

# Navigating Terminal Efficiency with Affordable Data Insights



# 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



# ASIA ON THE RISE

## Demand for Asian Goods

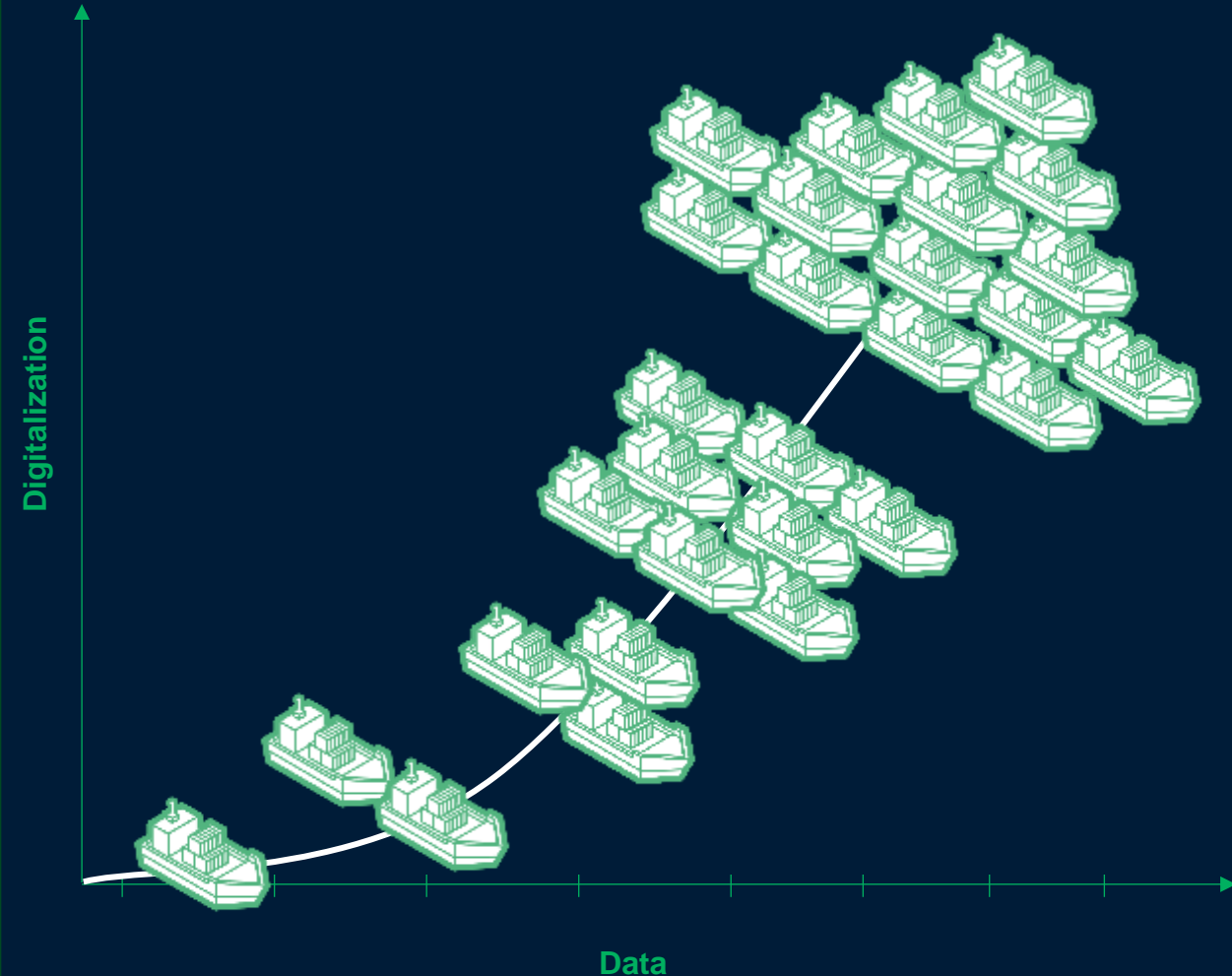
Demand from global markets is fueling the resurgence of Asian exports especially India and SEA, emphasizing the need for enhanced customer service and digital solutions

