

Jeremy SEAH
Regional Business
Development - APAC

PORTS AND INTERMODAL
9th Philippines Ports & Shipping 2017

Honeywell

Topics to discuss

- Industry trend / challenges
- What's keeping the CEO up at night?
- What Honeywell Safety & Productivity Solution does?





INDUSTRY TREND

Larger Vessels Being Used to Carry Cargo



© 2015 by Honeywell International Inc. All rights reserved.

Larger Vessels Have the Potential to Affect all Ports

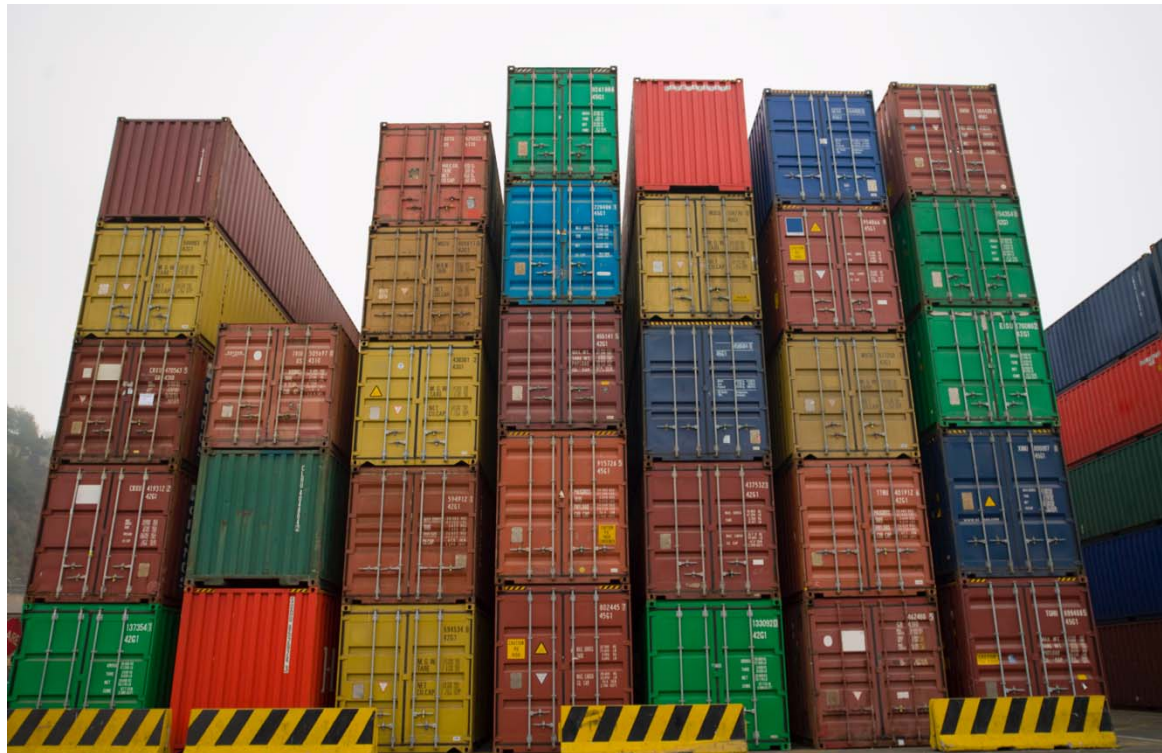
Metrics Imperative To Success



© 2015 by Honeywell International Inc. All rights reserved.

Focus on Data to Improve Logistics

Surging Demand of Containerized and Bulk Cargo



© 2015 by Honeywell International Inc. All rights reserved.

Increased Demand Calls for Faster Operations

Innovation and Technology



© 2015 by Honeywell International Inc. All rights reserved.

Must Capitalize on New Technologies and Services

Yard Optimization



© 2015 by Honeywell International Inc. All rights reserved.

Yard Optimization Impacts All Other Port Operations

A Changing Workforce



© 2015 by Honeywell International Inc. All rights reserved.

Experienced Business Knowledge is Leaving



What keep the CEOs up at night?

Increasing Safety Performance



© 2015 by Honeywell International Inc. All rights reserved.

Safety of Port Workers is Paramount

Greater Operational Complexity



© 2015 by Honeywell International Inc. All rights reserved.

Align Internal Resources with Service Objectives

Managing Congestion Risk



© 2015 by Honeywell International Inc. All rights reserved.

Focus on Keeping Congestion Impacts Minimal

Staying Profitable Though Shipping Line Economic Cycles



© 2015 by Honeywell International Inc. All rights reserved.

Strong Growth Figures in Transport Demand



What Honeywell Safety & Productivity does?

