

An aerial photograph of a large port facility, likely the Port of Rotterdam, showing extensive container stacks, industrial structures, and a large body of water. The image is overlaid with a digital network of blue arcs and location pins, symbolizing connectivity and digital transformation. The sky is blue with scattered white clouds.

Move forward: Step by step towards a digital port.

DANUBE PORTS IN THE DIGITAL AGE: CHALLENGES & OPPORTUNITIES
Vienna April 11th 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?



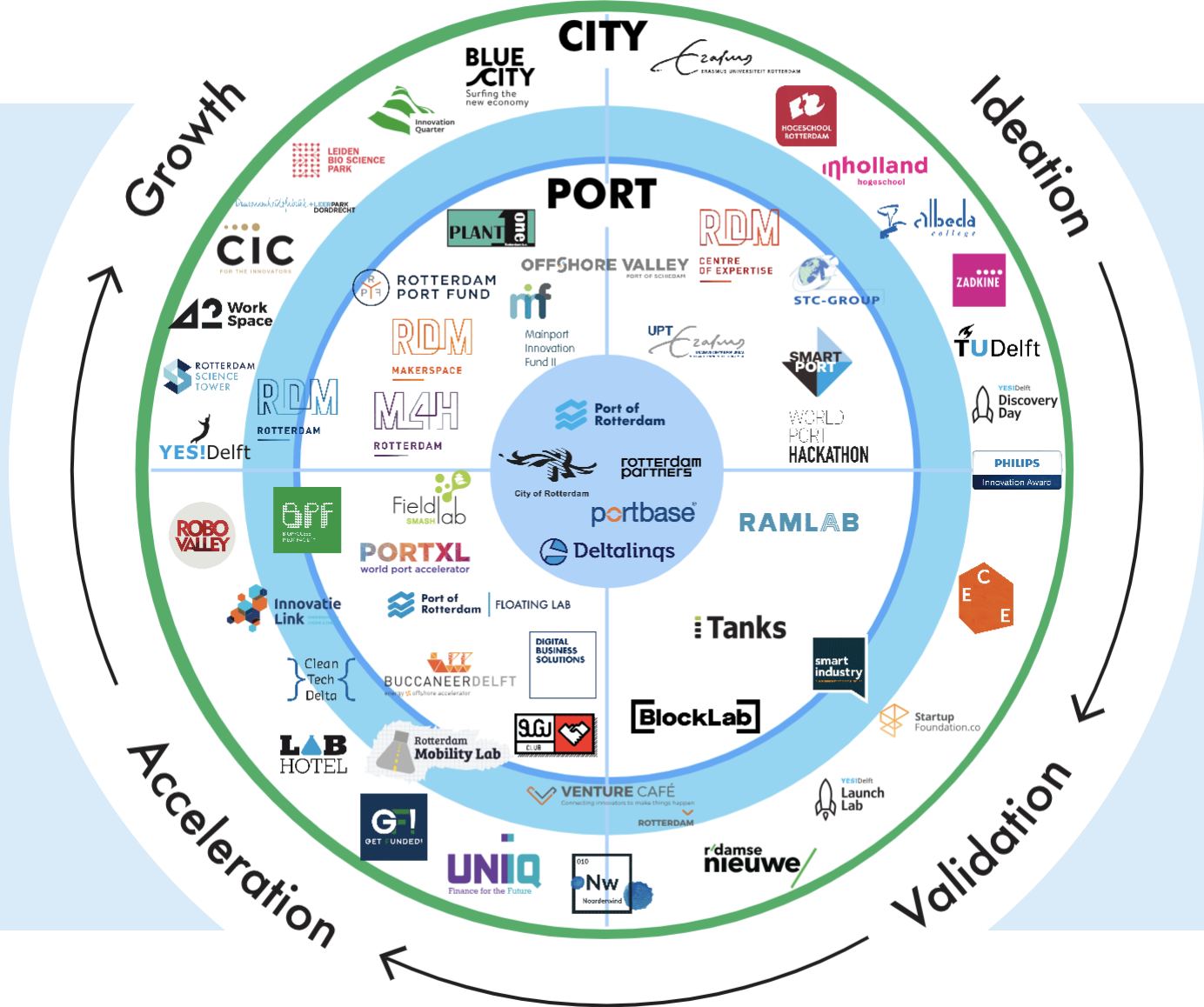
SaaS

Think different



Predictive logistics

Smartest port



PORTXL
world port accelerator

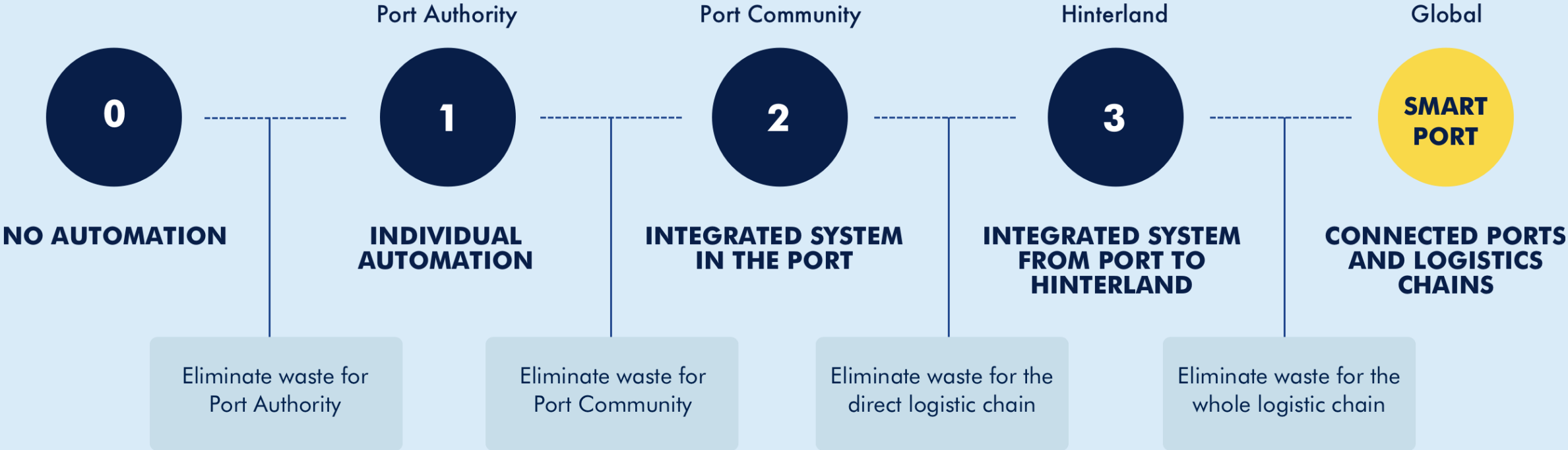
RAMLAB
metal parts on demand

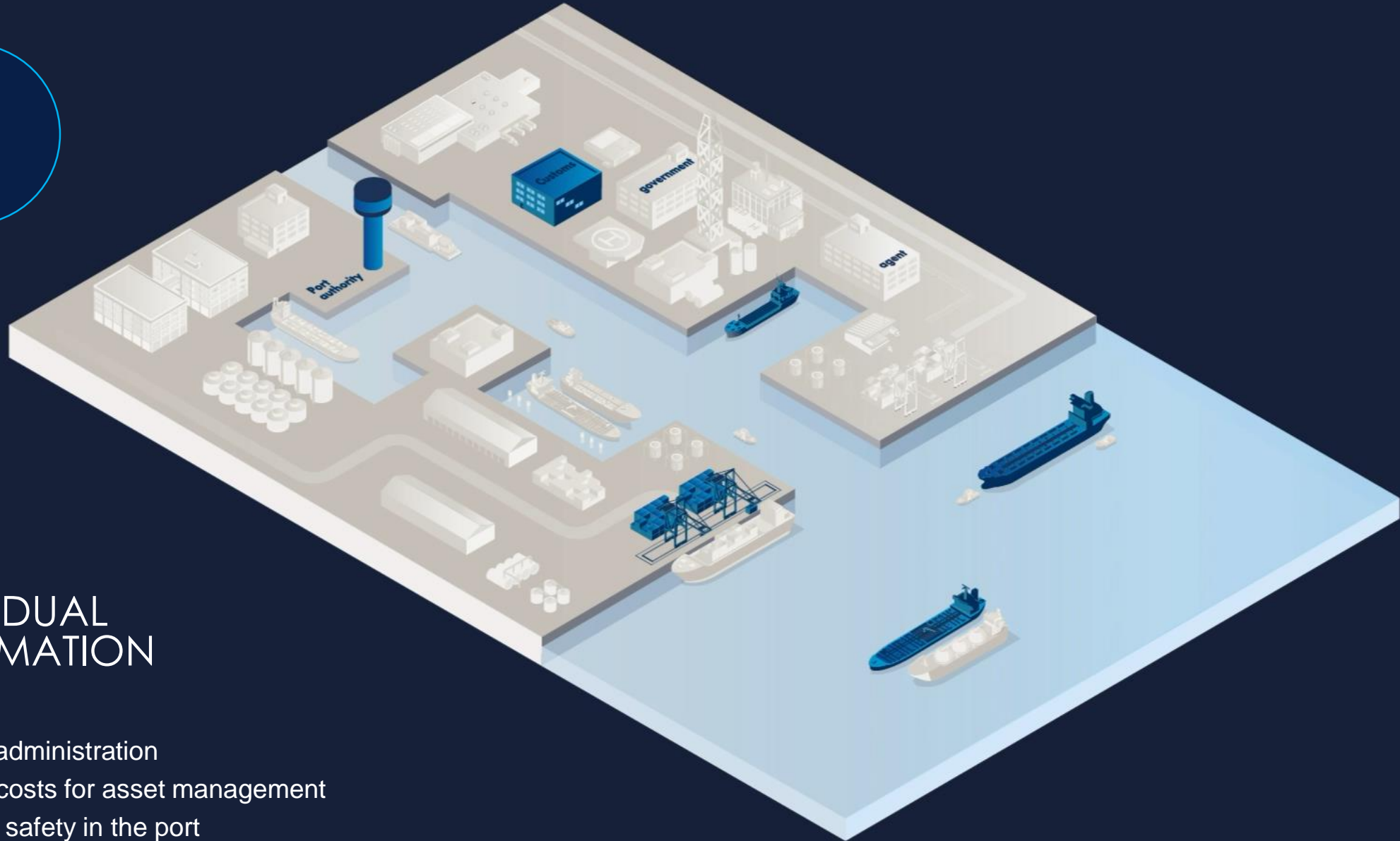
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Imagine a port...