## 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



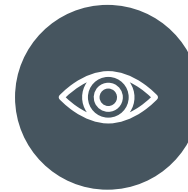
# DATA – KEY PILLAR FOR DIGITALIZATION



## Endless Opportunities



Process  
Optimization

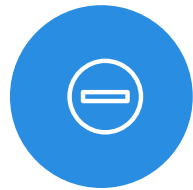


Customer  
Insights

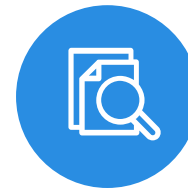


Predictive  
Analysis

## Challenges We Face



Limited  
Resources



Perceived  
Complexity



Resistance to  
Change

# DATA OPPORTUNITIES AT A TERMINAL



Berth & Vessel

Yard

Rail

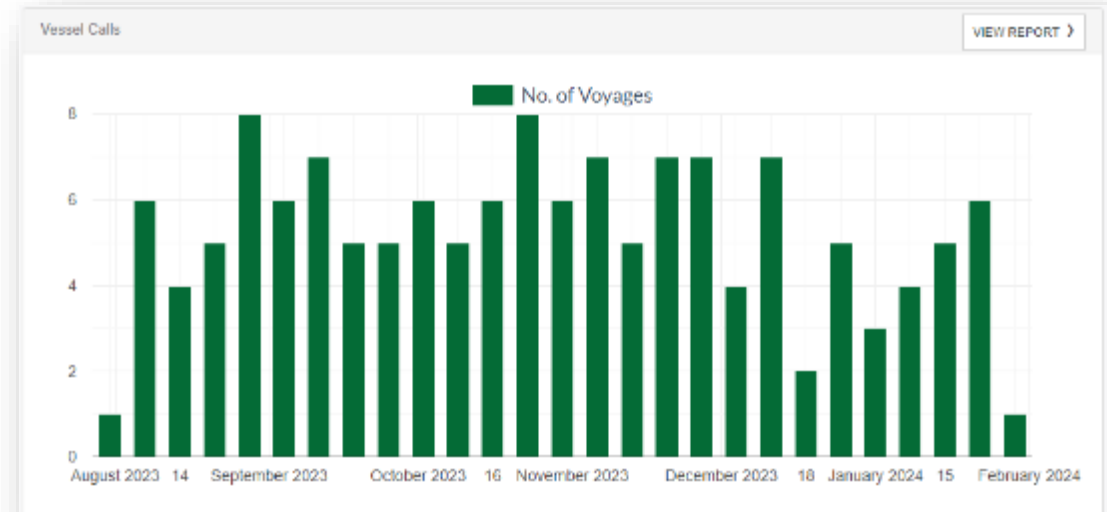
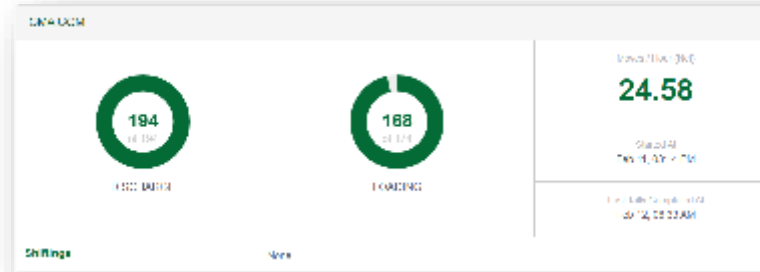
Gate





