



Automation, integration and interoperability: Concrete opportunities of terminal optimization and building International Fast Trade Lanes to EU

Teheran, January 25th
13° Trans Middle East - 2017



Agenda



**Relaunch of
market and
commercial flow**



**Dir 2010/65
&
European UCC
&
Smart Port**



**Experiences and
ongoing
projects**



**Concrete
Opportunities**

Starting point

Need of **simplification and harmonization** of processes are supported by:

- Strong ongoing **automation** roadmap
- Upcoming “**Dematerialization**” processes
- European **Maritime Single Window** for all ships arriving from or going to Europe (from 1st June 2015)
- New European **Union Customs Code** (from 1st May 2016)

Specific steps forward are needed on **Customs and Maritime procedures between Iran vs EU** and there are **big opportunities of PROCESS OPTIMIZATION**





EU and Iran market

Iran market situation

(from European perspective)

The 2016 has seen Europe being leader of Iran's Market Trade.

The volume of **exportation from EU is arrived to 1,602 billion** of euro with a plus of 13% respect the year pass,

The volume of **importation to the EU is setted up to 396 millions** of euro with an increse of 52% respect the precedent year.

Italy is the first no-oil importer with **385 millions of purchase** in the last 9 months, the equivalent of **678 miles tons**, in particular in the **steel industry and chemical products** are the main products imported.

The data for the future are shining, with the expectation to be one of major actor within **11next11**, according **to Goldman**, with a prevision for the **Real GDP of +5.4% during the 2017**.



EU Dir 2010/65
&
European Union Customs Code

EU Directive 2010/65



DIRECTIVE 2010/65/EU OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 20 October 2010

on reporting formalities for ships arriving in and/or departing from ports of the Member States and repealing Directive 2002/6/EC

Article 5 Electronic transmission of data

1. Member States shall accept the fulfillment of reporting formalities in electronic format and their transmission via a single window as soon as possible and in any case no later than **1 June 2015**.
... omissis ...

Article 7 Information in FAL forms

Member States shall accept FAL forms for the fulfillment of reporting formalities. Member States may accept that information required in accordance with a legal act of the Union is provided in a paper format until **1 June 2015 only**.



Vessels departing from **MED NON EU** countries should **fulfill DIR. 65 formalities** dealing with new processes and **new IT systems** to be interfaced with the EU National Maritime Single Windows

Shipowners / Agents / Ports are **adapting their systems**.
During first months 2017 all digital services will be available

New EU Customs code

The new Union Customs Code is applied from **1st May 2016**

The UCC is part of the **modernization of customs** and will serve as the new framework Regulation on the rules and procedures for customs throughout the EU.

The UCC and the related delegated and implementing acts shall:

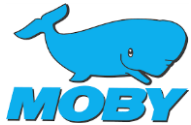
- **streamline** customs legislation and procedures
- **simplify** customs rules and procedures and facilitate more efficient customs transactions in line with modern-day needs
- complete the shift by Customs to a paperless and **fully electronic environment**
- reinforce swifter customs procedures for compliant and trustworthy economic operators (**Authorized Economic Operators**)



Experiences and ongoing projects



Some Shipping references



InfoSHIP EGO installations

- 14** Costa Crociere and ex Ibero (Data Collector module only)
- 1** tanker d'Amico + 1 bulk carrier + 14 in progress
- 1** ferry Grimaldi Napoli + 1 roro cargo + 5 in progress
- 3** ferries GNV + 4 in progress
- 1** container ship MSC + 120 in progress
- 1** ferry Moby in progress



InfoSHIP ELB installations

- Costa – starting on the entire fleet, ORB, GN part III, Garbage Record Book, Waste Delivery, Injury, GN Part II
- 3** roro cargo Grimaldi Napoli – MIELE research project activities
 - 1** ferry GNV – SIS-TEMA research project activities
 - V&F for 3 ferries GNV + other 7 in progress



