

Driving Digitalization in SIDS: How Webb Fontaine Transforms Maritime and Logistics Operations

Esaie Afri KOUASSI

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AI

“Explainable artificial intelligence (XAI) is a set of processes and methods that allows human users to comprehend and trust the results and output created by machine learning algorithms”

IBM

“ Webb Fontaine is proud to work alongside governments around the world to advance their position as pioneers in Trade digitalisation.”

Alioune Ciss
Chief Executive Officer



Who are we?



Founded in **2002**



700+ Employees



24 Entities Globally



4

Continents



41

Nationalities

Webb Fontaine is a world-leading technology company powered by AI, transforming the future of trade.












Trusted partner by governments globally, Webb Fontaine provides industry wide solutions to accelerate trade development and modernisation.



20+

WEBB FONTAINE'S APPLICATIONS USED WORLDWIDE



- | | | | | | | |
|--|--|---|--|---|---|---|
|  Armenia |  Congo |  Cote D'Ivoire |  Ghana |  Kenya |  Niger |  Philippines |
|  Bahrain |  Cambodia |  Egypt |  Guinea |  Libya |  Nigeria |  CAR |
|  Bangladesh |  Costa Rica |  Ethiopia |  Jordan |  Nepal |  Panama |  UAE |
|  Benin | | | | | | |

Driving digitalization in SIDS: **Importance of maritime and logistics** **operations, challenges and the role of** **digitalization ...**

• Importance of maritime and logistics operations for SIDS

2.1

- ❖ **Trade and Economic Dependency**: SIDS rely heavily on maritime trade for essential goods and exports.
- ❖ **Ports as Economic Hubs**: Ports serve as central hubs that stimulate local economies through job creation.
- ❖ **Strategic Geographic Location**: Ports in SIDS are strategically located along key maritime trade routes.
- ❖ **Global Trade Integration**: Efficient logistics are essential for maintaining strong global trade connections.

Challenges Faced by SIDS in Maritime and Logistics

2.2

- ❖ **Infrastructure Constraints:** SIDS faces outdated equipment, limited storage, and insufficient port capacity.
- ❖ **Technological Advancements:** Limited technology adoption relies on inefficient manual systems.
- ❖ **Vulnerability to External Shocks:** Economic, environmental, and geopolitical risks heavily affect SIDS.
- ❖ **High Operational Costs:** SIDS faces high shipping rates, labor costs, and expensive infrastructure maintenance.

