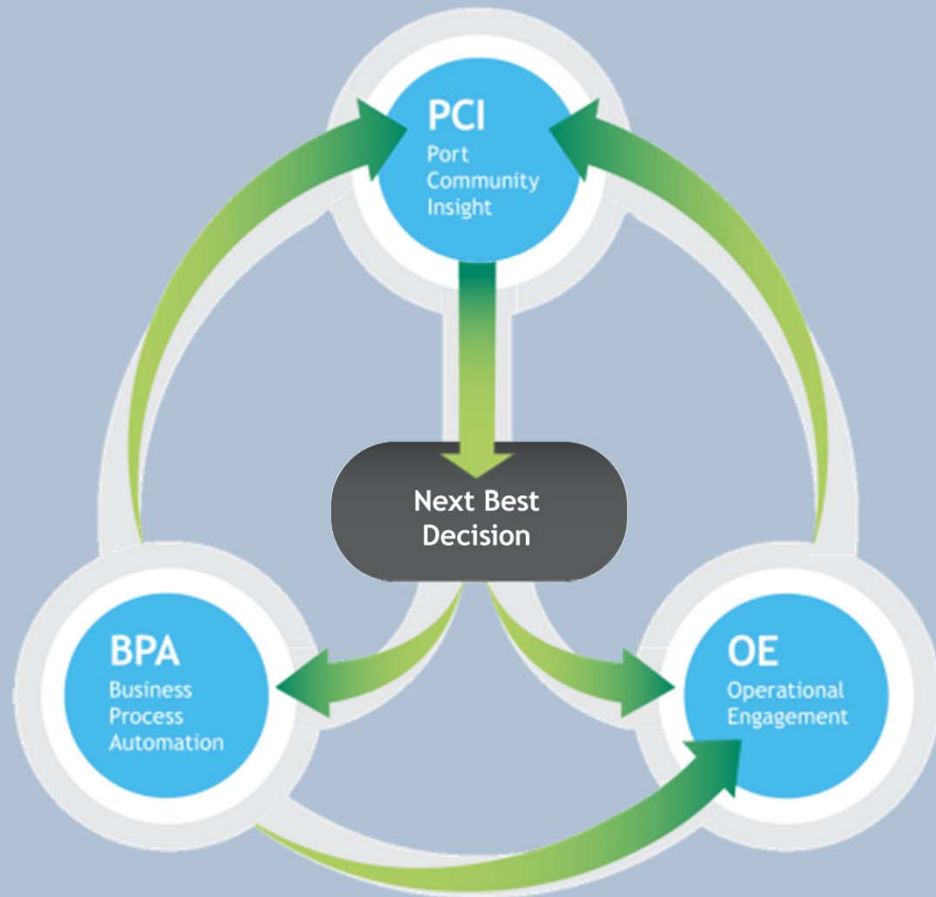
**BPA**  
Business  
Process  
Automation

