



## Digitization and connectivity


**The power of an open platform to drive immediate productivity for the port communities**

Michael Bouari  
CEO 1-Stop Connections Pty Ltd



**Age of Revolutionary Change**

**1-Stop**

A hand holding a rose gold iPhone. The phone is held vertically, showing the back with the Apple logo and the camera. A white graphic overlay consisting of several black hexagons of various sizes and connecting lines is positioned over the right side of the phone and extends towards the text. The background is a blurred cityscape at night with bokeh light effects.

**More power than  
what was available in 1940 on  
the entire planet**

**Imagine the past 3000 years  
was the past 12 hours...**

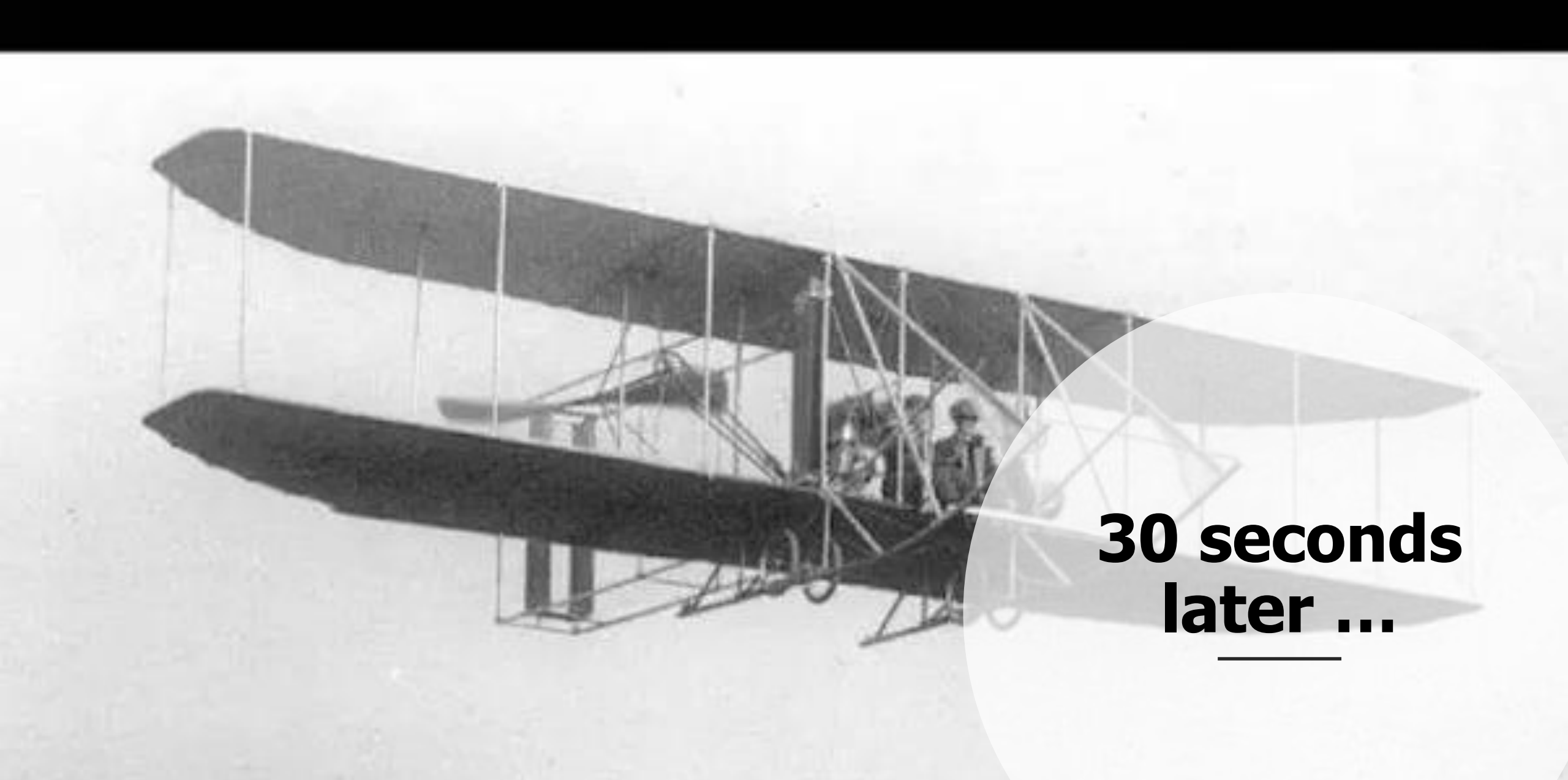
**Every 1 minute will equal 50 years**



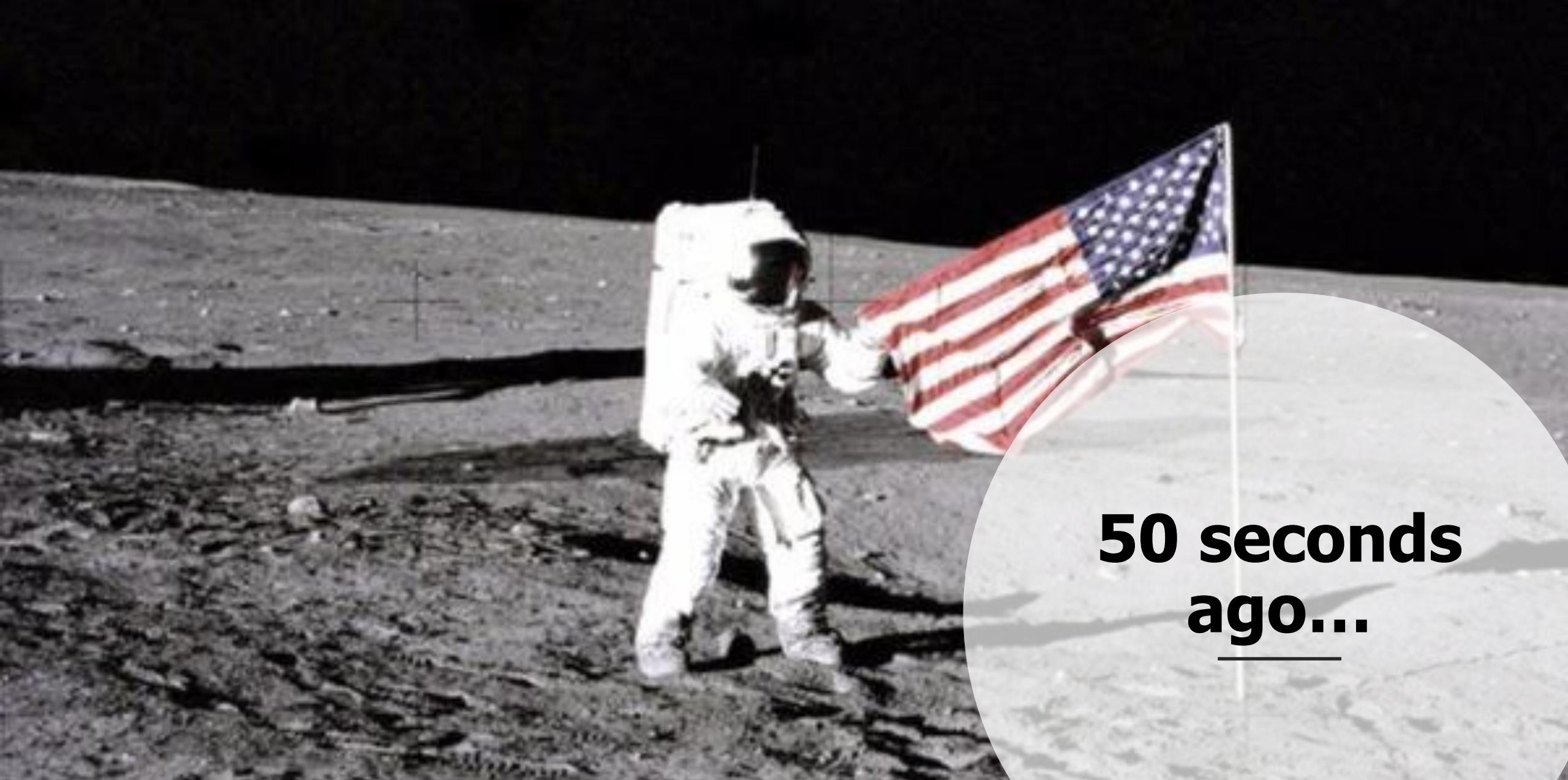
