

NAVIGATING TERMINAL EFFICIENCY WITH AFFORDABLE DATA INSIGHTS



Meena Shah

Chief of Staff & Global Director of Sales,
Solution Architecture

A MORE CONNECTED SUPPLY CHAIN STARTS HERE



“Navis adds a vital mode to our customer ecosystem and uniquely positions our platform to unlock new value for shippers, carriers, terminals, and asset owners through significant efficiency and productivity gains.



They can pass this productivity through to their customers, delivering better outcomes for everyone through a connected, visible, sustainable supply chain.”

Kirk Knauff
CEO, Kaleris & Navis

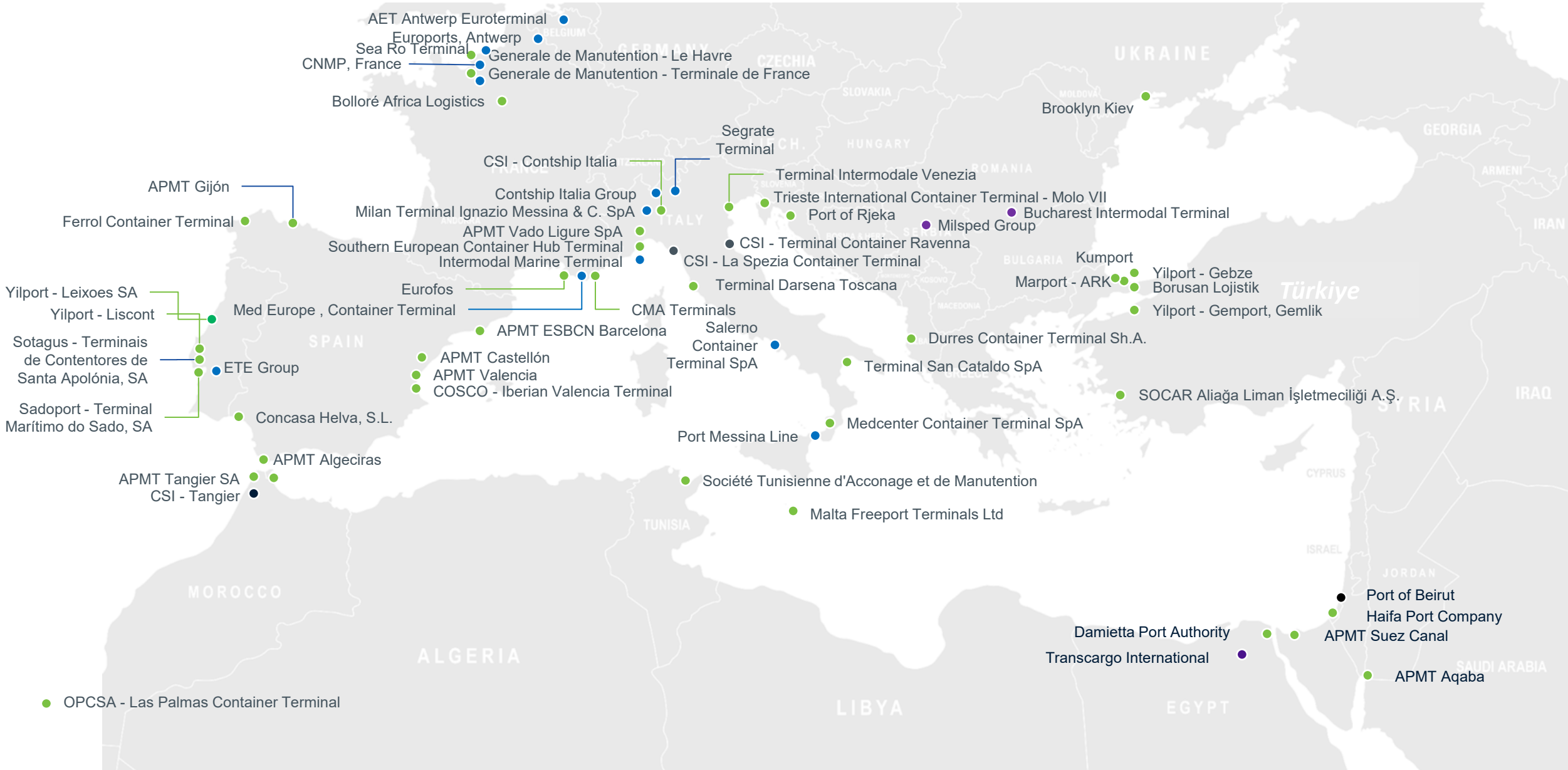
Navis joins Kaleris as the premier brand for terminal and vessel operating solutions worldwide



