New Challenges for PCS
Thursday 9th May 2013

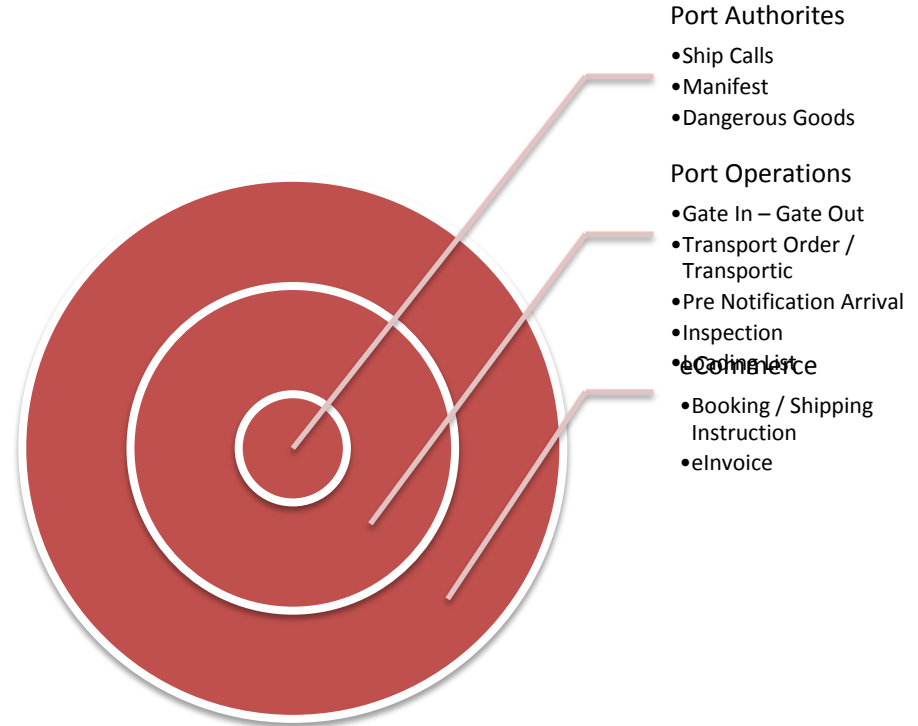# AGENDA

A. Introduction – Current Situation

B. PCS Strategic Service Developments

C. The Challenges

D. Conclusions

❑The PCS are developing their activity in different ports of the world for decades. Its activities focus mainly on the basis of EDI communications concerning government (Customs, Port Authority). B2A. The B2B service proceed after B2A taking advantage of the relations linked with terminals and transportation management. B2A and B2B models have created a customer base and services on which to build.

❑Classic models B2A and B2B are "today" replicable or replaceable by a model based solely on the internet with end to end communications.

❑A PCS must provide new kind of services

Port Authorites
•Ship Calls
•Manifest
•Dangerous Goods

Port Operations
•Gate In – Gate Out
•Transport Order / Transportic
•Pre Notification Arrival
•Inspection
•Loading List

eCommerce
•Booking / Shipping Instruction
•eInvoice

Service Portfolio

Stakeholders

- Port Authority
- Shipping Agents
- Freight Forwarders
- Customs Agents
- Stevedores
- Road Holders
- Shippers

EDI Services

Container cargo logistics
- Rail/Road Transport Order
- Delivery pickup prealert
- Gate In/Out notifications
- Communication with trucks
- Train Loading / Unloading

Vessel Operations
- Cargo manifest
- Cargo List
- Dangerous cargo
- Port call and berth requests

E-Commerce
- Booking
- Shipment instr.
- Web BL
- Status events
- Invoicing
- Payment

Vehicles
- Vehicle Loading / Unloading List
- Vehicle Loading / Unloading Confirmation

Cargo Inspection
- Inspection request
- Inspection instruction
- Inspection result

Equipment control
- Container release order
- Container acceptance order
- Container movement instruction

Information Services

Reporting

eCommerce Platforms
- INTTRA
- GT NEXUS

Banks
- BancSabadell
- "la Caixa"