The Role of Digitalization in Overcoming Challenges

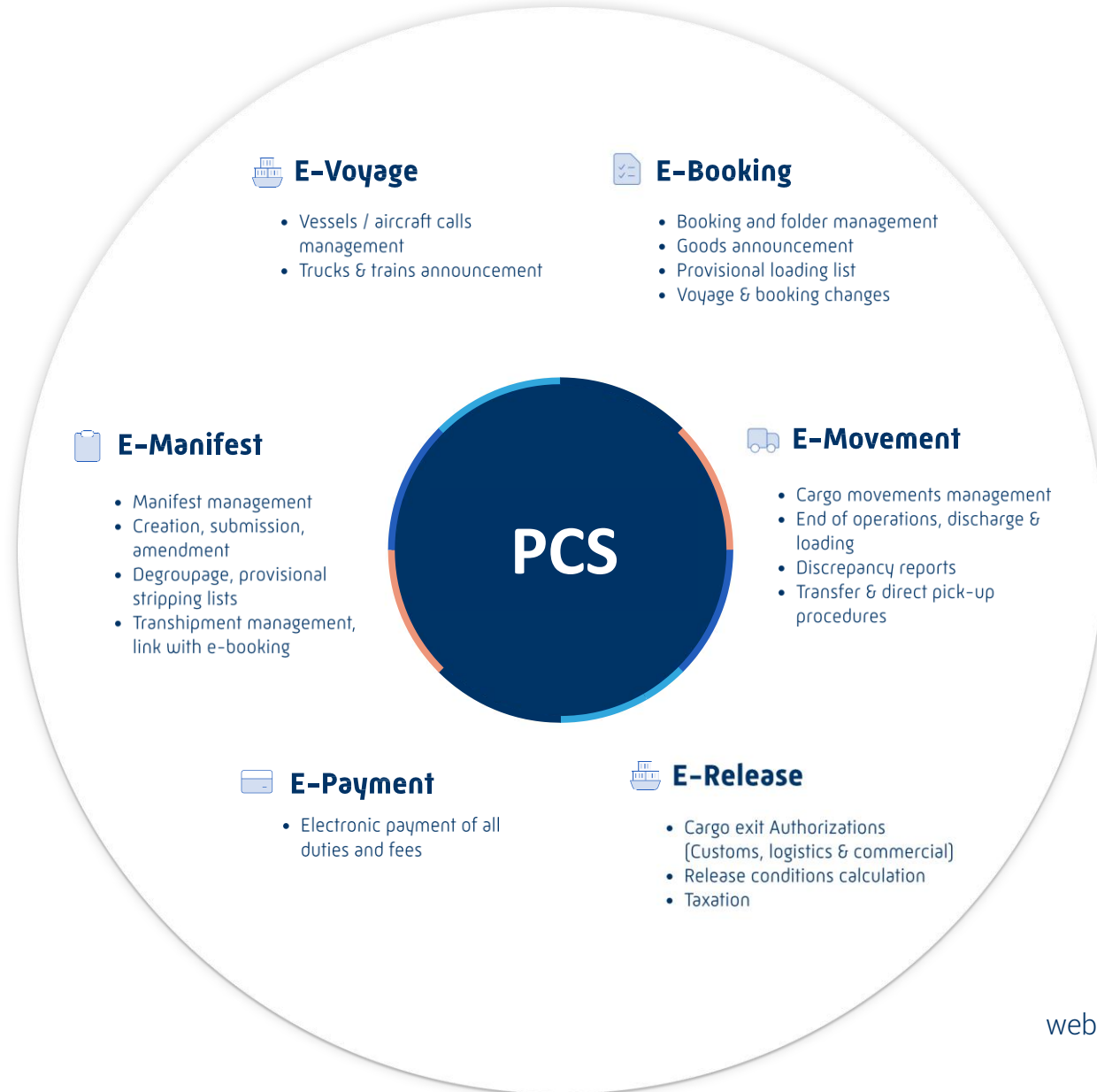
2.3

- ❖ **Optimizing Port Operations:** Automation of cargo tracking, scheduling, and container management.
- ❖ **Enhancing Customs Efficiency:** Digital platforms streamline customs processes, reducing delays.
- ❖ **Real-Time Data Analytics:** Data-driven insights support improved decision-making and operational efficiency.
- ❖ **Sustainability and Competitiveness:** Digital systems help reduce carbon footprints and enhance global trade competitiveness.

How Webb Fontaine can help SIDS Countries to face the digitalization challenges...

WEBB PORTS

A Port Community System (PCS) that manages interactions between systems used by port authorities, customs, and terminal operators, from data exchange and logistics through billing and payment.



Impact of Webb Ports

- Reduced congestion and delays
- Provides visibility of the entire process from gate-in to gate-out.
- Provides an electronic collaborative hub that onboards all the port stakeholders in the port via API (interface) or integration.
- Impacts on Logistics Performance Index.
- Plugs into existing systems to provide value added services (ePayments, eMovement, eManifest, eBooking, eRelease, eVoyage).
- Reduced turnaround time for traders
- Improved collaboration among port stakeholders (eNotification)
- Business intelligence integrates data from various systems providing high level of reporting and analysis
- Facilitates deployment of automated tools such as eGates, mobile devices and automatic reconciliation.