EURO MED NAVIS TERMINALS



- SPARCS
- N4
- Master Terminal by Navis
- Octopi by Navis





500+ TERMINALS IN THE WORLD WITH 3 DIFFERENT NAVIS TOS MEETING THE NEEDS OF ALL TERMINAL TYPES

Modern SaaS based TOS for every type of cargo

Beside containers, handles warehouse goods, dry bulk, break bulk, neo bulk, stripping and stuffing operations, and more at the same terminal with ease.



Typical Terminal Profile

Simple and small container or mixed-cargo terminals looking for a turn-key solution that eliminates paper and minimizes infrastructure costs including IT

TOS designed for container terminals with some general cargo

N4 is the most advanced terminal operating system on the market. It offers various externalization & integration opportunities as well as advanced optimization modules.



Typical Terminal Profile

Large to mega-sized complex container terminals looking to optimize and maybe automate their container operations

TOS specifically designed for mixed cargo terminals

Manage multi-cargo terminal operations including containers, bulk, break bulk, and project cargo, automobiles, trucks, semi-trailer trucks, trailers, and railroad cars.



Typical Terminal Profile

Medium to large terminals with a mixture of bulk, break-bulk, RoRo and containers.

navis[®] **TOS**

SLS CARGO LIVE WITH NAVIS OCTOPI



Home About News Journal Technical Papers Events Webinars Supplier Directory

Bucharest Intermodal Terminal selects Navis Cloud TOS

December 15, 2023

By Rakin Rahman



The results the terminal and its customers have experienced with Navis Octopi include:

- **Accelerated** train discharge thanks to simplified digital planning capabilities.
- **Efficient coordination** of reachstacker movements across their site.
- An **enhanced experience** for customers by providing visibility into the real-time location and status of their cargo, which customers can access directly through Octopi.

SLS Bucharest Intermodal Terminal has selected the Navis Cloud Terminal Operating System (TOS) by Kaleris to optimise operations and increase the visibility of cargo movements.

The system's interface will reportedly help the terminal with gate management, yard planning, tracking cargo, billing, and communicating real-time data to its carriers and other customers via Electronic Data Interchange (EDI) connections.

The Navis Cloud TOS is designed to handle various cargo types, making it highly adaptable to the terminal's current and future needs.

It provides a single, integrated view of all operations and information, helping the terminal make decisions that result in the best outcomes for its customers.

In this context, Data and System Planning (DSP), a technological Company specialised in Ports & Terminals Industry since 1986 and certified as the first Navis partner in 2007, will design the Business Process Management and act as Solution Integrator for SLS.