Step by step towards a digital port





INDIVIDUAL AUTOMATION

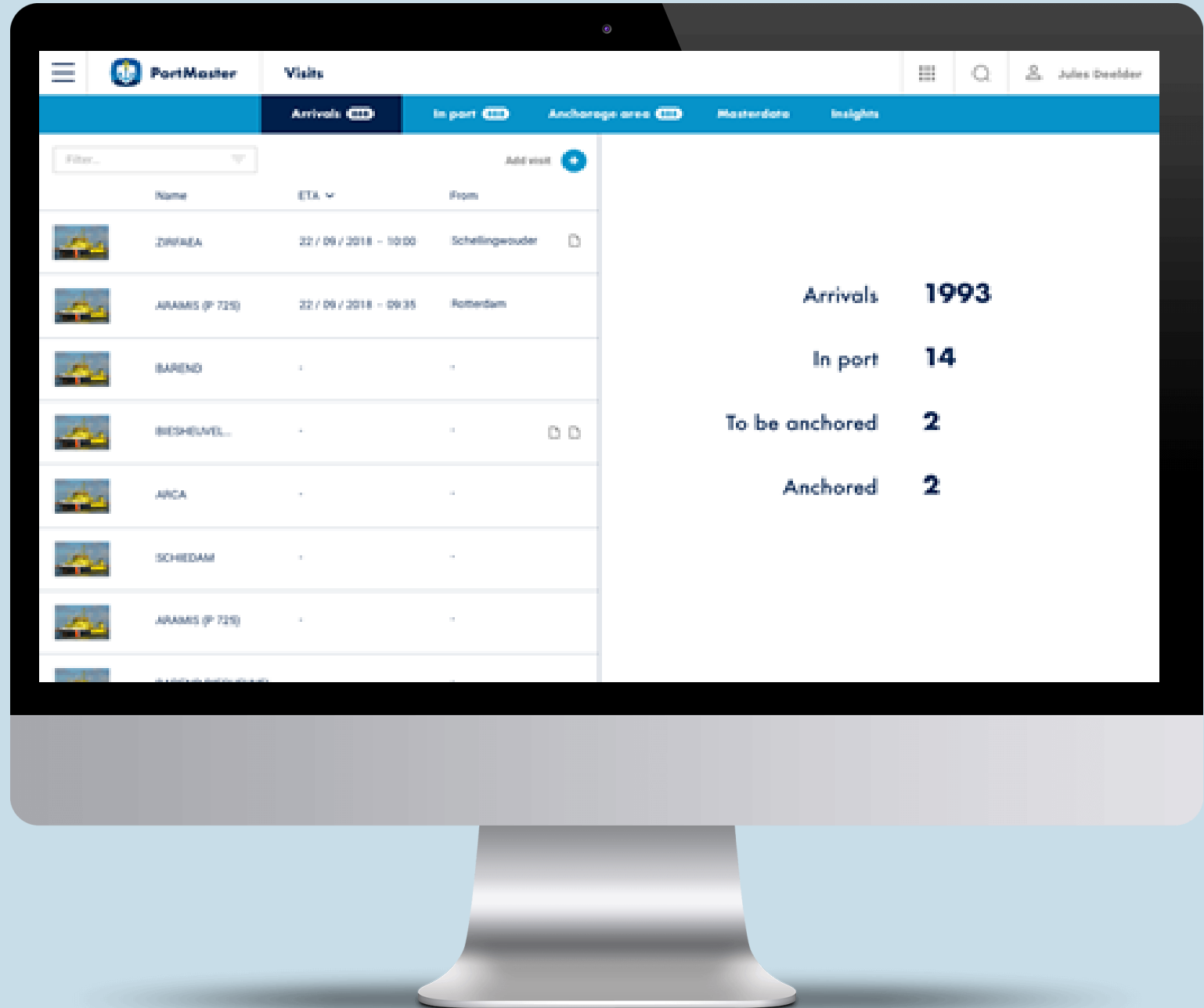
- Accurate administration
- Reduced costs for asset management
- Increased safety in the port
- Better services to port users