Shipper, terminal & Corridor references

Terminal Management

14 Port &/or Inland Terminals

Port Authorities

8 Port Community Systems integrated

MTO / rail companies

8 Multimodal Transport Operators /
Rail Companies / Shunting Companies

Public Authorities

9 Public Authorities / Customs / Minister

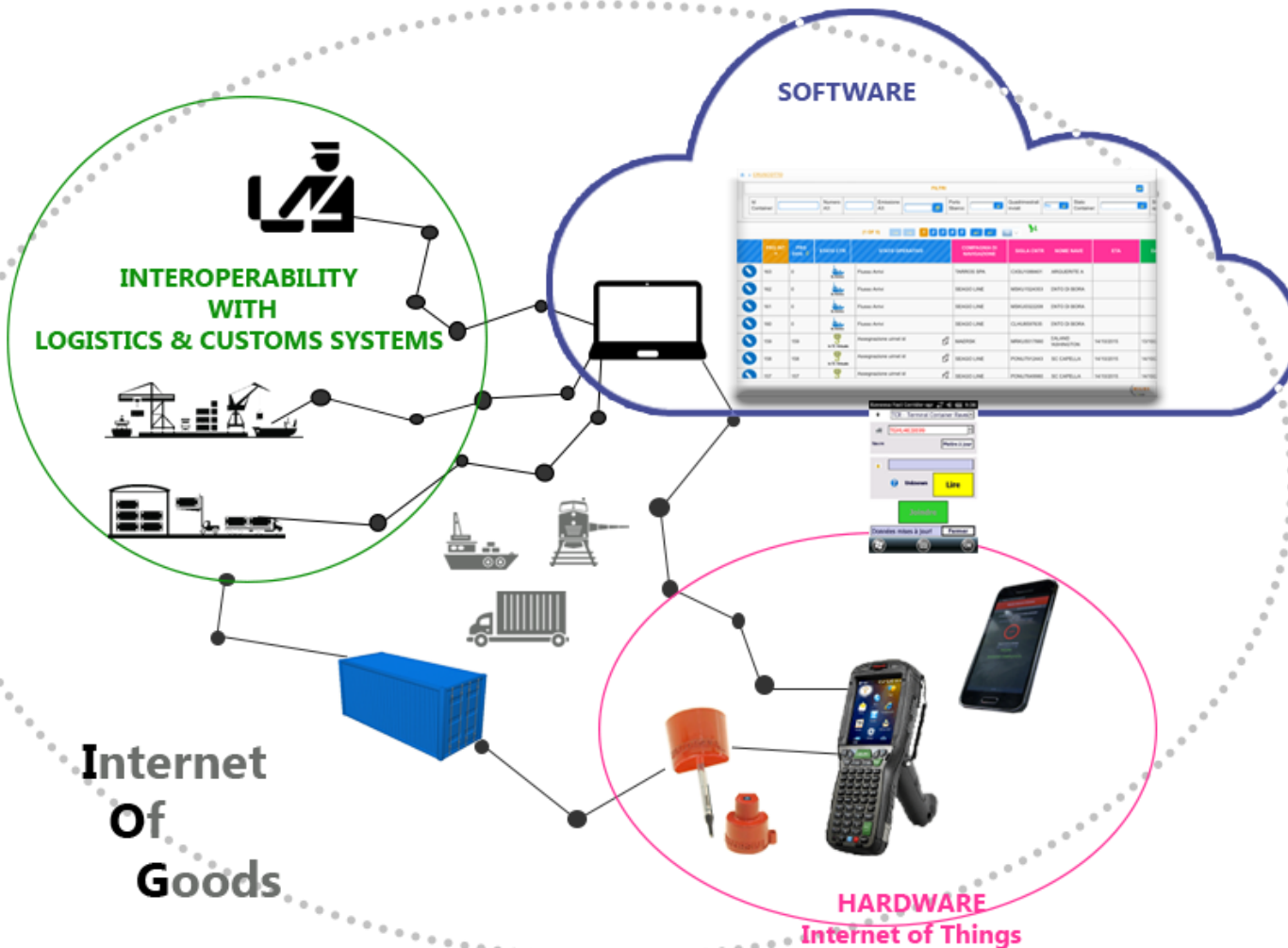
Lots of innovative **intermodal fast corridor** procedures and **international trade lanes** were launched