MIDDLE CORRIDOR ON THE RISE

Demand for Asian Goods & Alternative Routes

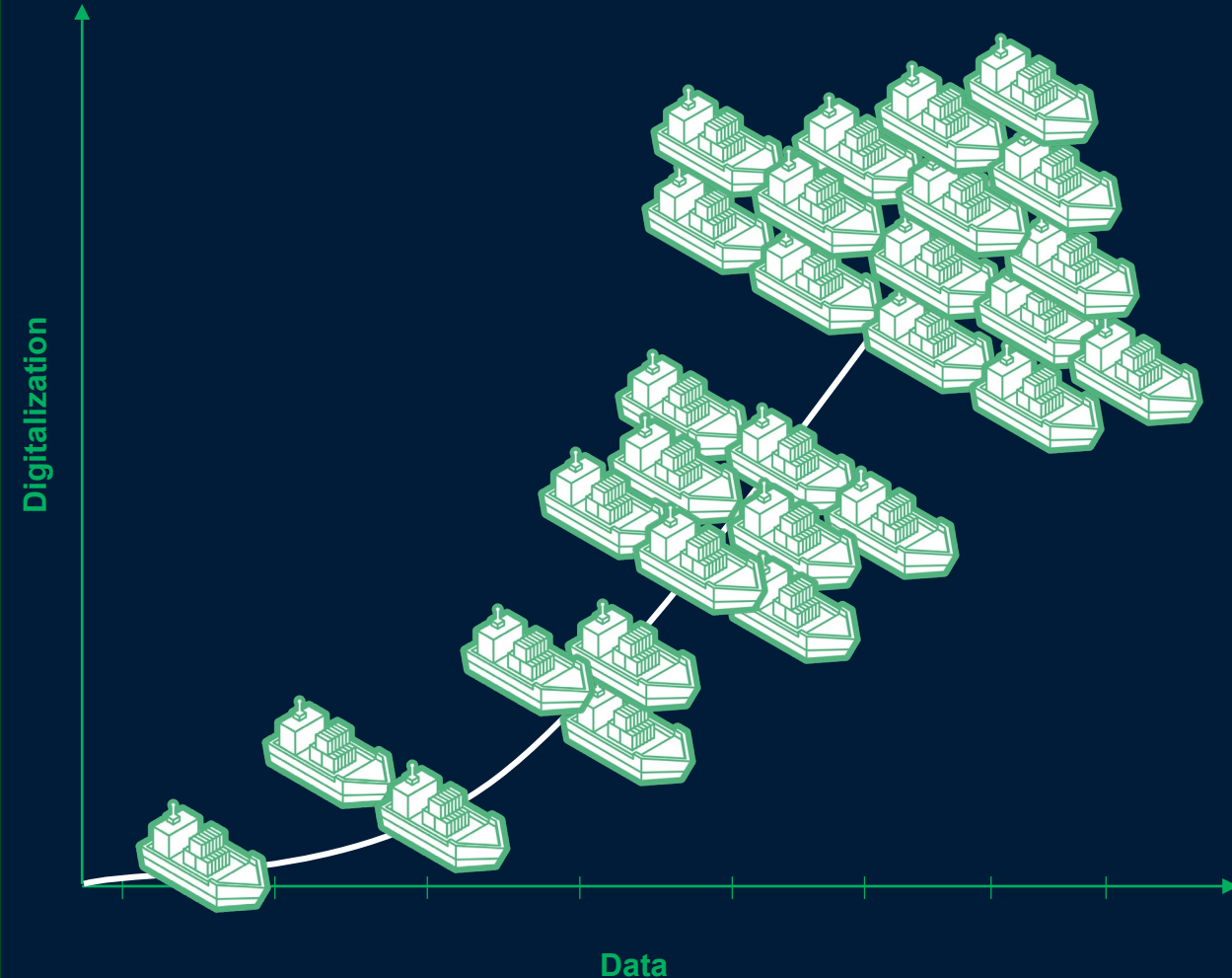
Demand from global markets coupled with disruptions like the war in Ukraine and Red Sea increases demand on the Middle Corridor, emphasizing the need for enhanced customer service and digital solutions

Modernizing Port Infrastructure

Boosting the industry's resurgence, with expansions and last-mile delivery solutions enhancing efficiency and customer satisfaction