**3 mins ago ...**



**2.5 mins  
ago...**



**30 seconds  
later ...**



**50 seconds  
ago...**





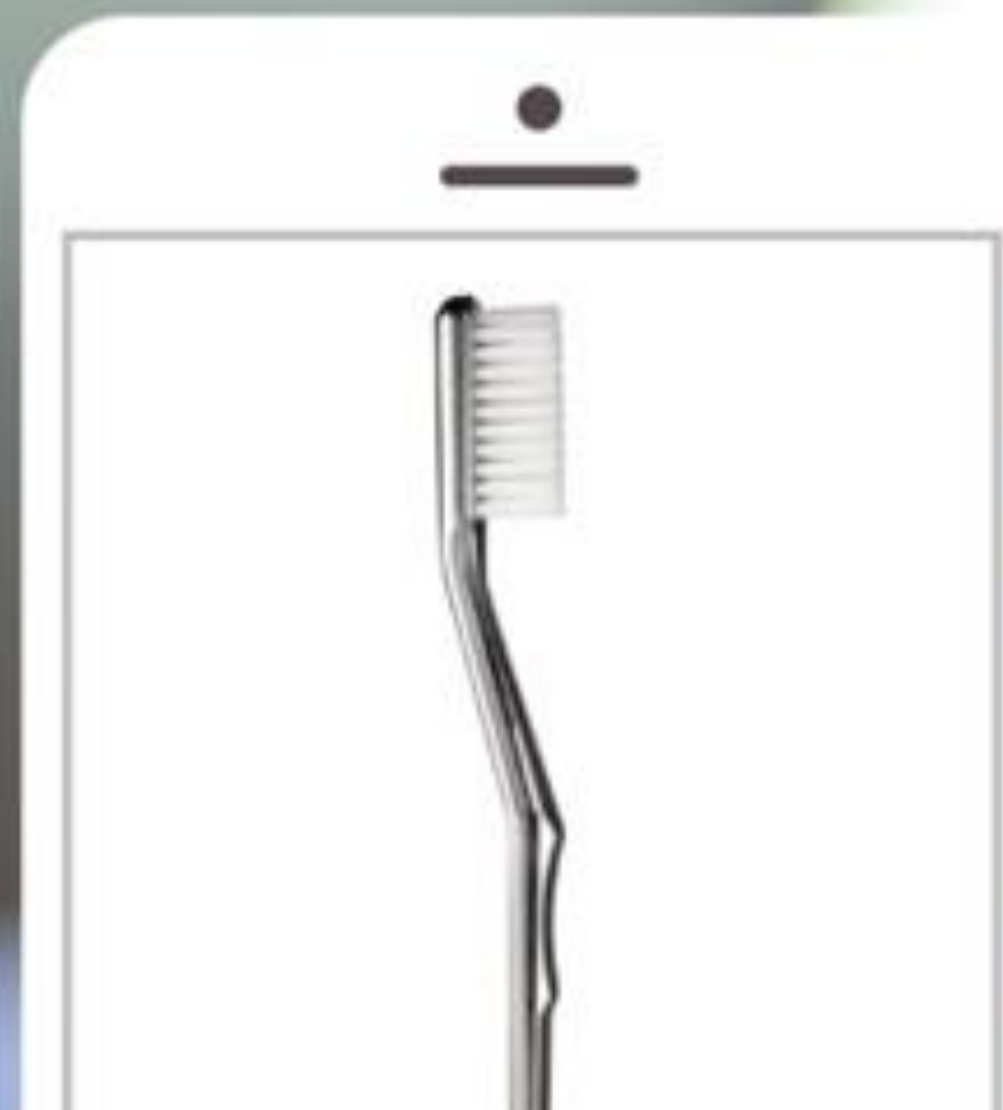
**43 seconds  
ago...**



**28 seconds  
ago...**



**And 3 sec after that ...**




**More people on this planet  
Own a Mobile Phone  
Than a Toothbrush**

...and in the last 1 to  
2 seconds ....

In the last **2 years**  
alone we have  
created

**90%**

of the world's data.<sup>2</sup>



We are truly in an age where technology and  
change are extraordinary ...



# Technology Overview

Making sense of all the tech...

1-Stop



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## Technology Overview



Cloud



IOT  
(Internet  
of Things)



AI



Blockchain



APIs



Analytics