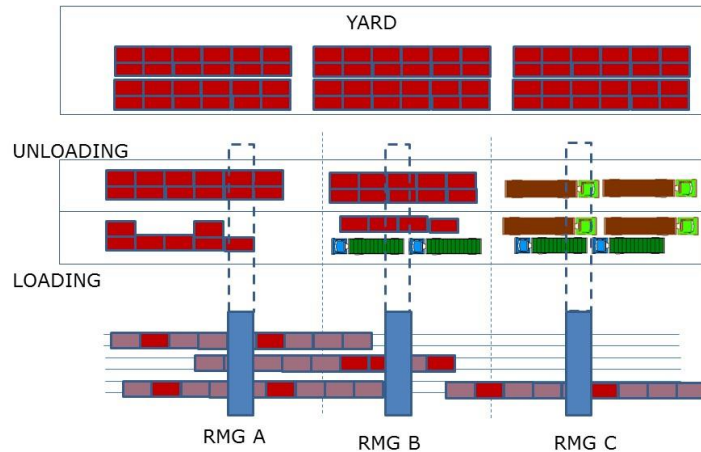


IOT, Big Data Digitalization & Port Automation Smart Port & Logistic Chain

Internet of Things approach



Automation + Digitalization



Seachina Maritime

Cerca i registri

Generazione istogrammi

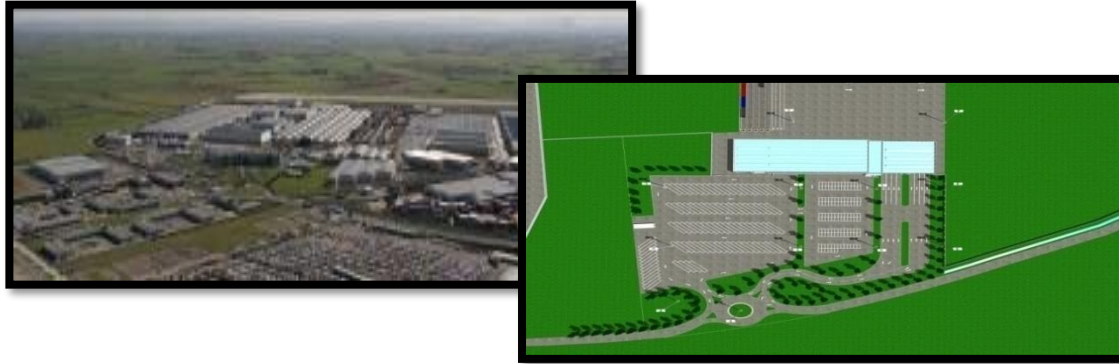
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PROGRESSIVO DI BORDA INTERNA	PROGRESSIVO DI BORDA DOGGIALE	STATO CTE	COMPAGNIA DI NAVIGAZIONE	SEGLA CNTE	TIPO CNTE	PORTO DI SBARCO	NOME NAVE	FTA	DATA MMA	NUMERO MMA	CODICE UFFICIO EMISSIONE
1	1	OK	SAIGER (SA)	SAIGER (SA)	CARICO	TRINIA	DANIEL A	04/04/2015	11/04/2015	763607	763101
2	2	OK	SAIGER (SA)	SAIGER (SA)	CARICO	TRINIA	DANIEL A	04/04/2015	11/04/2015	763607	763101
3	3	OK	SAIGER (SA)	SAIGER (SA)	CARICO	TRINIA	SORIO DE ROSA	13/04/2015	11/04/2015	763981	763101
4	4	OK	SAIGER (SA)	SAIGER (SA)	CARICO	TRINIA	SORIO DE ROSA	13/04/2015	11/04/2015	763981	763101
5	5	OK	SAIGER (SA)	SAIGER (SA)	CARICO	TRINIA	SORIO DE ROSA	13/04/2015	11/04/2015	763981	763101



Corridor management platform

Dry Port



**Rail & Truck
Transport**

Port



Terminals





Concrete Opportunities



Iran Opportunity

Why digitalization of documents and procedures and the use of new technologies are important for the Iran and MED area:

Possibilities of building **Fast Logistic and Customs corridors** between EU and NON EU countries

- Providing services to the actor of the chain (**Tracking and tracing, proof of delivery**)
- **Reducing administrative burdens**
- **Moving and concentrating Customs procedures**
- **Reducing time and costs on the full door to door chain**

Logistic solutions

Terminal Automation and Corridor management

Our modular IT solutions meet needs of several actors of the logistics chain:

Port Authorities

- Automate port **gate operations** and improve **port security** (using **RFID** and **OCR** technologies);
- Digitalize **Customs** procedures;
- Interoperate with other actors of the supply chain within a **corridor** approach.

Terminal Operators

- Automate **gate, crane** and **weighing** operations;
- Digitalize **Customs** procedures;
- Manage and optimize **rail** operations;
- Interoperate with other actors of the supply chain within a **corridor** approach;

Shippers

By using specific connectors it allows shippers:

- integrating with **National Logistic Platforms**;
- digitalizing and automating both **Logistic and Customs procedures**.