Navigating the Digital Revolution

Digital innovations streamline operations and enhance supply chain visibility





DATA – KEY PILLAR FOR DIGITALIZATION

Endless Opportunities



Process
Optimization

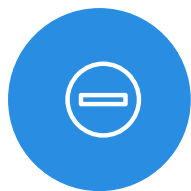


Customer
Insights

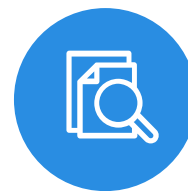


Predictive
Analysis

Challenges We Face



Limited
Resources



Perceived
Complexity



Resistance to
Change

DATA OPPORTUNITIES AT A TERMINAL



Berth & Vessel

Yard

Rail

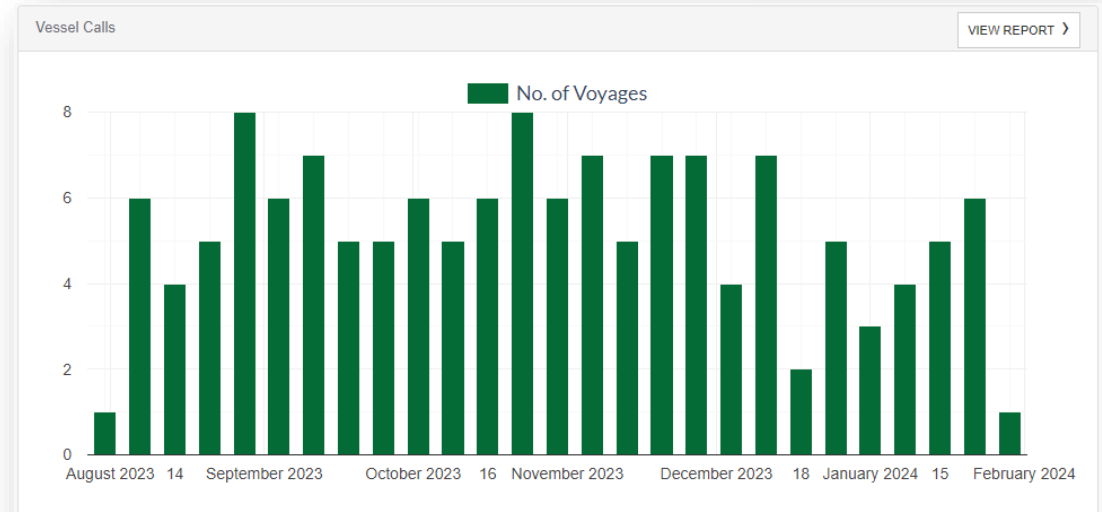
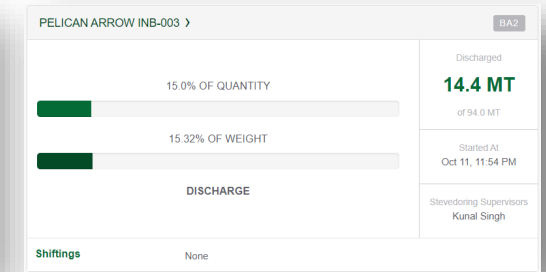
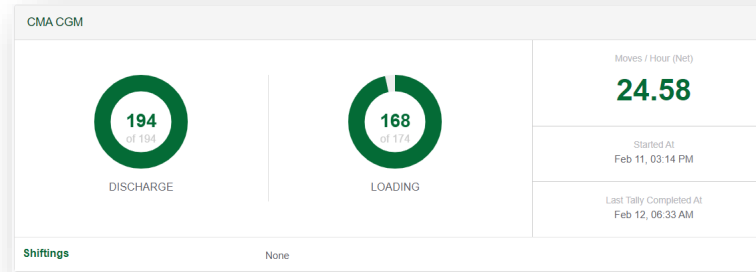
Gate





BERTH & VESSEL

- Data directly influences efficiency, safety, and productivity in waterside operations.
- Precise data regarding vessel dimensions, cargo varieties, and handling needs facilitates optimal resource management.
- Key performance indicators (KPIs) such as berth utilization, vessel productivity, and turnaround times offer valuable insights into operational efficiency.





COLLECTING DATA IS THE KEY

- Data collection methods include both automatic and manual recording processes.
- Integration is advancing, yet some data is still acquired manually in certain contexts.
- Utilizing a user-friendly mobile application enables data recording from any location with ease.