The Connected Solution Value Chain



Collect ENHANCING A NETWORKED ECOSYSTEM

by enabling seamless measures, controls and collection of data and their relationships



Connect CONNECTING COMPONENTS

by enabling a more connected world, packaged and configured to support your business needs



Process OPTIMIZE YOUR OPERATIONS

by providing smart innovative solutions designed to optimize workflow processes and the user experience



Knowledge IMPROVE YOUR BUSINESS DECISIONS

by identifying and mining rich veins of data to provide accessible information and actionable insights

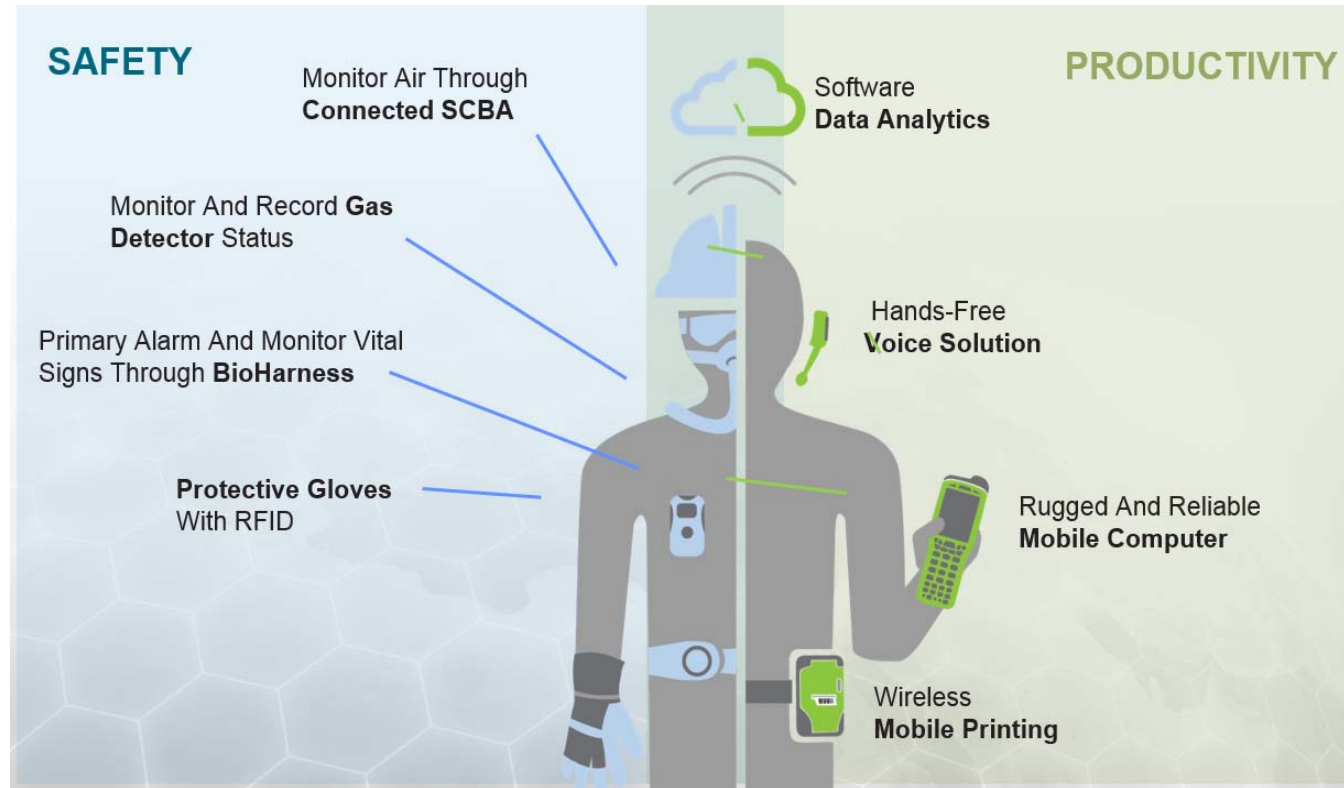
Connectivity: Linking Components For Greater Value



Collect/Connect

DELIVERING MORE CONNECTED COMPONENTS

by enabling a more
connected world,
packaged to support
your business needs



© 2015 by Honeywell International Inc. All rights reserved.

Customer Value at The Edge

Process Improvement



Process

OPTIMIZE YOUR OPERATIONS

by providing smart innovative solutions designed to optimize workflow processes and the user experience



Optimize Process Execution Where Possible to Drive Greater Productivity

Information: Turning Big Data Into Customer Value



Knowledge

IMPROVE YOUR BUSINESS DECISIONS

by providing accessible information to identify and mine rich veins of data and provide actionable insights



© 2015 by Honeywell International Inc. All rights reserved.

