

# Move forward: Step by step towards a digital port.

*DANUBE PORTS IN THE DIGITAL AGE: CHALLENGES & OPPORTUNITIES*  
*Vienna April 11<sup>th</sup> 2019*



# Our world in transition

Faster than we think. With greater impact than we think.



**New companies**



**New technologies**



# There is a lot to gain in logistics



**30 %**

**Of shipments  
is delayed**



**28**

**Parties involved  
per transaction**



**44 %**

**Of executives  
describe supply  
chain visibility  
as top priority**



**25 %**

**Of trucks on  
the road is empty**

THESE CHALLENGES WILL NOT BE  
SOLVED BY IT SUPPLIERS ALONE.

# Challenges

IN-DEPTH KNOWLEDGE OF PORT  
OPERATIONS IS NECESSARY. WE  
HAVE THAT KNOWLEDGE.

## The result?

A growing portfolio of  
market-ready solutions.

WE STARTED BY  
LISTENING TO OUR  
CUSTOMERS.

# Solutions

WE BUILT POC'S AND RAN  
PILOTS IN CLOSE  
COOPERATION WITH  
PARTNERS.

SCRUM AGILE:  
EXPERIMENT, FAIL,  
LEARN, REPEAT.



# Next generation port:

Smart and connected, no more waste



**Where to start?**



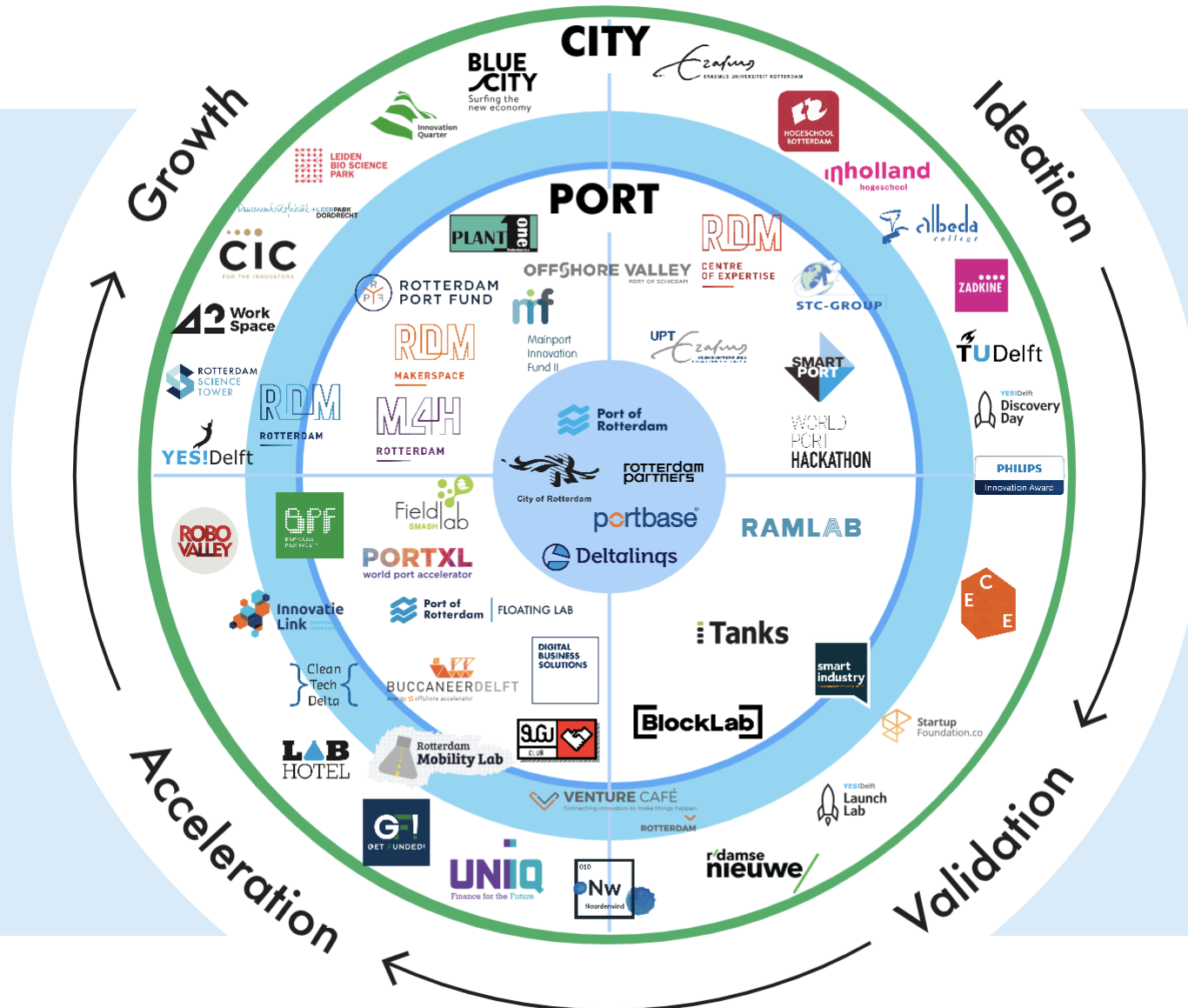
**SaaS**

**Think different**



**Predictive logistics**

## Smartest port



**PORTXL**  
world port accelerator

**RAMLAB**  
metal parts on demand

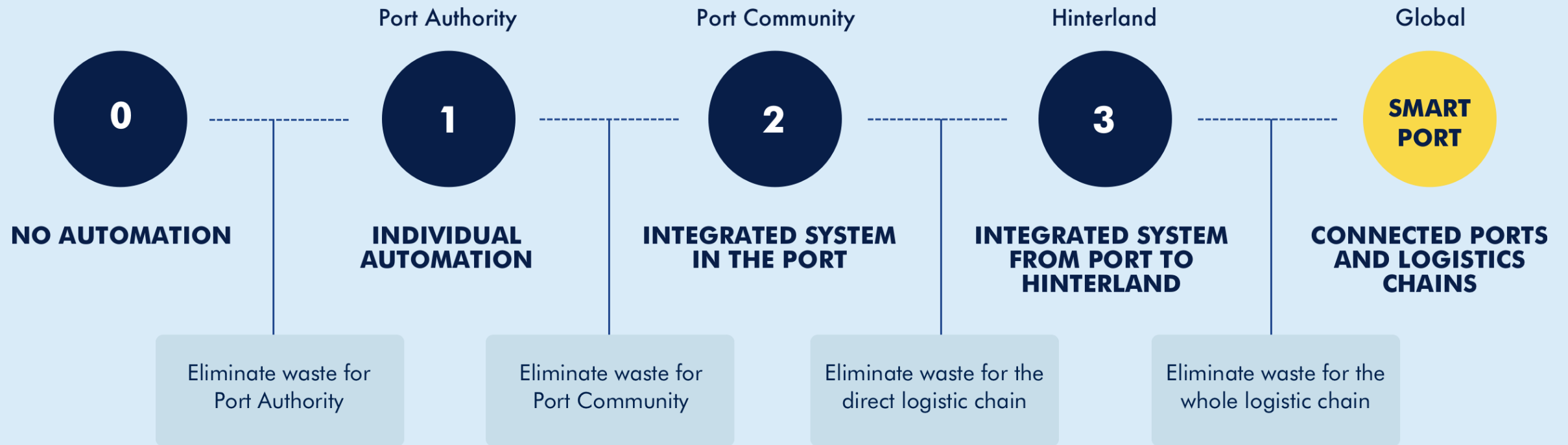
**[BlockLab]**





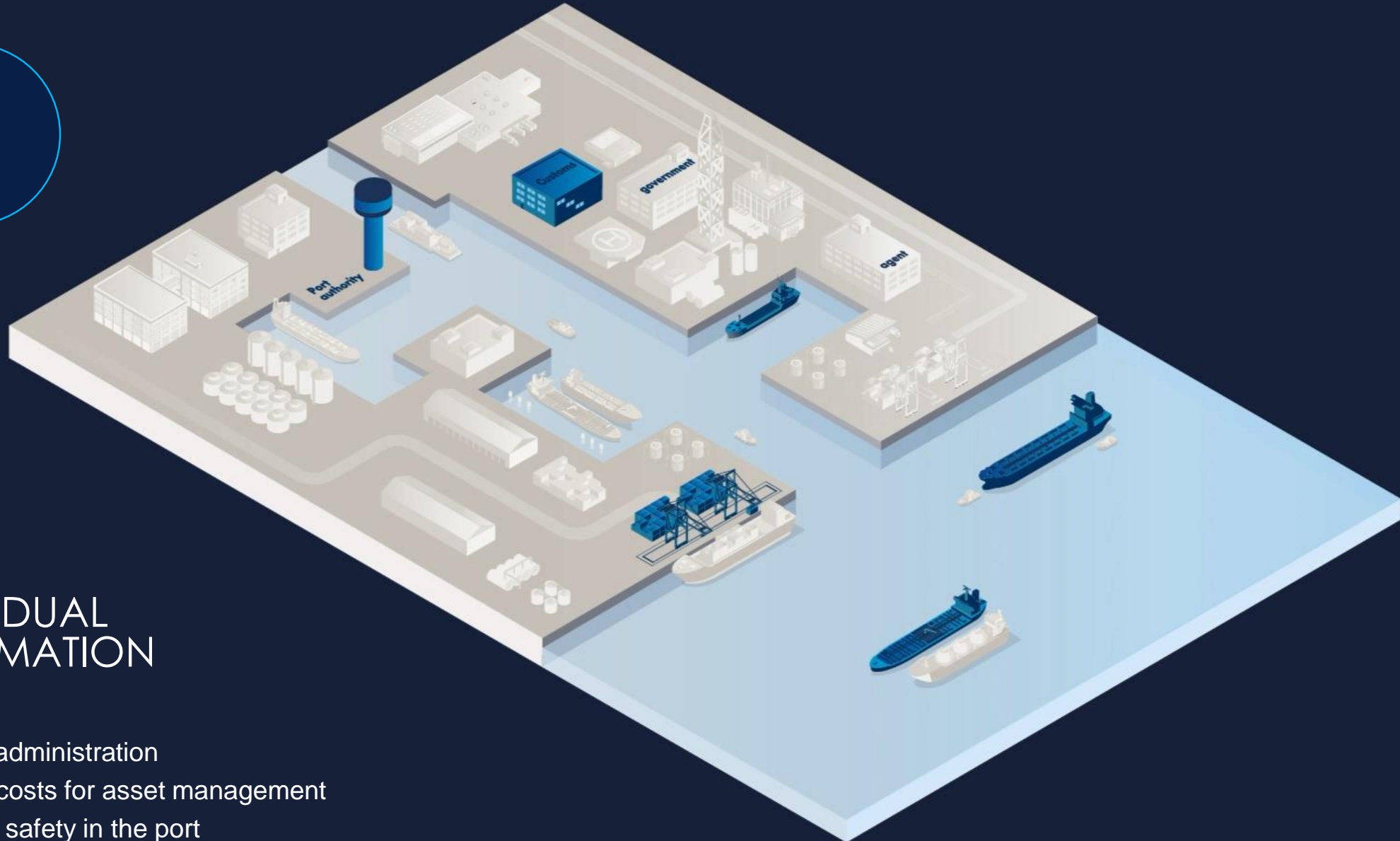
# Imagine a port...

