



**THE ROAD**

**TO A STRATEGIC RESPONSIBILITY FOR**

**CONSTANTA PORT**

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**Under Secretary General**  
**Romanian Association for International Road Transports**

**5th Black Sea Ports and Shipping 2016 Constanta**  
**Exhibition and Conference, 26 and 27 May 2016**



Total Traffic (2007): 57.779.915 T  
Total Traffic (2010): 47.563.879 T  
Total Traffic (2015): 56.336.772 T

**"However beautiful the strategy,  
you should occasionally look at the results.,,"**  
Winston Churchill

**STRATEGIC VISION**

**RESPONSABLE  
PLANNING**

**STRATEGIC  
RESPONSIBILITY**

**INTEGRATED  
BUSINESS**

**SIMULTANEOUS  
DEVELOPMENT**



# STRATEGIC VISION

Inside  
knowledge

Top view

Comparative view

View from the  
future

Annual  
reports

Financial  
reports

Port statistics

Port tariffs

Master Plan



**The largest port  
on the Black Sea**

**The Eastern  
Gateway of EU**

**The main port of  
Eastern Europe  
connected to the  
new Silk Road**

# RESPONSABLE PLANNING

ROMANIA' s COUNTRY  
PROJECT

The General Transport  
Master Plan

The Constanta  
Port  
Master Plan

“The price of greatness is responsibility.”

Winston Churchill

# INTEGRATED BUSINESS

## Integrated Business Planning

### Port Business Model

Ability to create a demand chain model  
Ability to create a supply chain model  
Ability to create a finance chain model

### Integrated Planning

Ability to create a plan across multiple functions  
Ability to create predictive and collaborative plans

### Business Optimization

Ability to create optimized plans across multiple constraints  
Ability to create financial integration across optimization

# SIMULTANEOUS DEVELOPMENT





**ARTRI**  
Conducem împreună

**ARTRI is the national association guaranteed for the implementation in Romania of the TIR Convention (1975)**  
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THANK YOU!