Other PCS
- dbh (dbh Logistics IT AG)
- SOGET

AGENDA

A. Introduction – Current Situation
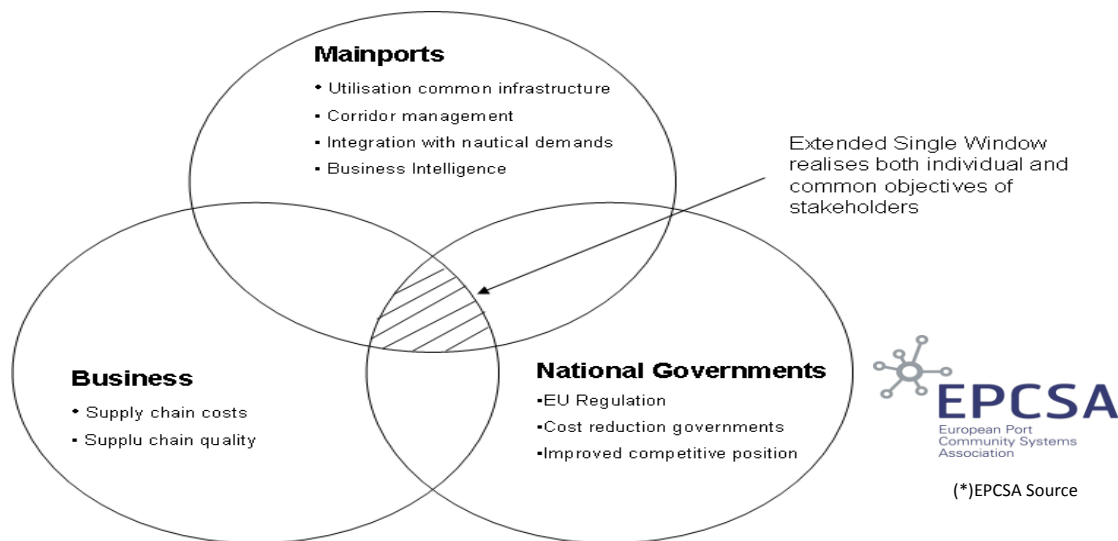
B. PCS Strategic Service Developments

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PCS Strategic Services Development's

At the intersection of the 3 balls PCS should find inspiration for the development of new services. The PCS should manage effectively of the following concepts:

- The automation of information chains to support the supply chain.
- The unattended document presentation in response to events
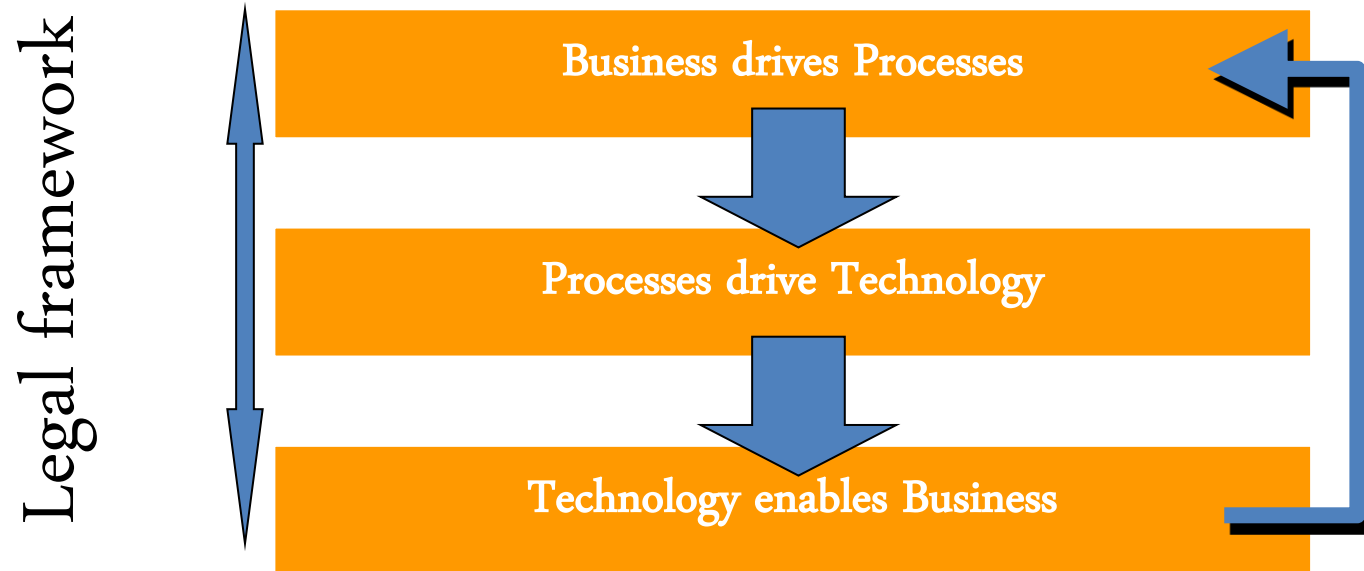- The multiple filing and the reuse of the information