# 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

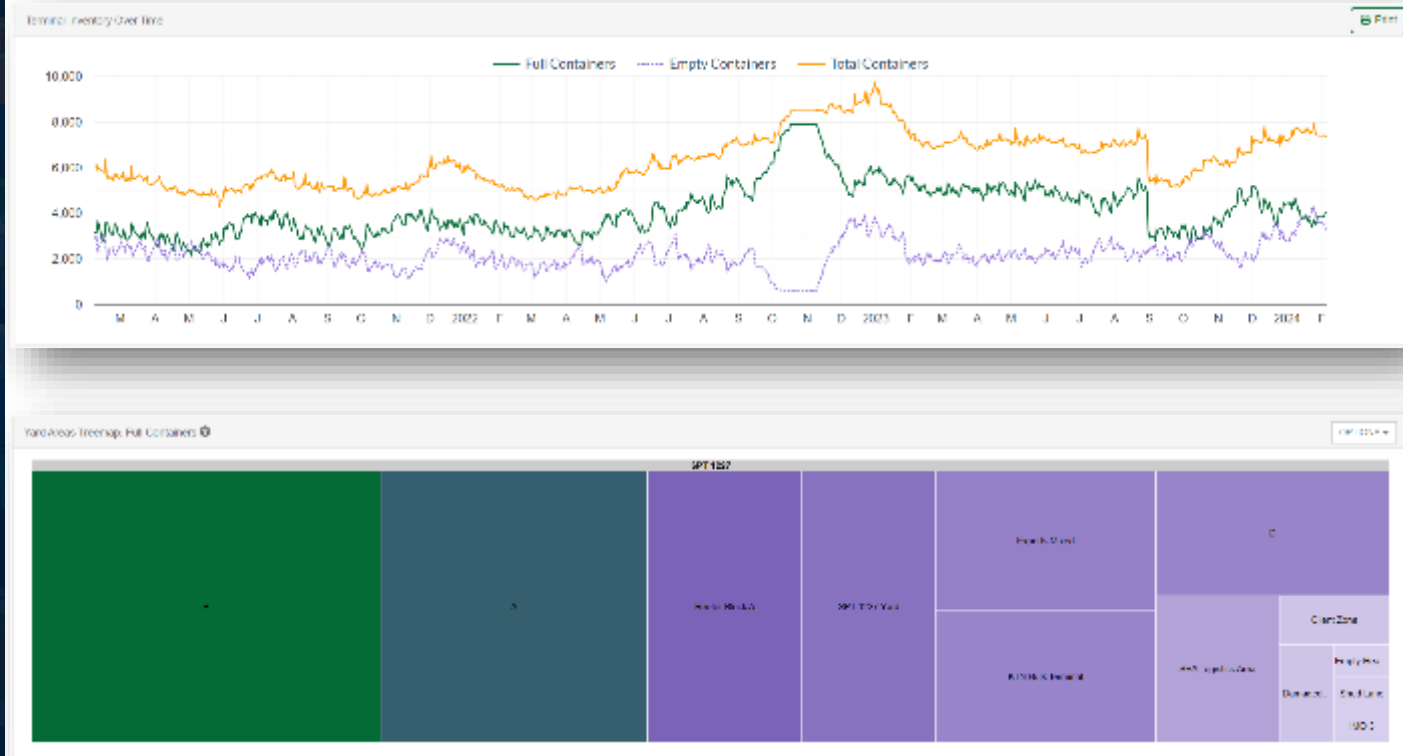
MULTIPLE LIFT > SHIFTING > OVER LANDED >