Starting from EU project pilots experience...

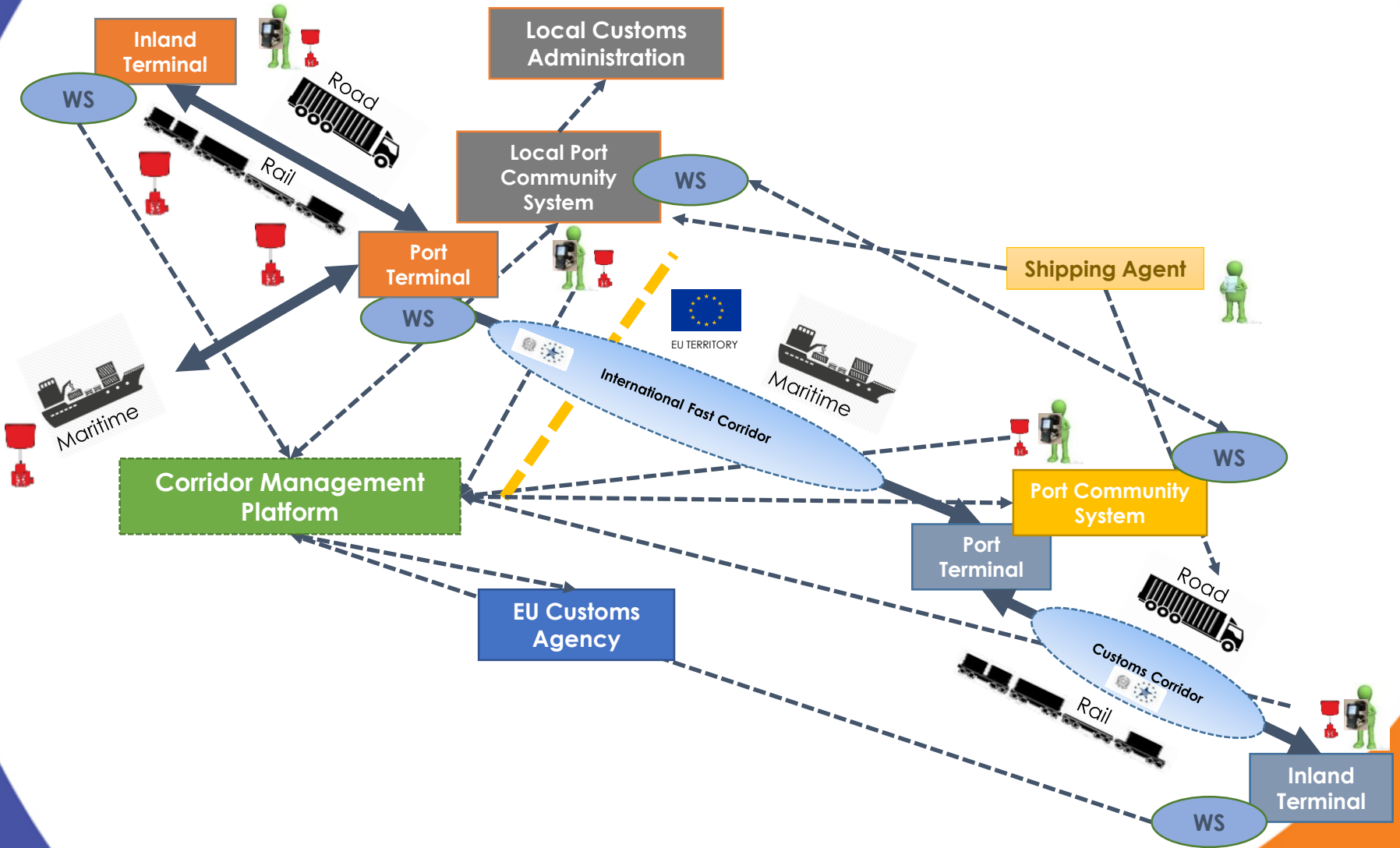
The European Union funded project aimed to provide a suitable array of measures in order to facilitate the development of **TEN-T Motorways of the Sea network connecting Europe**.

Two innovative procedures were tested in cooperation with partner:

- **Pre-clearing** in a **Ro-Ro** international freight transport using **passive eSeals** from Africa to Leghorn.
- **International Fast Corridor model** (and RoRo preclearing) using **active** (and passive) **eSeals** (in Morocco and Turkey).