INDIVIDUAL AUTOMATION

Goal

Eliminate waste
for a single
port player

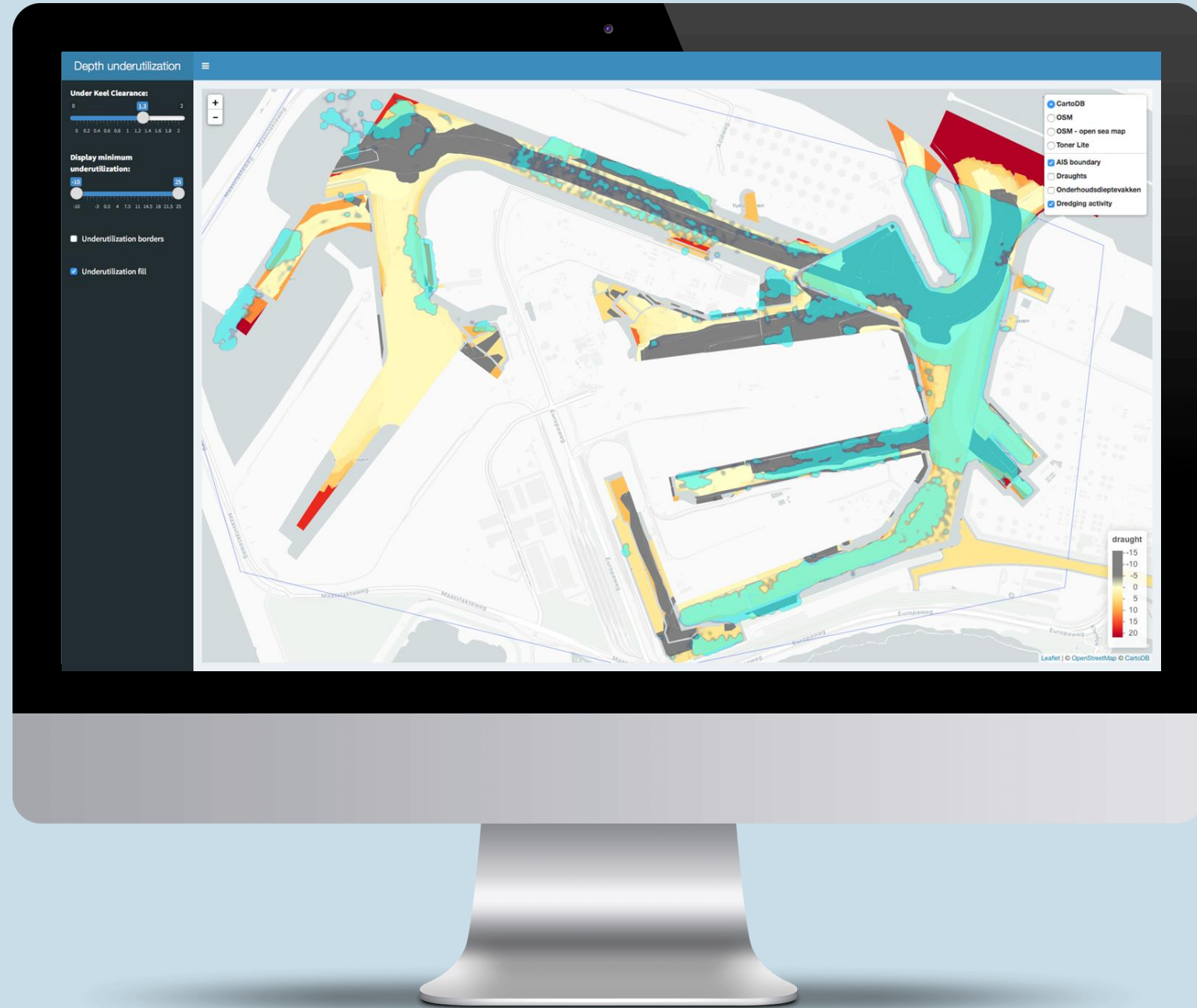


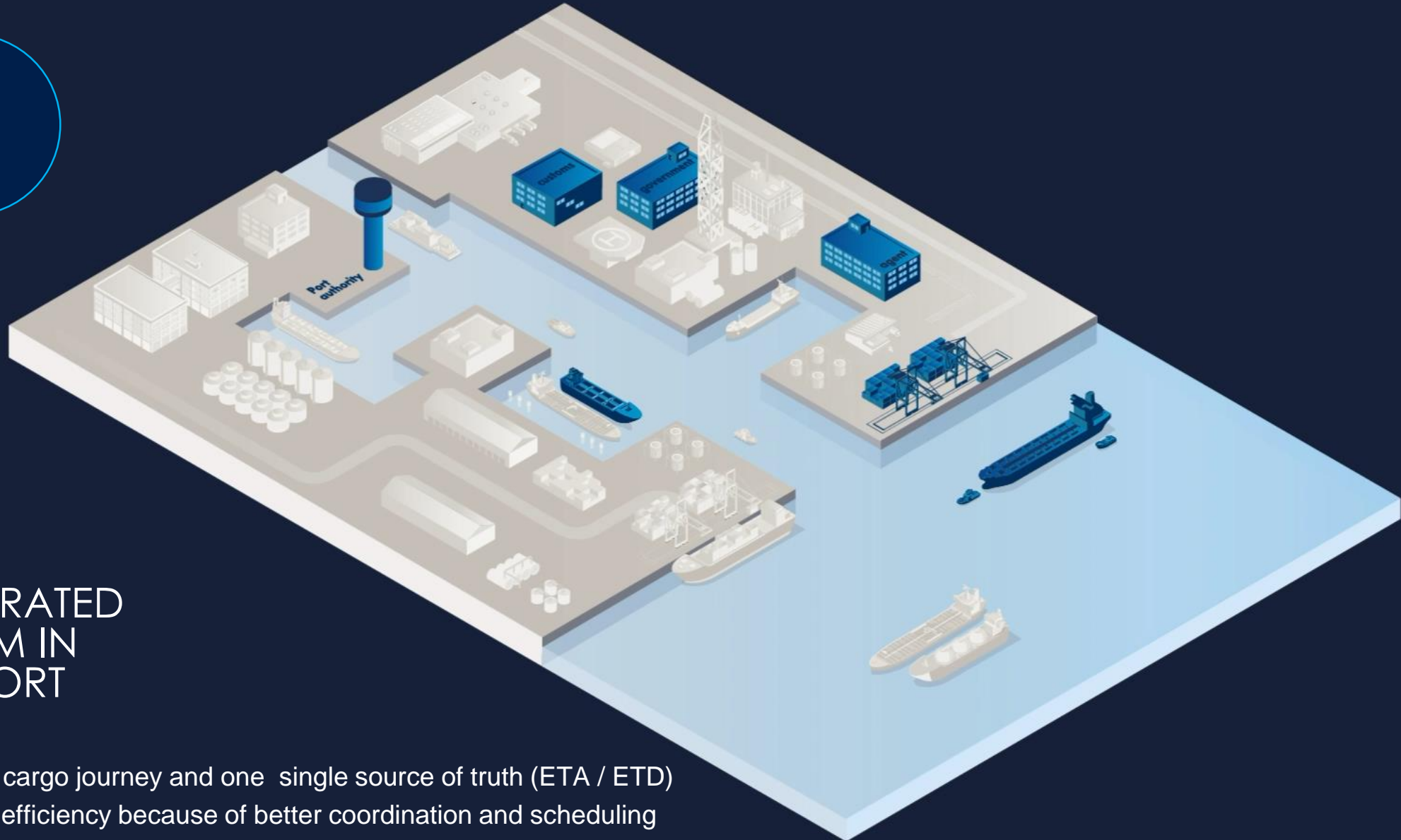