# Step by step towards a digital port





1



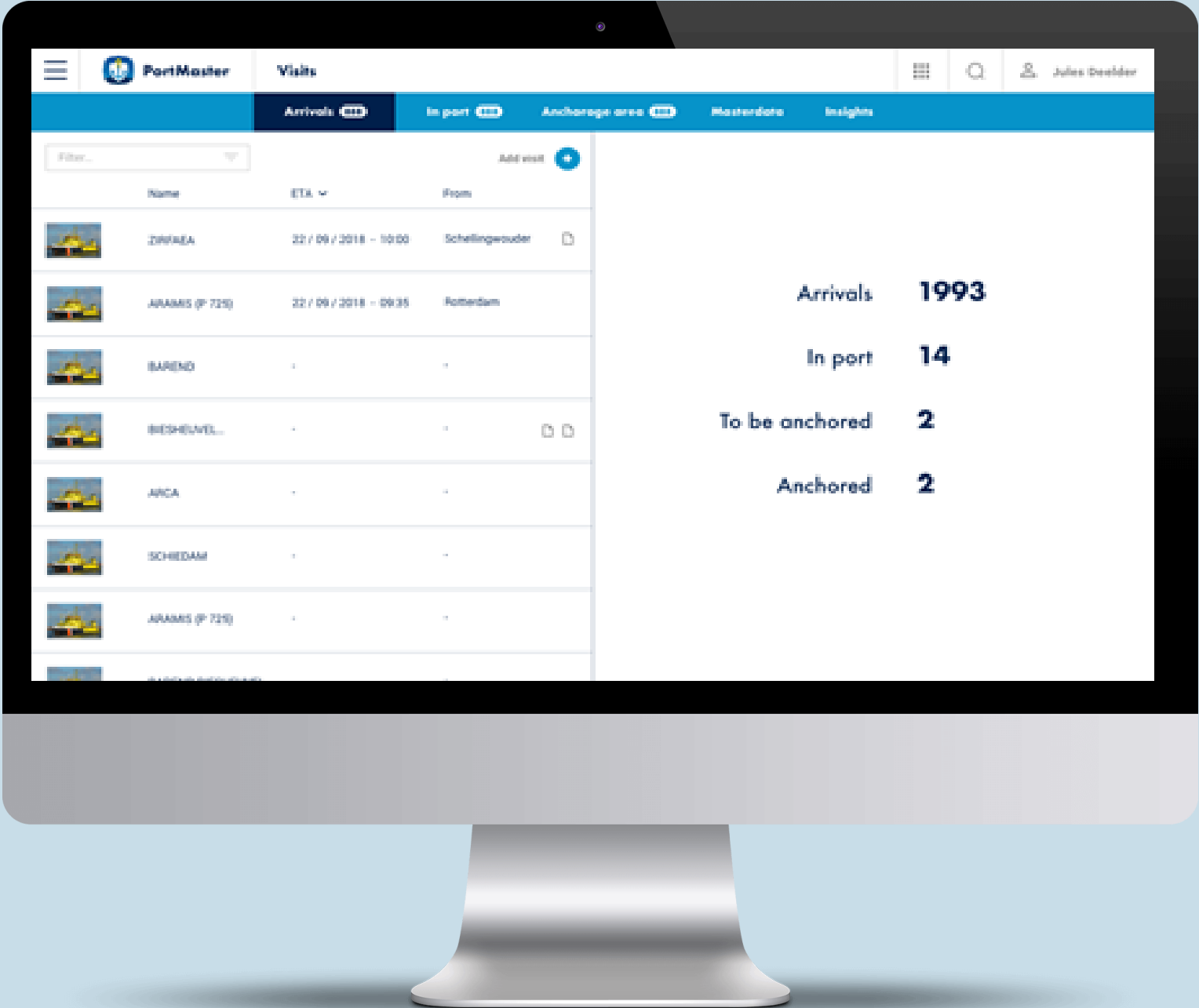
## INDIVIDUAL AUTOMATION

- Accurate administration
- Reduced costs for asset management
- Increased safety in the port
- Better services to port users