Remaining **191 items** Qty: 191 4,540,974.00 kg

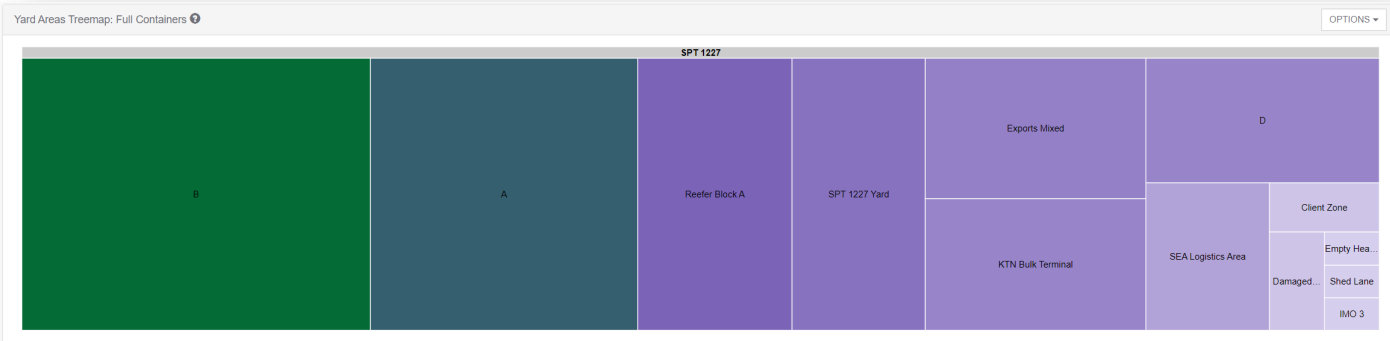
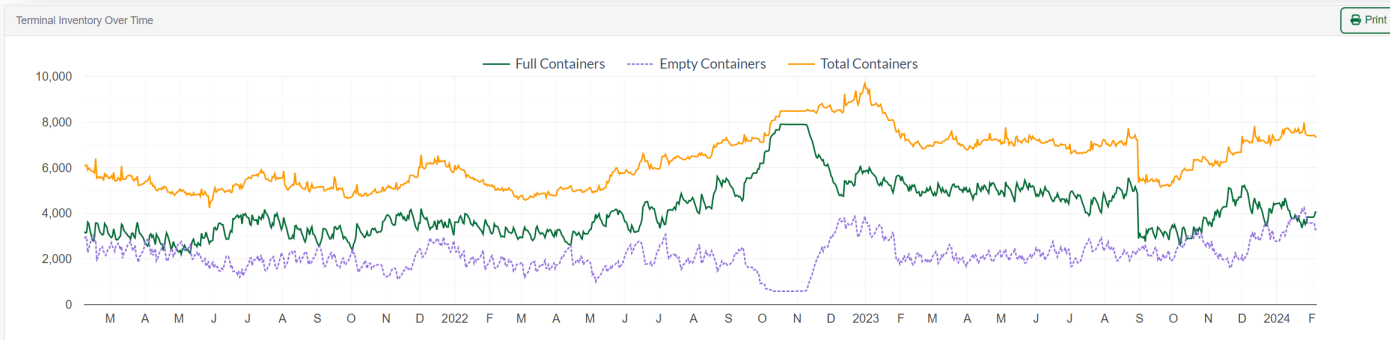
MULTIPLE LIFT > SHIFTING > OVER LANDED >

Cargo	Line	Actions
CBHU5966349 35000 kg Seals: 2312,123123,2313,213123 BL: HYD-MAE04	40HC full COSU	DISCHARGE
MAEU3499781 32400 kg Seals: 23123 BL: HYD-MAE03	40FR full MAEU	DISCHARGE
MAEU3512311 38690 kg Seals: 23123 BL: HYD-MAE02	40FR full MAEU	DISCHARGE
MAEU4065033 4000 kg Seals: 23123 BL: HYD-MAE04	40OT empty MAEU	DISCHARGE
MAEU4220171 3940 kg Seals: 23123 BL: HYD-MAE03	40OT empty MAEU	DISCHARGE



YARD

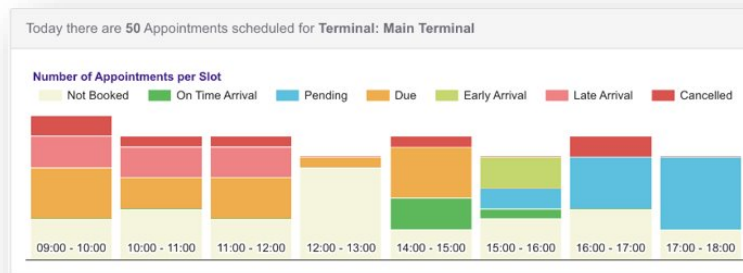
- Enhanced operational visibility by having real time data on cargo movements and yard activities
- Data driven insights enables better customer service and visibility to stakeholders
- Historical and real-time data analytics support predictive modelling and planning activities