Mainports
- Utilisation common infrastructure
- Corridor management
- Integration with nautical demands
- Business Intelligence

Extended Single Window realises both individual and common objectives of stakeholders

Business
- Supply chain costs
- Supplu chain quality

National Governments
- EU Regulation
- Cost reduction governments
- Improved competitive position

EPCSA
European Port
Community Systems
Association

(*)EPCSA Source

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The Challenges & Opportunities

The Challenges to face can be grouped in four categories:
- New Business to cover
- Process Improvement Execution
- Use of technology
- New Legal Frameworks

Most of PCS have covered the container business but there are other business or ports activities to work and improve:

• Cars
• Ro Ro
• RailWay
• Cruises
• Consolidation

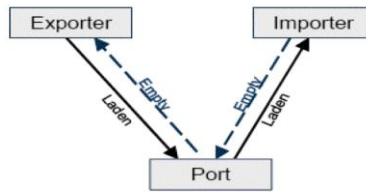# The Challenges & Opportunities: Processes

Virtual Container Yard
The knowledge of the Transport Orders and the location of available equipments allow optimizing the truck route reducing "empty trips".
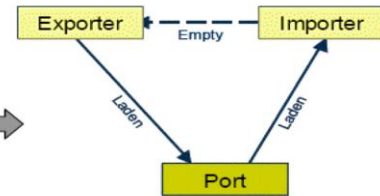
Transport Managment - Virtual Container Yard
Optimization of the haulage transportation
Optimization of the Container Equipment

Gate In Gate Out – Appointment System
Optimization of Queues
Optimization of Terminal Infrastructure

Appointment System
Paper Less Entry Model and electronic transport orders allow implementing an appointment system smoothly.

In two both samples the massive use of transport order and the link with Terminal & Depot is the ground presented by PCS to develop them
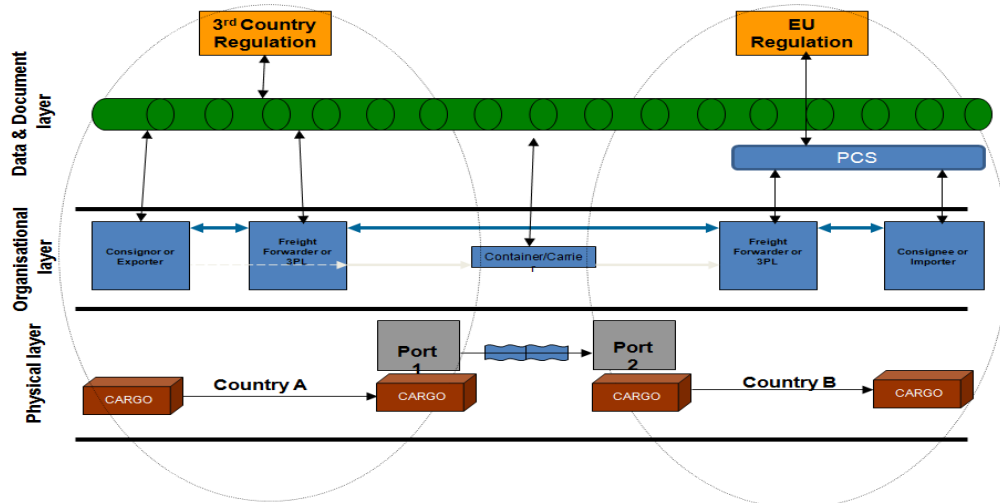
The Challenges & Opportunities: Technology

Cassandra Project

The 'information pipeline' replaces the different sets of information held in the different types of documents, both commercial data and container tracking data. All partners in the supply chain feed their transaction related data in this pipeline. This data then comes available to other partners in the chain and to related government authorities, where it can be used in valuable risk assessments.