INDIVIDUAL  
AUTOMATION

**Goal**  
Eliminate waste  
for a single  
port player





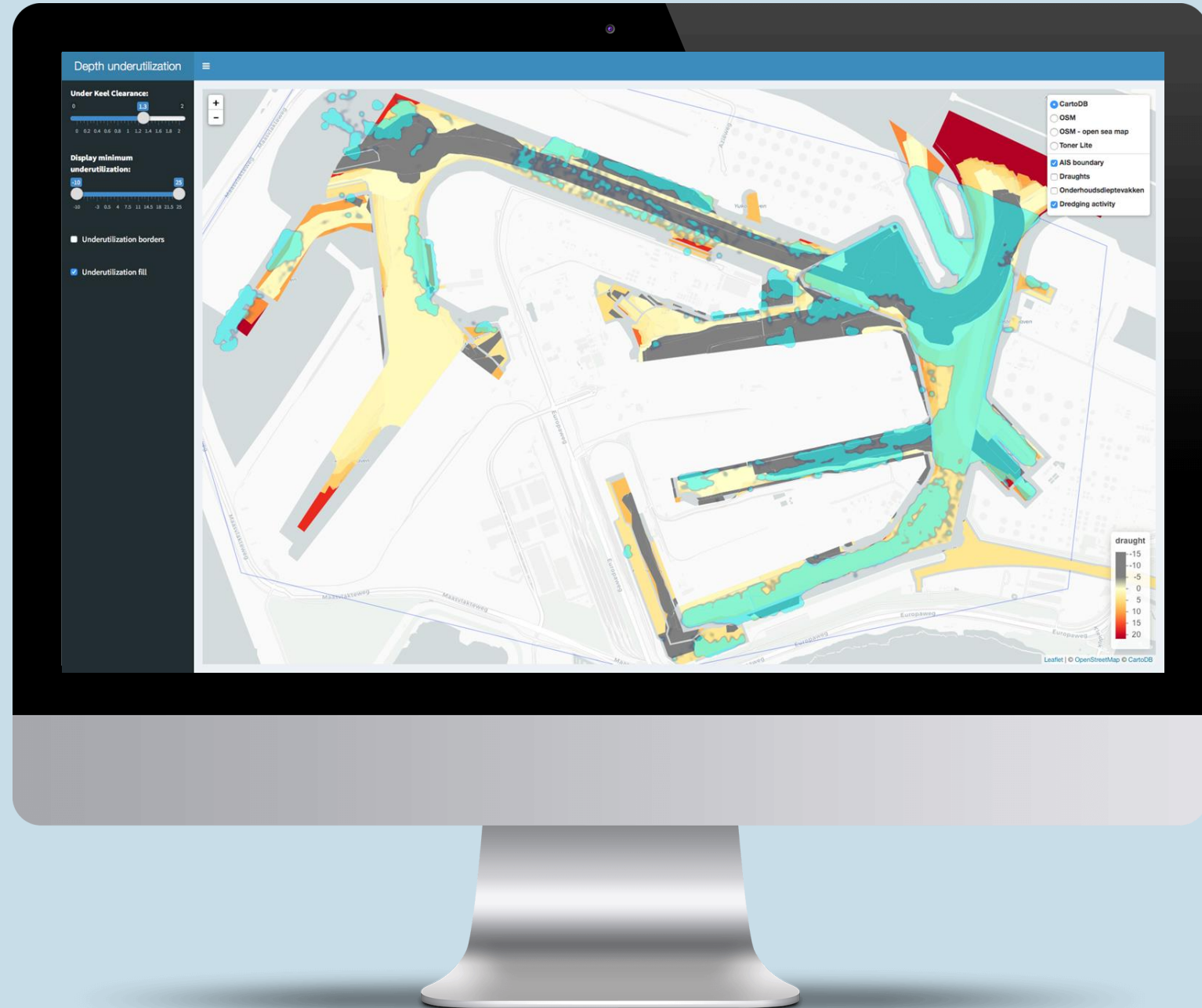
Port Authority

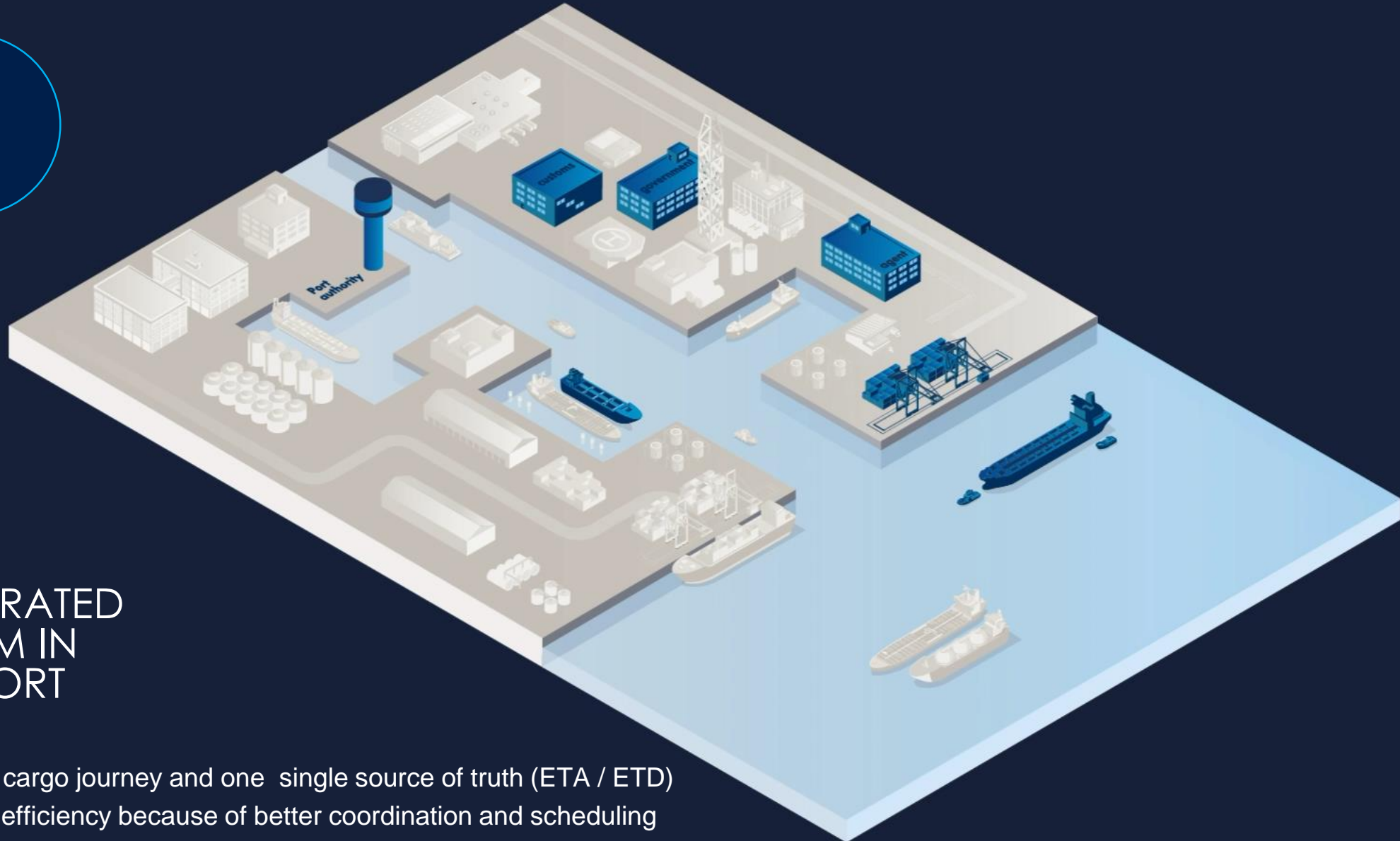
1

## INDIVIDUAL AUTOMATION

### Goal

Eliminate waste  
for a single  
port player





