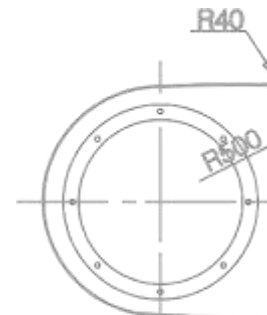


Port & Terminal Solutions

ROI in 300 days



Management



Captain Debabrat Mishra
Chief Executive Officer

With background as captain from A. P. Moller, Capt. Mishra has first-hand experience in maritime industry specializing in operations and research. He had been invited in various international symposiums as speakers for port and terminal. With Capt. Ib, he had been giving consultancy to various terminals, shipping companies and maritime sectors for last 10 years. As CEO of Esquire Infolab Systems, he has developed numerous maritime applications for A.P. Moller, Titan Petrochemical Group. Mari-Time Solutions, Global Ship Lease, Labuan Port, Inco ships, American Eagle Tankers and more



Captain Ib Fruergaard
Chief Advisor

Captain Fruergaard has 40 years of experience in leadership positions within vessel management and terminal operations. He has operated and managed terminals in **Long Beach (ACT)**, Oakland, Takoma, Brazil, Japan, Nigeria and Manila for A.P. Moller – Maersk Terminals and was later appointed as Head of Global Terminal Operations for A. P Moller – Group. Ib has also been Managing Director for other Ship Owning companies and currently holds Board positions with various companies. Ib has attended leadership educational programs at Columbia University



Mr. Kailashnath Vallabhaneni,
Technical Consultant

Mr. Kailashnath is a Marine Engineer. He has also obtained a Bachelors degree in Mechanical Engineering. He has over 15 years of industry experience including stints as Senior General Manager of Fleet Support with Mari-Time Solutions, technical management and safety matters for various types of vessel. He was the Fleet Quality Manager for Tanker and Dry Cargo vessels with A.P. Moller Singapore and was later heading the Technical Management for the Container Fleet. His acute sense of observation into details, makes him a valued consultant.



Vision

- We will assist you in managing your growth
- We will assist you in managing entire spectrum of business including Inland transportation logistics
- We will assist you in growing into the ‘Most Preferred’ terminal in region
- We will assist you in mapping growth of port to socio economic segment of this area

Deliverables



Port Traffic Management

Aspects covering vessel sea side and navigational operations from arrival to departure



Terminal Management

Aspects covering cargo operations from vessel arrival and departure from berth



Inland Transportation Management

Aspects of trucking, barging and railway logistics from and to the terminal



Financial Management (Operational)

Aspects covering operational finance like tariff, levy and so on



Resource and Infrastructure Management

Aspects of equipment maintenance and planning and asset management



Dashboard – Management Information

Total overview for Senior Management on all Ports and comparisons on throughput, financial, etc



HSSEQ Management

Emission control, ballast water management, accident monitoring, situational awareness, etc



Procedures Management

Risk management, quality management, emergency scenarios, media casualty manual, etc



Electronic Data Capture Management

RFID, AIS, Radar Tracking, GPS, biometrics, etc.



Port Advisory

On site study, Optimization of processes, Phased implementation

Why us?



- **Proven functionality:** Tried and tested at leading ports and terminals, shipping companies – tankers, dry bulk, project cargo, shipyards, more.
- **Tailor made:** Intelligent web based computer solution which caters to entire spectrum of business with 360 degree view at a very competitive price
- **Experience:** 100 man years of domain and IT experience
- **Model based optimization:**
 - Time for containerized goods owner
 - Various transports / resources cost
 - Economic cost of land
 - Differential maintenance cost
 - Environmental impact
 - Relative performances of resources





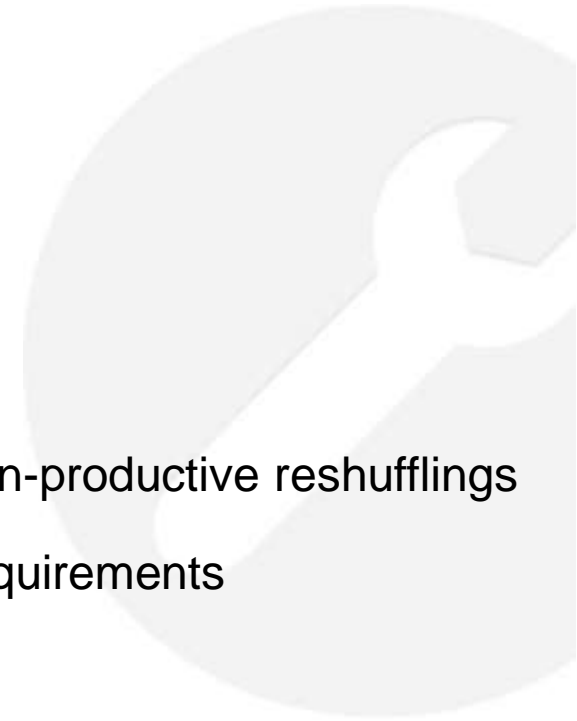
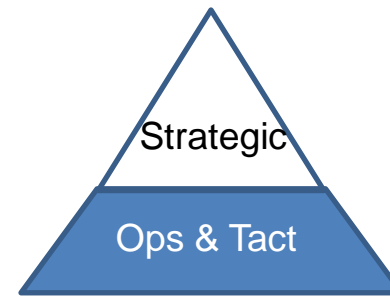
Customers