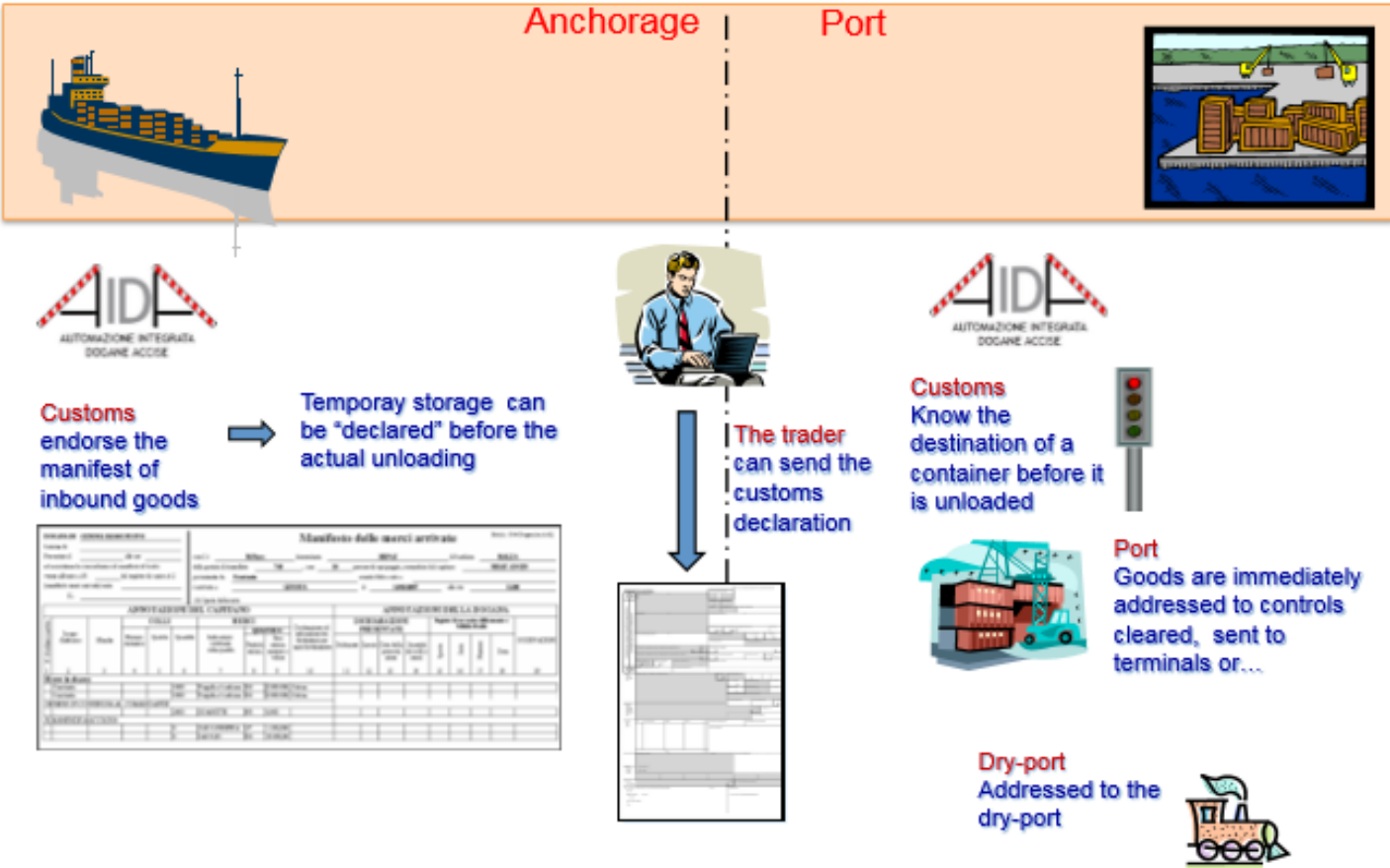


International Fast Trade Lane model



How the digitalization of procedures can make faster the supply chain

Temporary Storage, Dry Port, Clearance at sea



Call 4 Stakeholders

Within the next few months the **international fast trade lane model and the usage of active and passive RFID e-seals (IOT)** are further used and tested in ongoing EU projects

The **Italian Customs Agency** is also partner;
More than 20 international actors of the Door-to-Door logistics Chain have already signed an Expression of Interest :

Concrete opportunities for **Iran ports and logistic actors.**

Deadline for joining as stakeholder 28.02.2017

Contact us at abatello@circletouch.eu

Or

visit us @
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