Solutions for seamless trade

Webb Customs

The ultimate customs management system for unmatched global trade efficiency

Webb Single Window

One single platform for trade documentation for a trading experience like never before

Webb Ports

Our industry leading port community system (PCS) streamlines all port operations

Webb Risk Intelligence

Our AI driven risk management system reduces risk and enhances trade security

Webb ACI

Complete information about goods in transit prior to arrival in the destination country

Webb Transit Tracking

Real-time cargo tracking, allowing governments and traders to trust their cargo is safe on route

Webb Valuation

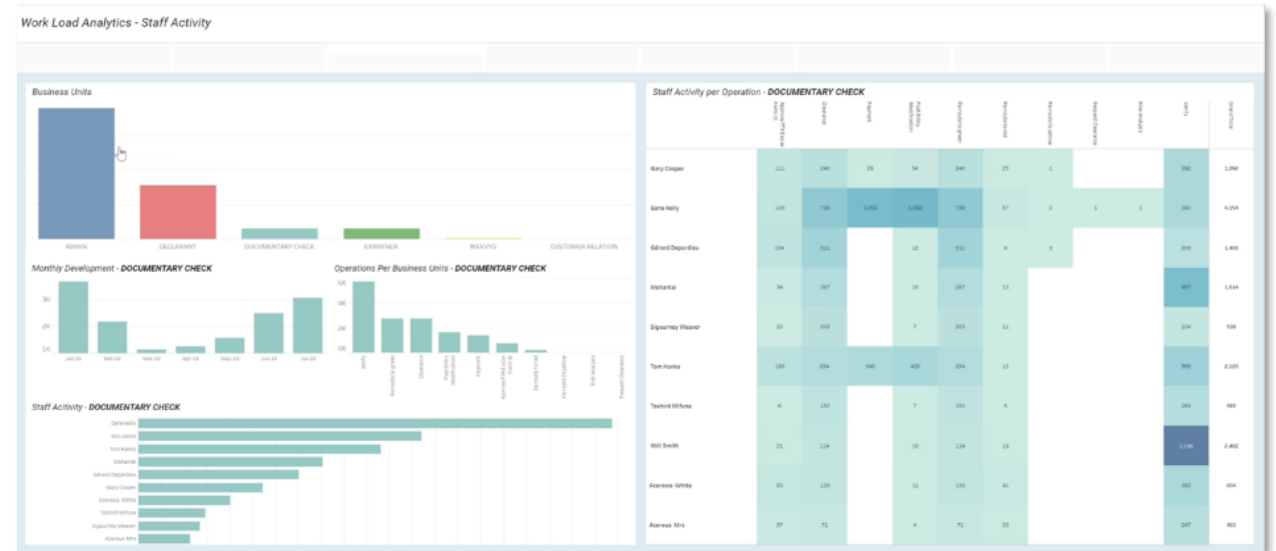
Precise valuation and classification of goods, giving full visibility of expected clearance costs

Webb Inspection

Commodity Inspection and Testing Services (CITS), fully compliant to international standards

Webb Reporter, Webb Executive Vision

- ✓ Structured and Adhoc Reports (Syntax can be built with AI)
- ✓ Dashboards based on indicators such as:
 - Trade Balance
 - Staff Activity (Fraud, time, etc.)
 - Revenue
 - Office Processing Time
 - Processing time (Offices)
 - And more.
- ✓ Reports can be built with data from multiple sources (SW, PCS, MSW, PMS, etc)



WEBB FONTAINE: Key achievements...

Key Achievements

NIGERIA



▲
114%
Customs Revenue
2017-2021

▼
7 days to 2 days
Average Clearance Time
2018-2021

COTE D'IVOIRE



▲
Nearly Doubled
Customs Revenue
2013-2021

9.06% to 76.4%
Forex repatriation rate
2013-2023

▼
72H to 4H
Pre-Clearance
Process

BENIN



▲
**>From 24th (2016) to
3rd (2023) most
performing Port in
Africa (World Bank
LPI index)**

>50%
Customs Revenue
2017-2021

Fully integrated
from the start of the
process until the end



We're building something big

webbfontaine.com