## INTEGRATED SYSTEM IN THE PORT

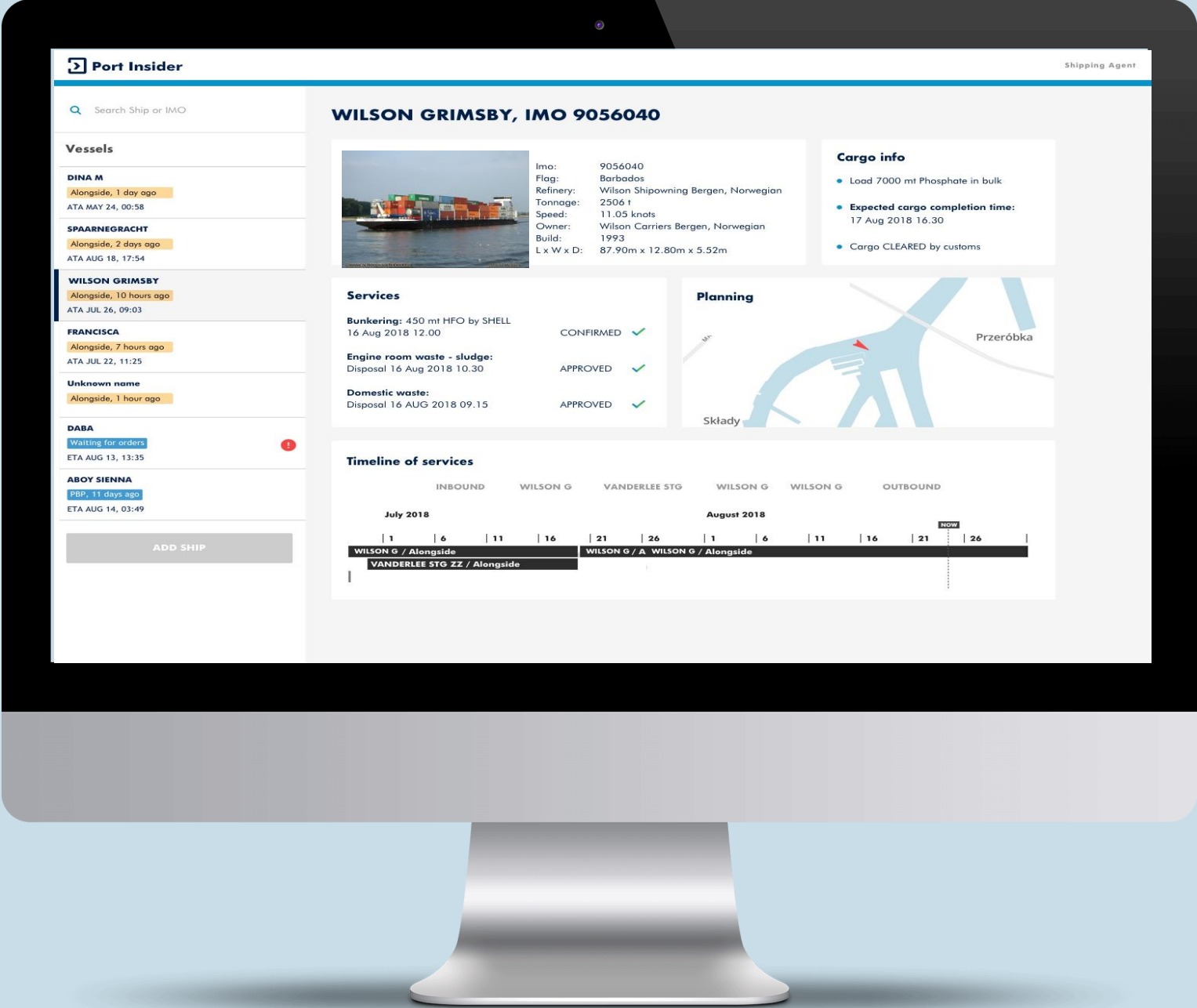
- Paperless cargo journey and one single source of truth (ETA / ETD)
- Increased efficiency because of better coordination and scheduling
- Slow steaming, reduction waiting times and CO2 emissions