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



# 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

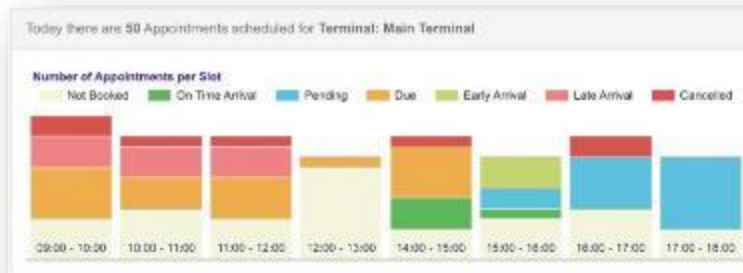






# RAIL & GATE

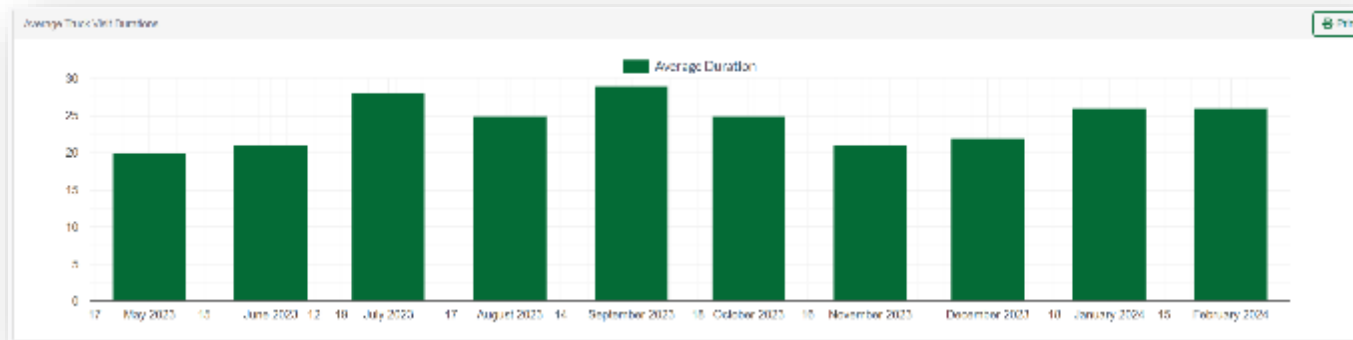
- Data integration with supply chain partners, including rail/truck carriers and shipping lines, enhances coordination and collaboration
- Data generated from effective scheduling and appointments system enable terminals to manage trucks and trains effectively
- Enables terminals to monitor KPIs such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



Avg. Truck Visit Duration - Today

**24.0**


Minutes / Visit




# MAKING DATA AFFORDABLE



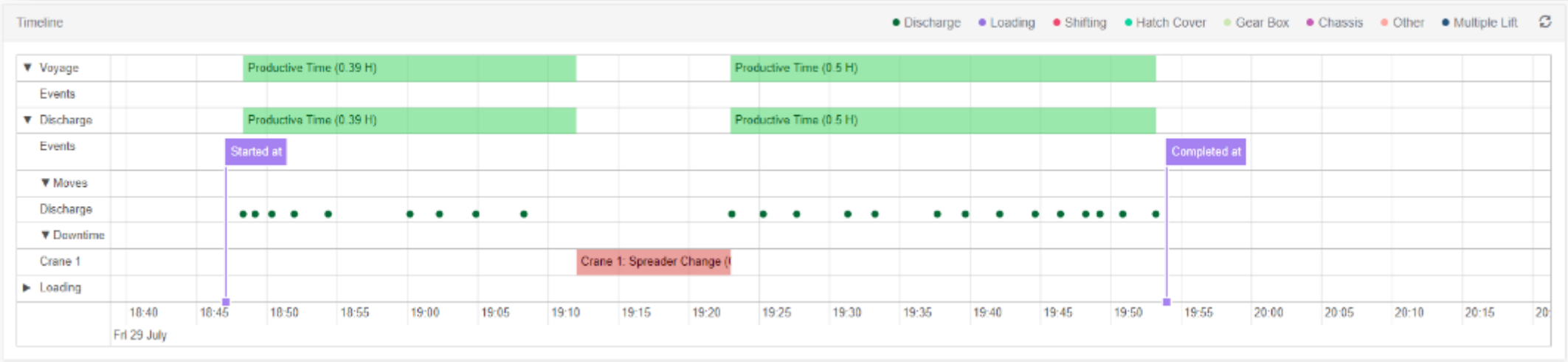
**Digitalization is Inevitable**



**Data Driven Excellence**



**Budget Friendly Solutions Exist**



# Thank You

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