PORT	SHIPPING
Labuan Port Malaysia	AET Group Singapore
	A. P. Moller Singapore
	Thome Ship Management Philippines
Krishnapatnam Port, India	Inco Ships Pty Ltd, Australia
	SE Shipping Lines Singapore
	NDSQ & NKOM Qatar
Mongla Port Bangladesh (As advisory role)	TORM A/S, Denmark (As Advisory role)
	Global Ship Lease

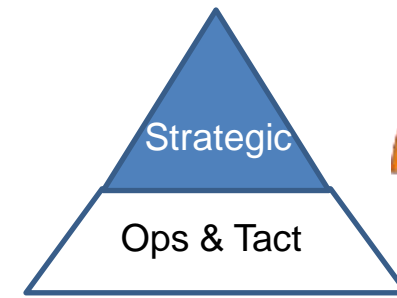
Benefits

Operational and tactical:

- Collection of arrival data to form distributions, queuing model
- Quick and optimized planning for vessel call and cargo
- Optimized maintenance
- Just in time stores / spares
- Cargo movement tracking for billing and so on
- Optimized turnaround of vessels
- Automated berth assignment and hence reduction in un-productive reshufflings
- Real time monitoring of details of vessel call and its requirements
- Real time truck dispatching
- Internal and external truck booking and pooling

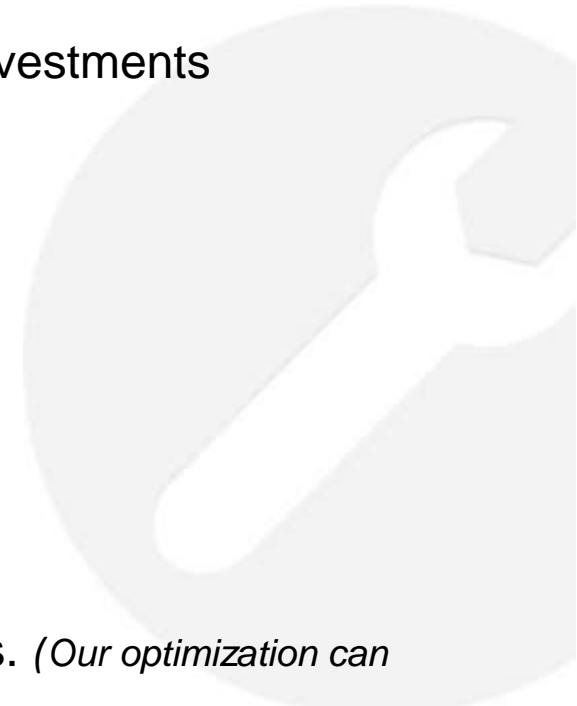


Benefits



Strategic:

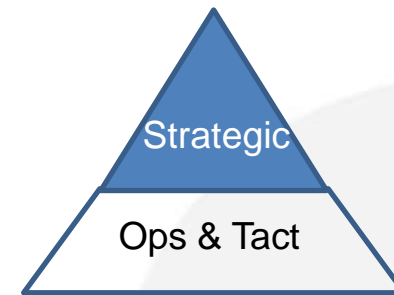
- Economic elasticity with decision supporting system
- Analysis of technical efficiency and rate of return on investments
- Cost benefit analysis of terminal
- Key services ratio optimizations
- Preparing for future Automated terminal
- Socio economic value optimization
- Optimization of environmental impact
- Unique software solutions that ensure ROI in 300 days. *(Our optimization can increase productivity / throughput from 15 to 30%)*



Strategic Cornerstones



No	Dimension	Specification
1	Utilization	Waiting Time
		Service Time
		Grade of waiting
		Berth Occupancy
		Dwell Time
2	Efficiency	Resource Utilization
		Ship Output
3	Effectiveness	Work Reliability
4	Quality	Punctuality ratio





Implementation Roadmap

- Phased implementation
- Integration with existing processes
- Aligning to exact fit of your necessity
- Import existing data to solution
- Training for the users
- Uninterrupted services (remote) over phone / remote desktop management
- Providing advisory service if required by the management
- Knowledge sharing at all time

ANTICIPATED DEPLOYMENT TIME	
Port Type	Min. Deployment Time
Minor port (<1 MMT)	6 – 9 months
Medium port (1-5 MMT)	12 – 18 months
Major port (> 5MMT)	18 – 24 months

MMT – Million Metric Tons

You're in expert hands

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