2

INTEGRATED  
SYSTEM IN  
THE PORT

Goal  
Eliminate waste  
in the whole  
Port Community.

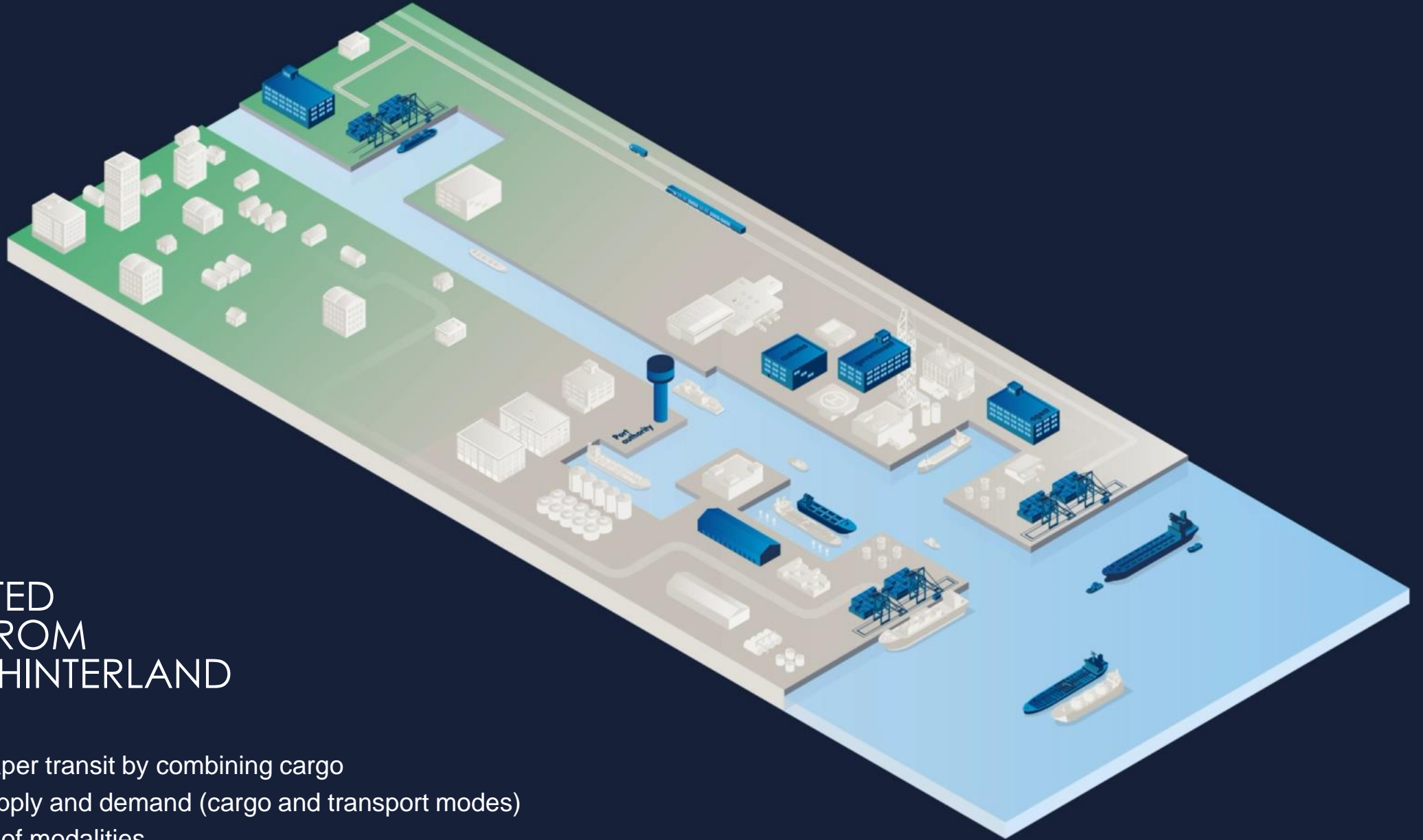


Hinterland

3

## INTEGRATED SYSTEM FROM PORT TO HINTERLAND

- Faster and cheaper transit by combining cargo
- Better match supply and demand (cargo and transport modes)
- Track and trace of modalities