INDIVIDUAL AUTOMATION

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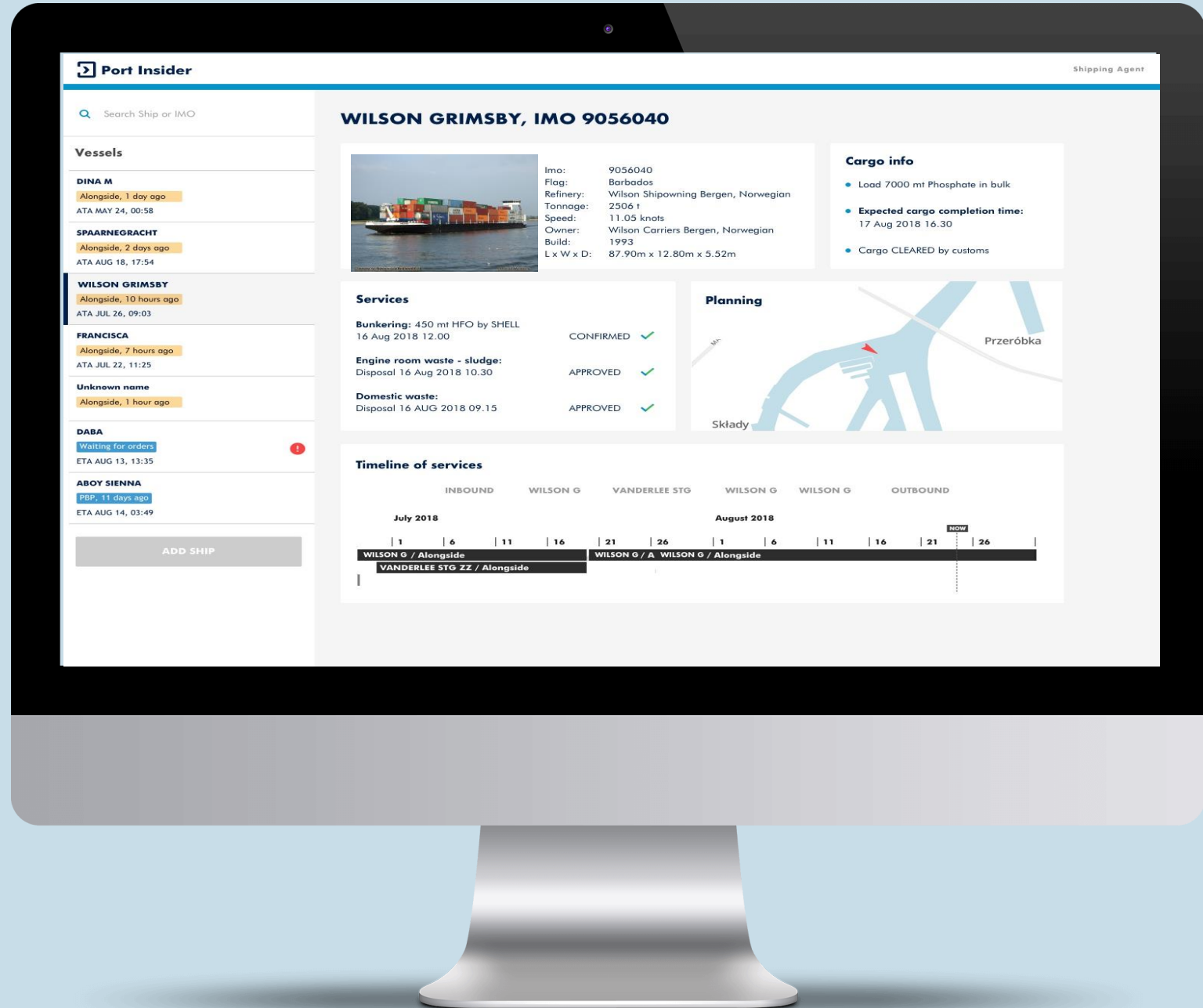
INTEGRATED SYSTEM IN THE PORT