Creating Actionable Insights

Addressing Core Business Issues

- Customer satisfaction and retention
- Improvements to workflow efficiency
- Increase supply chain efficiency
- Accurate tracking and receiving
- Resource management
- Discover revenue enhancement opportunities
- Onboard new workers quickly
- Increase forecasting and planning activities



Key Areas to Improve the Customer Experience



Loading / Unloading

- Work in Process (WIP) Tracking
- Workforce Automation
- Real time Asset tracking and data
- Scanning
- Shipping and Receiving
- Proof of Delivery
- Compliance
- Connectivity



Container Yard

- Work in Process (WIP) Tracking
- Supply Chain Management
- Workforce Automation
- Real time Asset tracking and data
- Scanning
- Proof of Delivery
- Yard optimization
- Connectivity
- Security



Performance Optimization

- Operational Workflow
- Workforce Automation
- Vehicle Performance
- Process Optimization



Worker Safety

- Pre-shift checks
- Vehicle inspection
- Driver authorization
- Driver performance

The Key is to Provide a Premier Customer Experience Profitably

For more detail information...

Booth # : 54

Shiela Lagera – shiela.lagera@spltechcorp.com
VP, Sales Operations, SPL Tech Corporation

Michelle Anda – Michelle.Anda@Honeywell.com
PH, Country Manager

May Macaalay-Vicente – May.Macaalay@Honeywell.com
PH, Channels Manager

Jeremy SEAH - Jeremy.seah@honeywell.com
(APAC)



Questions ??

Back-up Slides

References and good reads...

Article #1: **Honeywell Moves Toward the Digital Age**

- <http://www.logistics-insights.com/honeywell-moves-toward-the-digital-age/>

Article #2: **Top 5 Tips for Choosing Mobile Computers: The move to mobile**

- <http://www.logistics-insights.com/top-5-tips-for-choosing-mobile-computers-the-move-to-mobile/>

Solutions for Loading / Unloading



Vehicle Mount Computers

Fixed & vehicle-mount computers drive more efficient loading/unloading processes for fork truck operators.



Mobile Computers

Purpose-built rugged mobile computers with integrated GPS, desktop-style application performance, & anywhere, anytime, data capture.



RFID Solutions

Speed operations and reduce labor costs using RFID technology, eliminating the need for workers to physically scan shipments.



Mobile Scanners

Advanced ergonomics and Bluetooth™ wireless technology allow unparalleled comfort and freedom of movement.



Mobile Printers

Rapid, quality printing. Mobile printing can save worker travel time increasing productivity.



[Return to Key Processes](#)



Solutions that increase the speed of goods from one form of transport to another and offers complete visibility into the supply chain.

Solutions for Container Yard

[Return to Key Processes](#)



Vehicle Mount Computers

Fixed & vehicle-mount computers drive more efficient loading/unloading processes for fork truck operators.



Mobile Computers

Wireless computing solutions provide easy-to-use, reliable work order management for any workforce, whether on-call or scheduled far in advance.



Mobile Scanners

Advanced ergonomics and Bluetooth™ wireless technology allow unparalleled comfort and freedom of movement.



RFID Solutions

Speed operations and reduce labor costs using RFID technology, eliminating the need for workers to physically scan shipments.

Enhance Productivity

Intelligent container allocation combined with direct instructions to workers, improving productivity



Solutions that enable process and yard optimization, providing real-time visibility into operations.

Solutions for Performance Optimization



Mobile Computers

Access to real-time information that increases productivity and reduces errors .



Vehicle Mount Computers

Fixed & vehicle-mount computers drive more efficient processes, allowing for quicker review and input of data.



Mobile Scanners

Advanced ergonomics and Bluetooth™ wireless technology allow unparalleled comfort and freedom of movement.



RFID Solutions

Speed operations and reduce labor costs using RFID technology, eliminating the need for workers to physically scan shipments.



Vehicle Performance Solutions

Reduce operating costs and provide driver awareness with solutions that have a positive impact on quality and process standardization.



[Return to Key Processes](#)



Real time data provides the necessary information platform to improve and optimize work processes.

A Prescriptive Solution for Enhancing Performance Optimization

Solutions for Worker Safety

[Return to Key Processes](#)



Vocollect Maintenance & Inspection
Provides insights to help optimize utilization of fleet to reduce operating costs and improve worker safety and compliance. Provides greater driver awareness and transparency.



Vehicle Performance Solutions
Improves worker safety and compliance by evaluating vehicle and driver performance and providing actionable insight.



Vehicle Mount Computers
Small footprint providing the forklift operator with full field of vision without compromising safety together with an outdoor -readable screen for clear task management.



The safety of our workers is paramount; fleet maintenance plus monitoring driver performance allows us to identify potential safety issues and prevent them.