RAIL & GATE

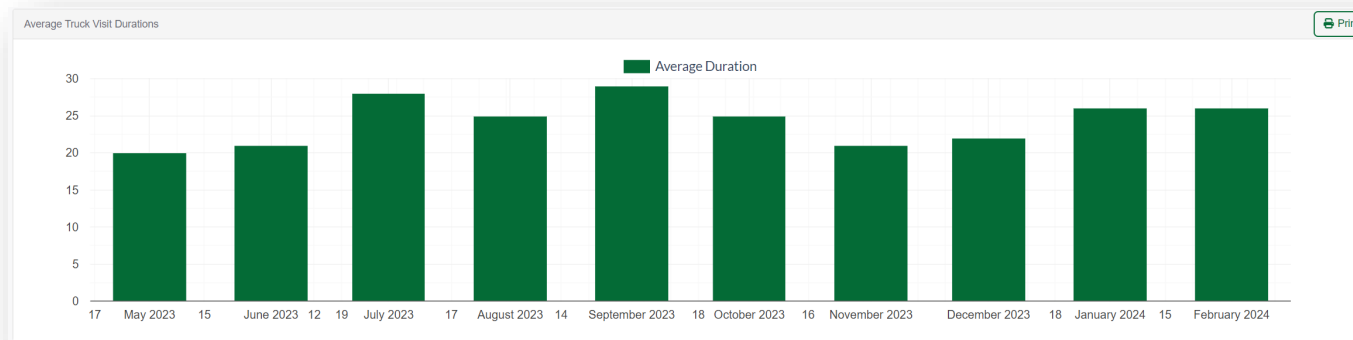
- Data integration with supply chain partners, including rail/truck carriers and shipping lines, enhances coordination and collaboration
- Data generated from effective scheduling and appointments system enable terminals to manage trucks and trains effectively
- Enables terminals to monitor KPIs such as turnaround times, equipment performance and service levels



Avg. Truck Visit Duration - Today

24.0


Minutes / Visit



MAKING DATA AFFORDABLE



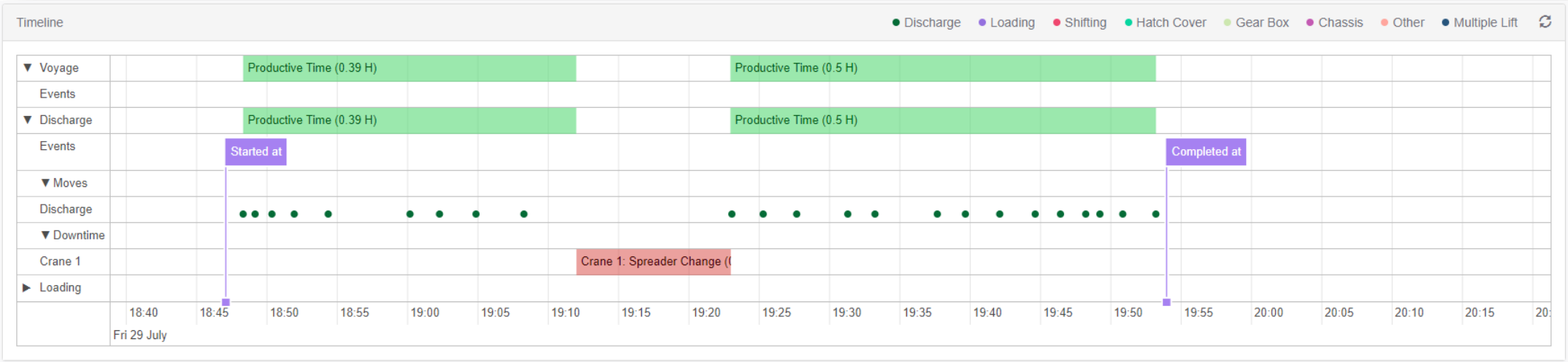
Digitalization is Inevitable



Data Driven Excellence



Budget Friendly Solutions Exist





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](https://youtube.com/navis)



TWITTER

[@kalerisofficial](https://twitter.com/kalerisofficial)
[@naviscargo](https://twitter.com/naviscargo)



INSTAGRAM

[@navislp](https://www.instagram.com/navislp)



NCC

collaboration.navis.com

Meena Shah
meena.shah@kaleris.com