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## Introducing... Intelligent Coffee Beans

How we can leverage this new  
technology?





'Organic' Coffee  
beans running low at  
home

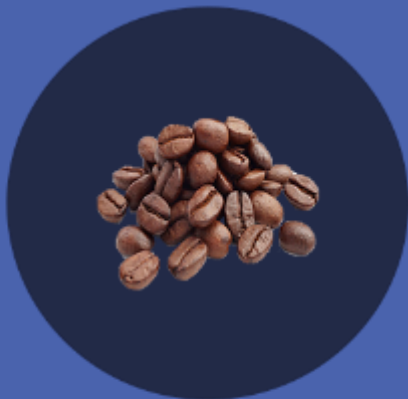


**IOT**  
IOT device detects  
low supply



**AI Platform**  
Feeds data to AI  
Platform

Over 2.25 billion cups of **coffee** are **consumed in the world** every day



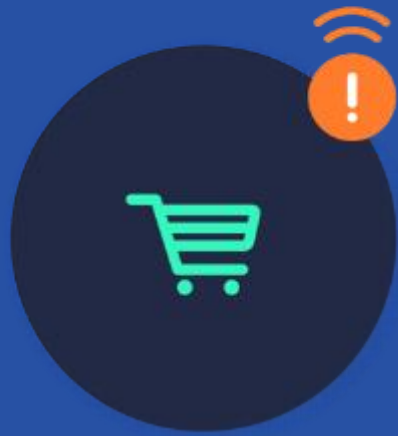
Learns behaviour of the  
household usage per day



**API Call**  
Combines with API call to my calendar  
to forecast meetings



**Analytics Engine**  
Predicts when more coffee beans needs  
to be ordered for  
just-in-time delivery



Order is made to supermarket



Supermarket ordering from supplier to restock



Supplier places order & quantity on the blockchain and is transmitted to interested parties moving the cargo from point or origin



**Blockchain**  
Ensures that we have the right "organic coffee"



**Platform** used to co-ordinate supply chain information flow and movement of cargo in the most efficient manner



Supply is delivered to home

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## The Process

All this goes on in the background system to system/machine to machine.

All the household know is that a drone /driverless vehicle “just-in-time delivery is made.”



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Focus on ...

Digitization &  
Connectivity





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## Who is 1-Stop Connections

### What we do

1-Stop's objective is to continually improve productivity in the Port Community so that all users benefit from efficiency gains.