- 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



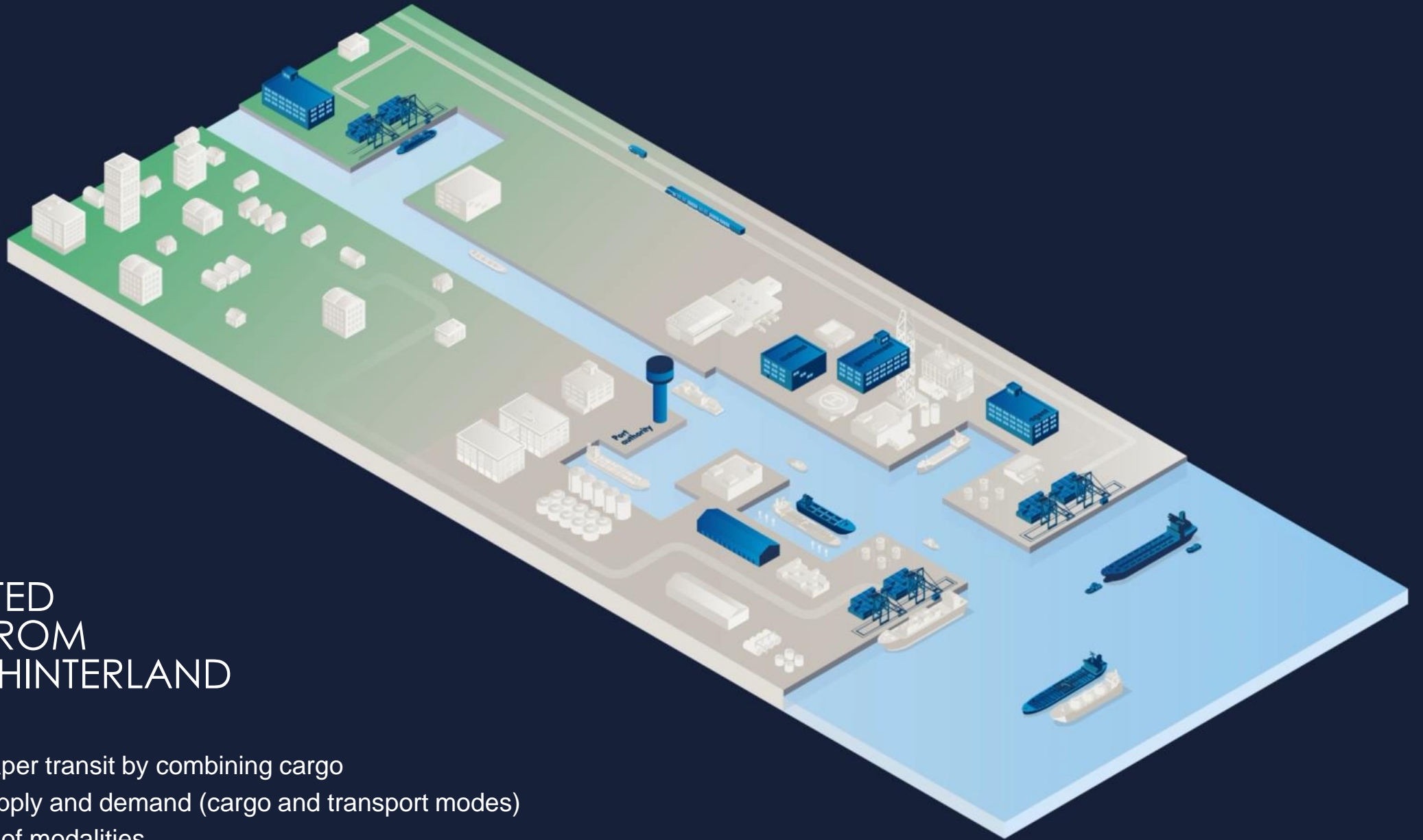
INTEGRATED SYSTEM IN THE PORT

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

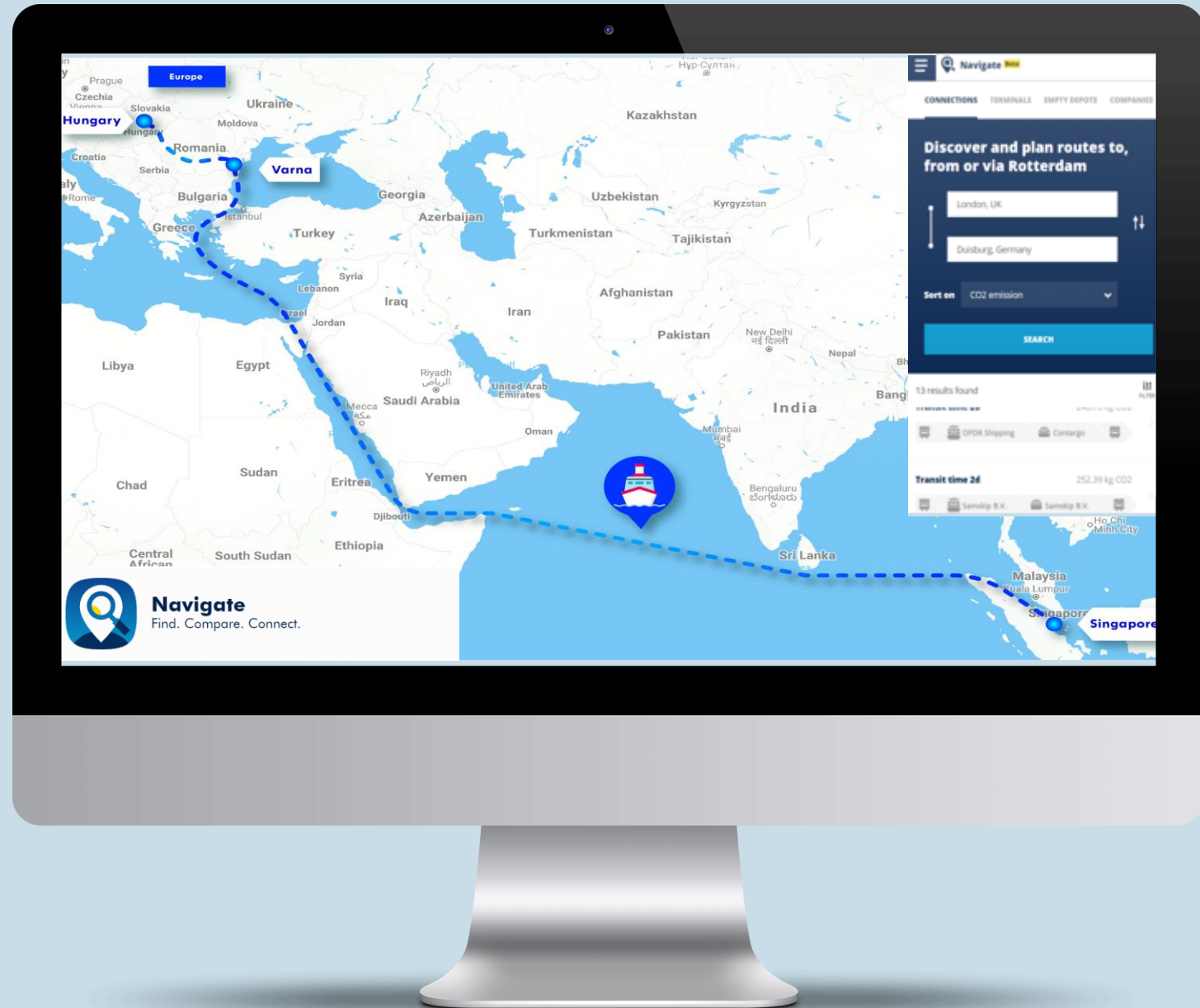
Hinterland