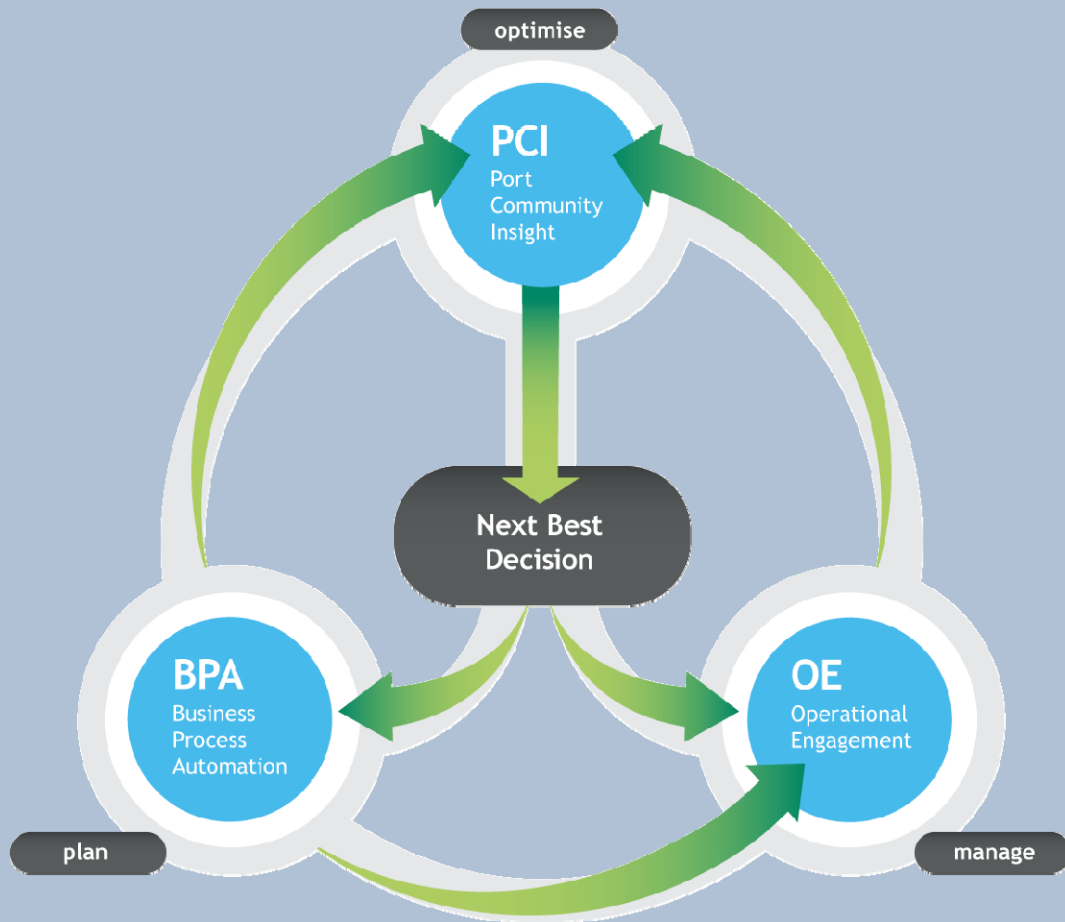
**OE**  
Operational  
Engagement











# Results: What we've seen already

Removed rehandling, repositioning



Removed paper documents



Electronic PINs for cargo security



Port induction, training & security



Mobility/on-demand



A cashless society with instant release of cargo and no debtor issues



EDI/FTP to real-time



# Results: What we've seen already

Australian terminals **delayed** automation decisions

**20% increase in utilisation**

2015: Manila

**30% reduction in dwell times**

2-4hr queues to mostly **no queues**

Terminals moved to **auto-gate entry**, with valid security card

TTT: 91m

TTT: 37m

TTT: 15m



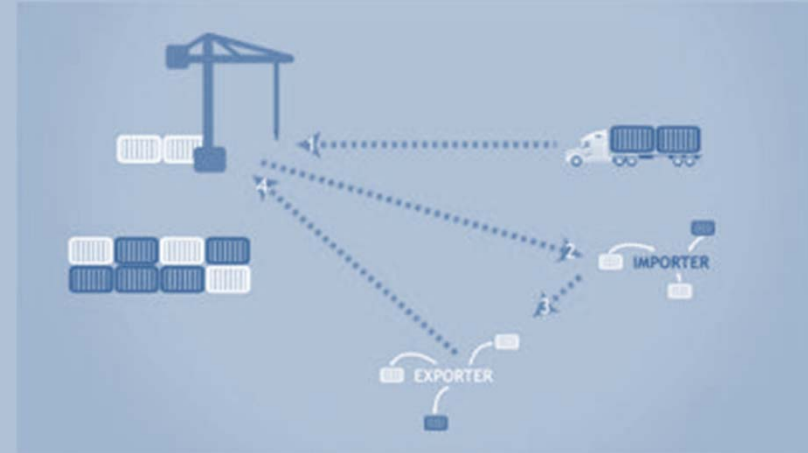
**Flattened** peak period demand with same labour & equipment



up to **5x** increase in Truck utilisation



Created **certainty**





# Manila Jan 2000 to Sept 2015



# Manila Oct 2015 and now



# Thailand Port Congestion ...

A long line of semi-trucks parked in a lot, illustrating port congestion. The trucks are of various colors and are parked in a neat row, stretching into the distance. The background shows some industrial buildings and trees.

Started working with Thai International Cargo Terminal Association (TICTA)

## Members

- Evergreen Container Terminal (Thailand)
- Eastern Sea Laem Chabang Terminal
- Laem Chabang International Terminal
- Hutchinson Laem Chabang Terminal



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