We aim to reach this through:

- Efficiency
- Collaboration
- Integration
- Innovation

# Where we are

## Australia / New Zealand (12)



## South East Asia (5)



## Central America (1)



**Key:**

- CURRENT SITES
- IMPLEMENTING
- LIKELY SIGNING

**Notes:**

Implementing in:

- Lyttelton, New Zealand
- Central America (site TBC)

Likely Signing in:

- 2 x in Asia Pacific





**17** SHIPPING LINES

100% of all lines for Asia Oceania route



**17** CONTAINER TERMINALS

Australia, New Zealand & South East Asia



**6,122** ROAD CARRIERS

100% of all road carriers in AUS who move containerised cargo



**1,600** FREIGHT FORWARDERS



**1,980** IMPORTERS EXPORTERS



**9** RAIL OPERATORS



**39** CONTAINER PARKS & DEPOTS



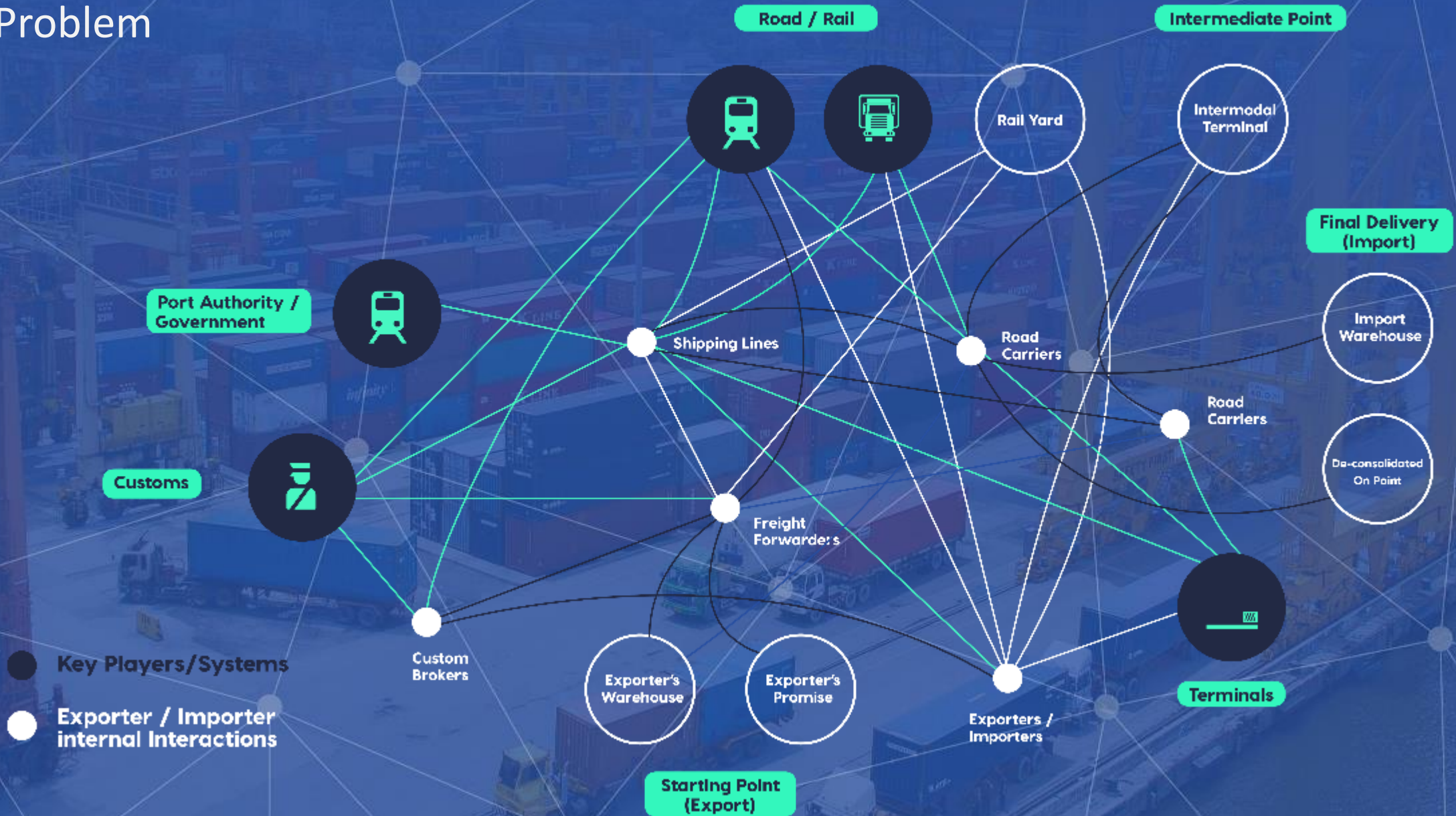
Over 170 million messages processed annually to the connect Port Community