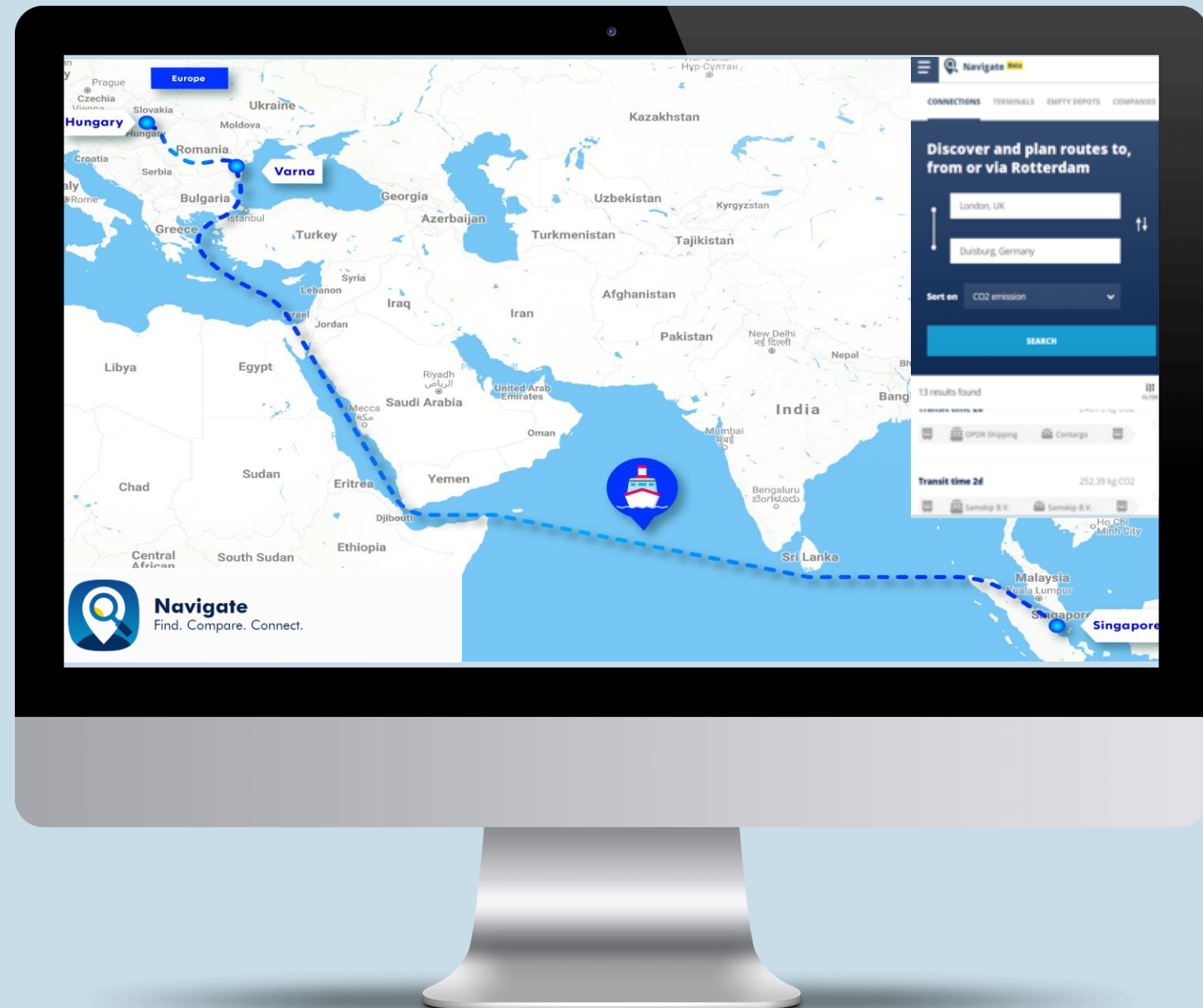
Hinterland

3

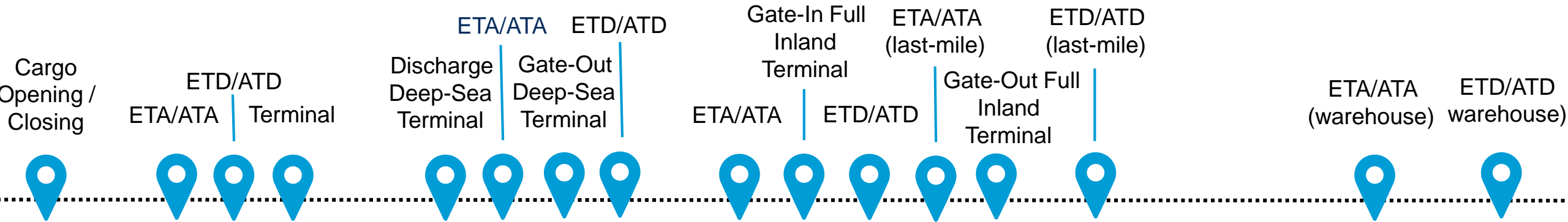
INTEGRATED  
SYSTEM FROM  
PORT TO  
HINTERLAND

## Goal

Eliminate waste  
in the direct chain.