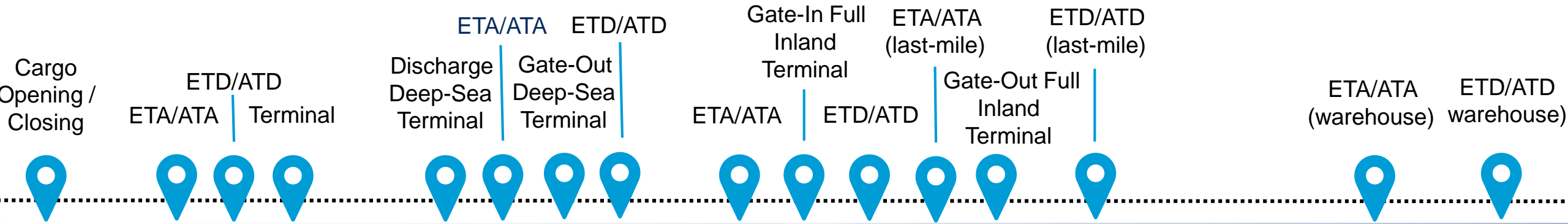
INTEGRATED
SYSTEM FROM
PORT TO
HINTERLAND

Goal

Eliminate waste
in the direct chain.



Integrated inland platform



Hinterland



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



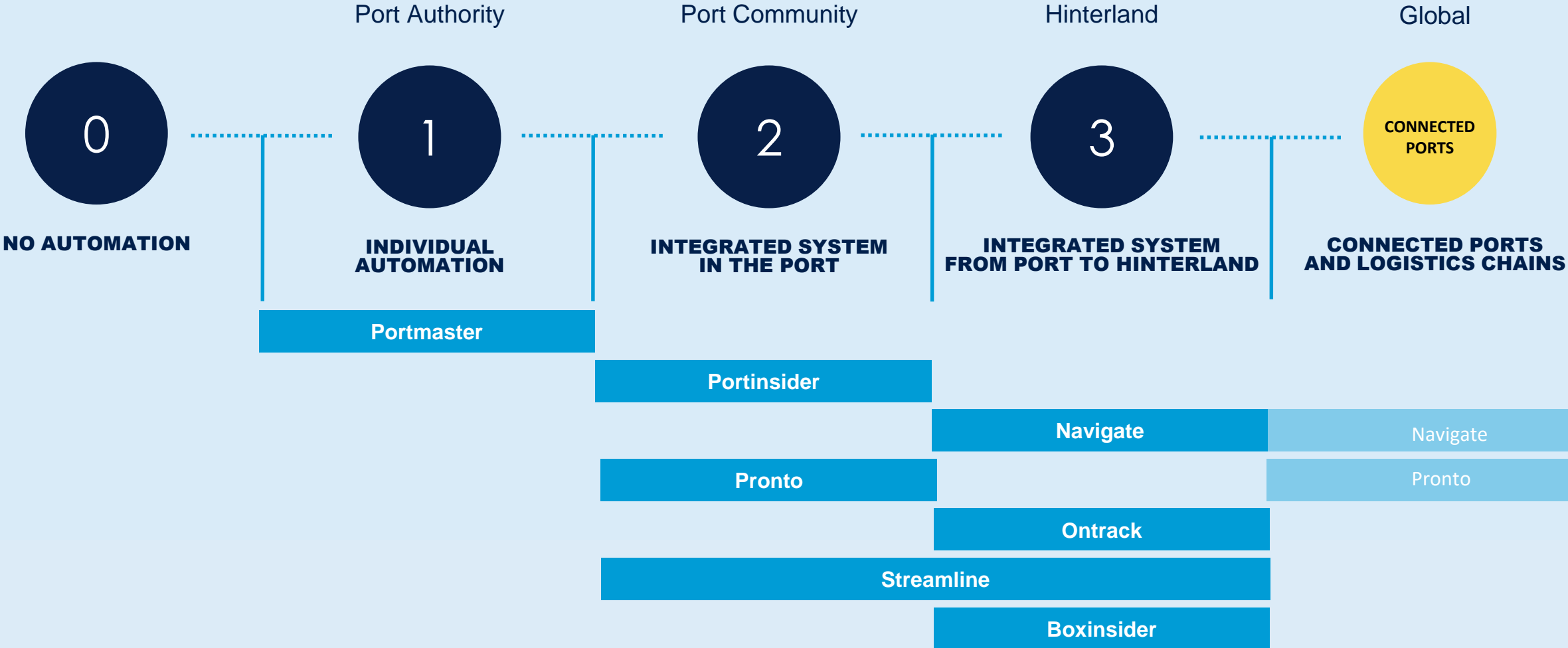
CONNECTED PORTS AND LOGISTICS CHAINS



Goal

Eliminate waste
in end to end
logistic chain.

Step by step towards a digital port





**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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