# The Problem

# The Problem



# Supply Chain



# Plus “bring your own local app”

## “open” Cargo Logistics Platform



### Messaging & Message Brokering

#### CargoConnect

Integration Platform as a Service (Connectivity, IoT, APIs, Routing, Translation, Security)

#### ePRA

Electronic Pre-Receipt Advice (Electronic Export Receipt Advice)

#### eIDO

Electronic Import Delivery Orders

#### Customs Reporting

#### Container Weighing Services



### Information Services

#### Vessel Schedules & Container Status

Centralised information able to be retrieved through pull or push (B2B)



### Port Logistics & Operations

#### Vehicle Booking System (VBS)

17 Container Facilities across SEA, Australia & NZ, Integrates to TOS (Flagship Product)

#### 1-Stop Modal

MT Park Systems

#### Container Control

Reuse of Import Containers or for MT storage

#### Tracks

Train Visibility

#### Locate

Gate Management & Tracking



### eCommerce

#### ComPay

Electronic Community Payment System that allows payments within the Port Community. Includes Terminal storage payments and inter-company payments for all transaction methods.

#### Points Payment System

Virtual currency system used for prepayments for Terminal charges



### eLearning & Security

#### Security Card

Security Card that can be used for access to terminals and Integrates in the 1-Stop VBS.

#### eLearning

Centralised learning platform for the Port. Can be linked to Terminal OH&S inductions and activations of Security Card.

← We focus here for Ports & terminals

# Results: What we've seen already

Operators **grow** their **capacity** by **30%** **without** further **investment**

**47%** increase in utilisation

**50%** reduction in dwell times

Overseas

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

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

TTT: 91m

TTT: 37m

TTT: 15m



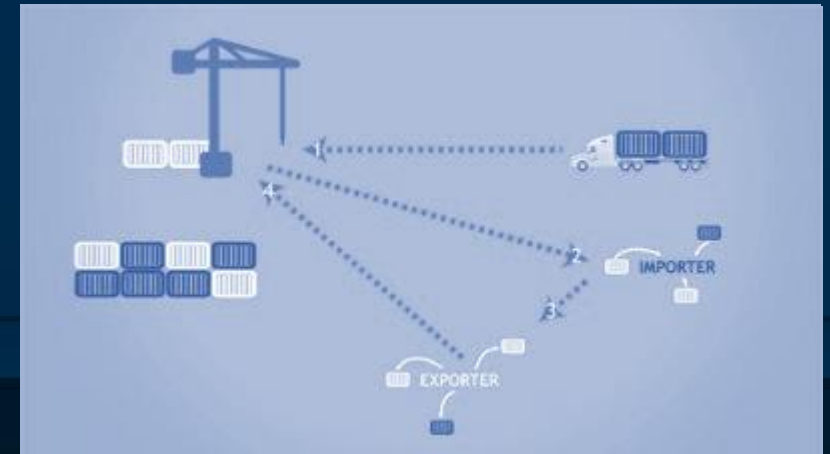
**Flattened** peak period demand with same labour & equipment



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



Created **certainty**





Portside

1-Stop

Customer

Open Cargo Logistics Platform



# 1-Stop



Future Enabled



Saving Time



Increasing Efficiency



Increasing Productivity



One Consistent Flow



Streamlined



Coordinated Activity



Intelligence PCS Platform



## Our Manila Story

BEFORE



AFTER





1-Stop

Global leader in removing port congestion through innovation

[www.1-stop.com](http://www.1-stop.com)