# Integrated inland platform





3

INTEGRATED  
SYSTEM FROM  
PORT TO  
HINTERLAND

Goal  
Eliminate waste  
in the direct chain.



Global

SMART  
PORT



## CONNECTED PORTS AND LOGISTICS CHAINS

- Just in time operations
- Seamless and sustainable cargo journey
- Predictive world: Management by exceptions
- ..... Future benefits?



Global

SMART  
PORT

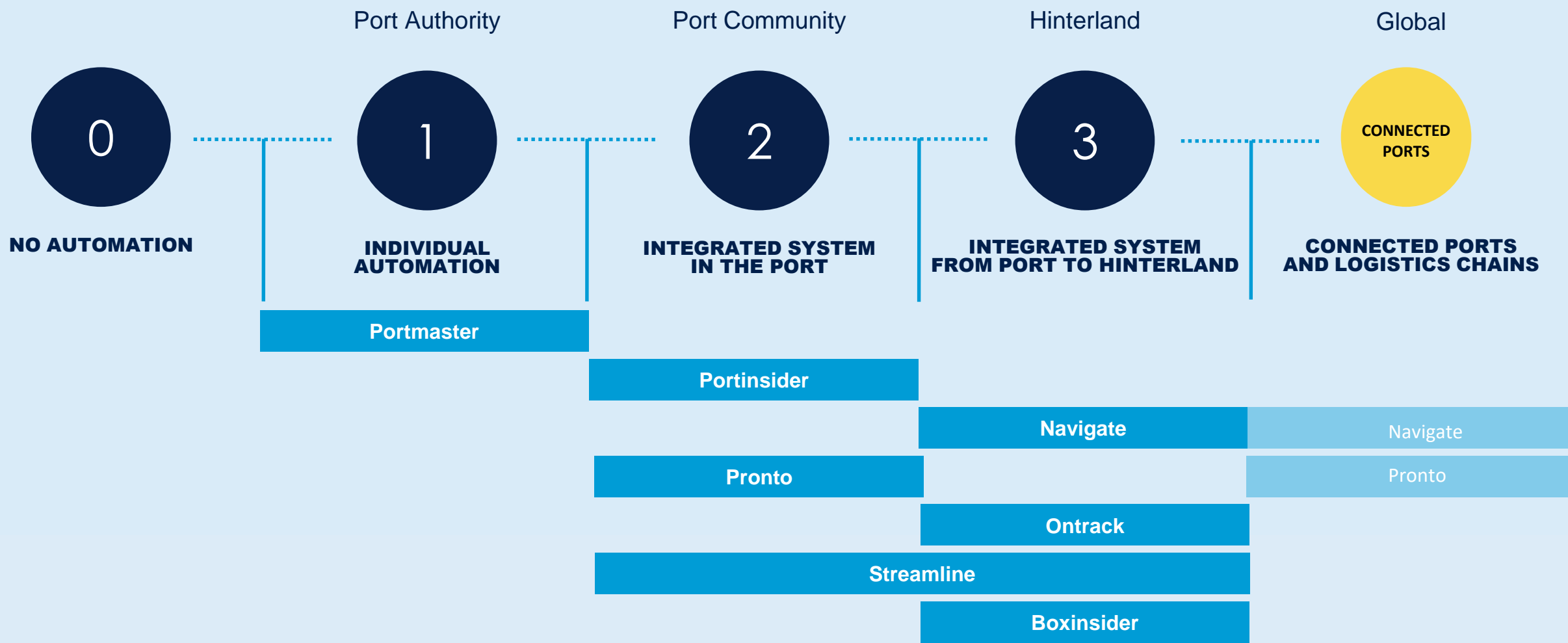
CONNECTED  
PORTS AND  
LOGISTICS  
CHAINS

## Goal

Eliminate waste  
in end to end  
logistic chain.



# Step by step towards a digital port





An aerial night view of Rotterdam, showing the city skyline, the port, and the Erasmus Bridge. The city lights are reflected in the water.

## DIGITAL BUSINESS SOLUTIONS

Accelerated by



# What will be the benefits

- Integrated corridor on the Danube
- Faster transit times and smoother throughput cargo, paperless
- Less CO2 and emissions
- Increased safety
- Just in time operations
- Using the full potential of existing infrastructure
- Optimal transparency
- financial benefits for the whole logistic chain





## DIGITAL BUSINESS SOLUTIONS

Accelerated by



# How can we proceed?

- Step by step approach
- Software as a Service (SaaS) concept makes connectivity ***available for all ports*** without huge upfront investments
- **Regional cooperation**

CONNECT. OUTSMART. DELIVER.  
MAKE IT HAPPEN.



# Join our journey towards world connected ports

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