Pre Clearance processes can be achieved accepting government procedures at the origin

Interconnectivity – Cassandra Project

Reduction of administration costs and errors
Reduced involvement of Customs (and other authorities)

(*)Cassandra Project FP-7 Source

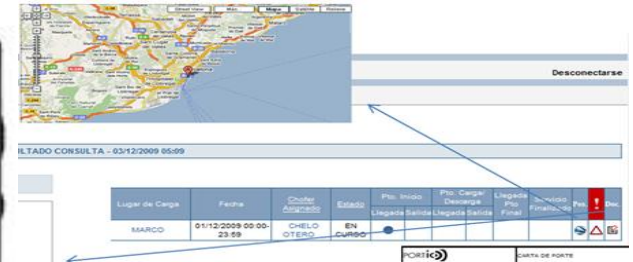# The Challenges & Opportunities: Technology

Transportic

The use of mobile technology allows developing new value added services. Transport orders can be printed out in the cabin of a truck avoiding useless trips to pick up papers.

Haulage Companies can optimize trips taking into account the exact location of truck and sending orders. A paperless environment is needed to accept delivery orders at port gates.

Mobilty- Transportic

Optimization of the haulage transportation.
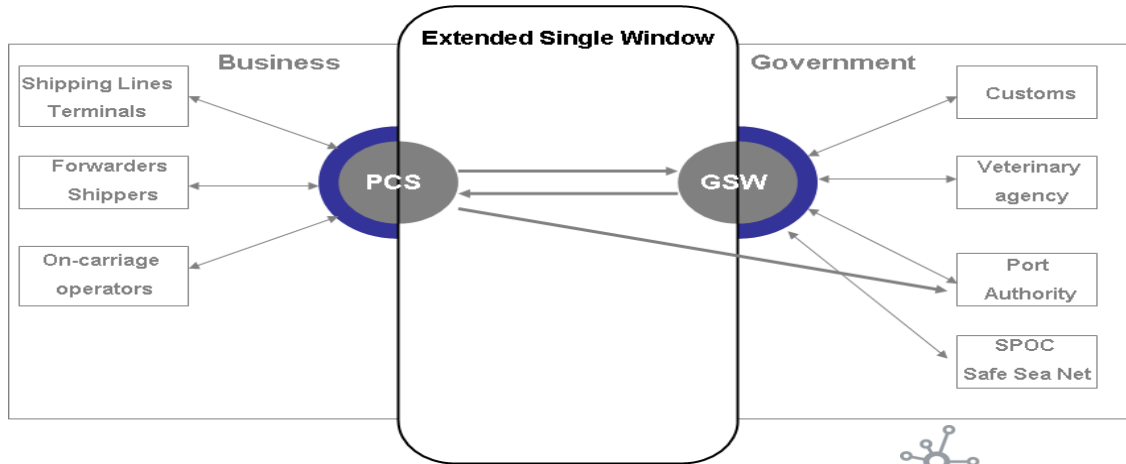Increase visibility and tracebility

The Challenges & Opportunities: Legal Framework

Extended Single Window

The PCS concept is usually implemented with a commitment to facilitate the re-use of data from a single submission, provide value-added use of information, develop infrastructure and interconnectivity as well as horizontal activities in areas of technical assistance, process reengineering, consultancy, customization projects, customer service and user training.

National Single Window- Extended Single Window

Easy adoption of the existence business to the new requirements
Fit to local requirements and specifities

(*)EPCSA Source

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Conclusions

❑ Many PCS have consolidated their role in operating ports where they can offer valuable services to their community.

❑ The strengths of the PCS are :

- Our customer base

- Our relationships with government

- Our industry knowledge

- The use and knowledge of information technology applied

❑ These strengths along with emerging opportunities allow us to face new challenges in an excellence situation

Thank you!