

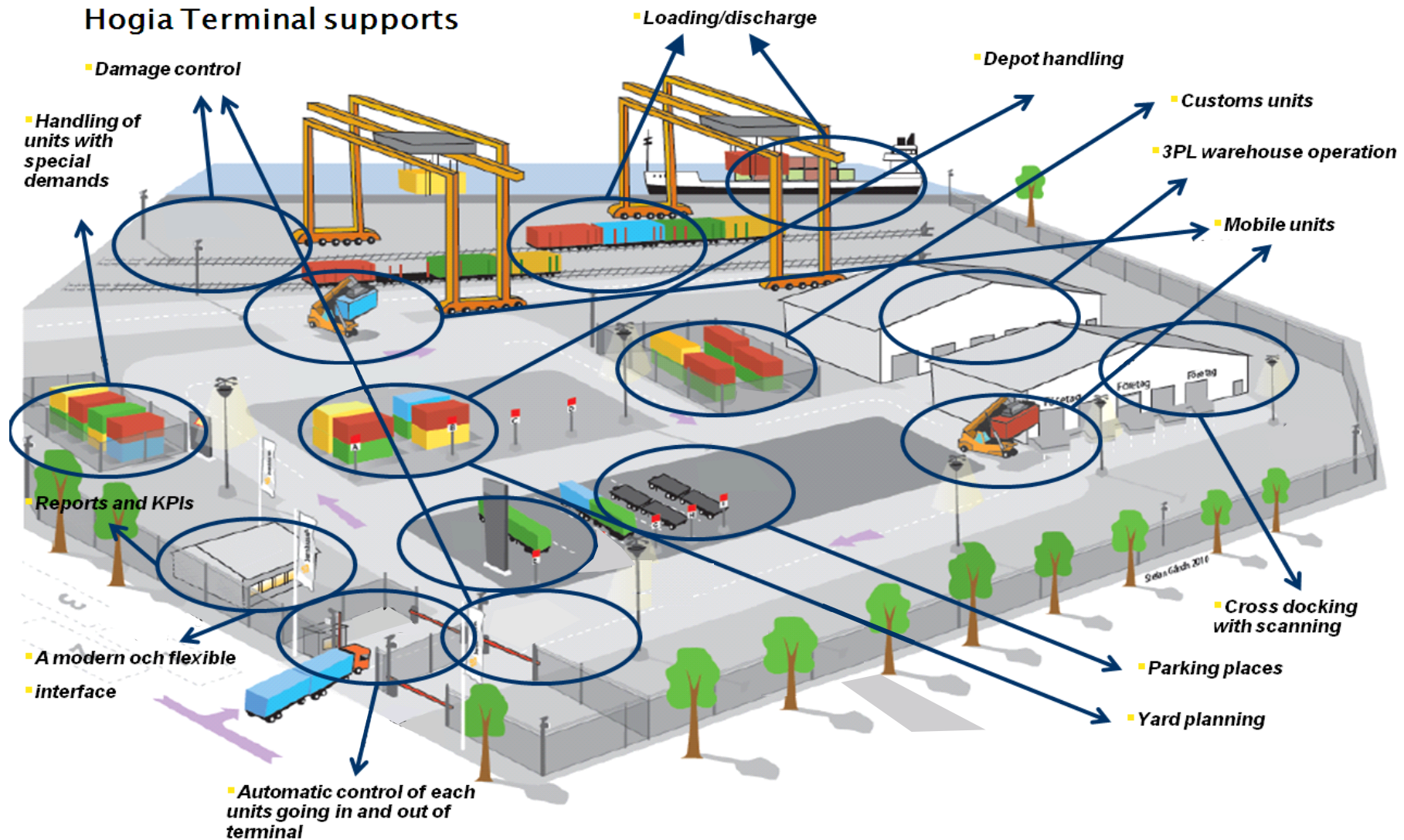


Modern and Efficient Terminal Operating Systems

Erik Lampinen
Business Development Manager
Hogia Logistics Solutions



What are terminal operations?



Characteristics of a less functioning port

- Weak ownership with unclear responsibilities
- Vague position on the market, no clear direction
- Lack of documented processes
- Own developed software – poorly maintained and outdated
- Labour intensive organization based on historical structures
- Inside-out approach
- Relaxed attitude to security

Characteristics of a well functioning port

- Strong and transparent ownership
- Positioning themselves towards specific industries
- Defined and documented processes
- Few own developed IT system –established standard software
- Technology intensive – number of staff based on optimization
- Infrastructure, properties and equipment in good order
- Outside-in approach
- High level of security

Port of Trelleborg, Sweden – true integration in reality



Case study: Port of Trelleborg's transformation from a less functional to a succesful one

- Strict focus on HSSE policies and compliance to these. Set up and carefully monitoring of associated KPI;s like number of incidents, number of sick leave days among staff etc.
- Implementation of a tool-box of *hard figures* KPI's. E.g. turnover time for trucks within yard premises, units handled per staff/hour, claims handled per month, number of credit notes etc.
- Impose differentiated handling tariffs in order to steer haulage companies to specific time slots with lower labour cost.

Case study: Port of Trelleborg's transformation from a less functional to a successful one

- "Stick to your core business"- outsourcing of all functions where synergies are identified. E.g using cloud technology, lease out warehouses to commercial players and hire private security firms, provide facilities for external container maintenance companies etc.
- Through implementation of automatic Gate Operating System, GOS including surveillance cameras increase security and control. Trelleborgs choice: Belgian supplier CAMCO. HLS:s partner: Finnish Visy.
- Last but not least, implementation of a state-of-the-art TOS, supporting lean processes and designed for EDI handling with all external stakeholders, including authorities like Customs.
Trelleborg's choice: HTC from Hogia Logistics Solutions

Results

Case study: Port of Trelleborg 12 months after implementation of HTC

- Freed up resources equivalent to **2 full time** administration staff and **2 terminal staff**
- Up to **30%** less fuel consumption for trucks within the clients yard area
- **900 000 EUR (8 000 000 SEK)** annual save in implementation of EDI handling
- **50%** reduced claim handling time



Efficient port operations

- Based on Best Practice – don't reinvent the wheel!
- Partner with useful stakeholders: no one has all necessary competences
- Nurture relation with Customs Authority (important in ME)
- Lean thinking -identify all possible areas for automatization: less staff reliant and higher efficiency
- Summary: Overall process minded – top-down!

A wide-angle, high-angle photograph of a port at night. On the left, a large container ship is docked, its deck filled with stacks of colorful shipping containers. A large gantry crane stands over the ship. In the foreground, a paved road with yellow lane markings leads towards the port. To the right, more stacks of containers are visible, along with a tall blue pole. In the background, a city skyline with various buildings is visible under a dark, cloudy sky. The scene is illuminated by the warm lights of the port and the cooler lights of the city.

**Creating efficiency
through simplicity**

Damage inspection client & Terminal BI


- Unit damage inspection at multiple control points and reduces unit's time at quay
- Setting of responsibility and control status (before/after loading) for detected damages
- Damage reports can be automatically forwarded to the claims adjuster

Checkpoint: At Loading Responsible: Marine Atlantic Not releasable: ☐ 1 av 1

New insp. Undo

20130926_142652

Attach

Status:  Releasable (selected) Not Releasable

Place of Damage: Left side

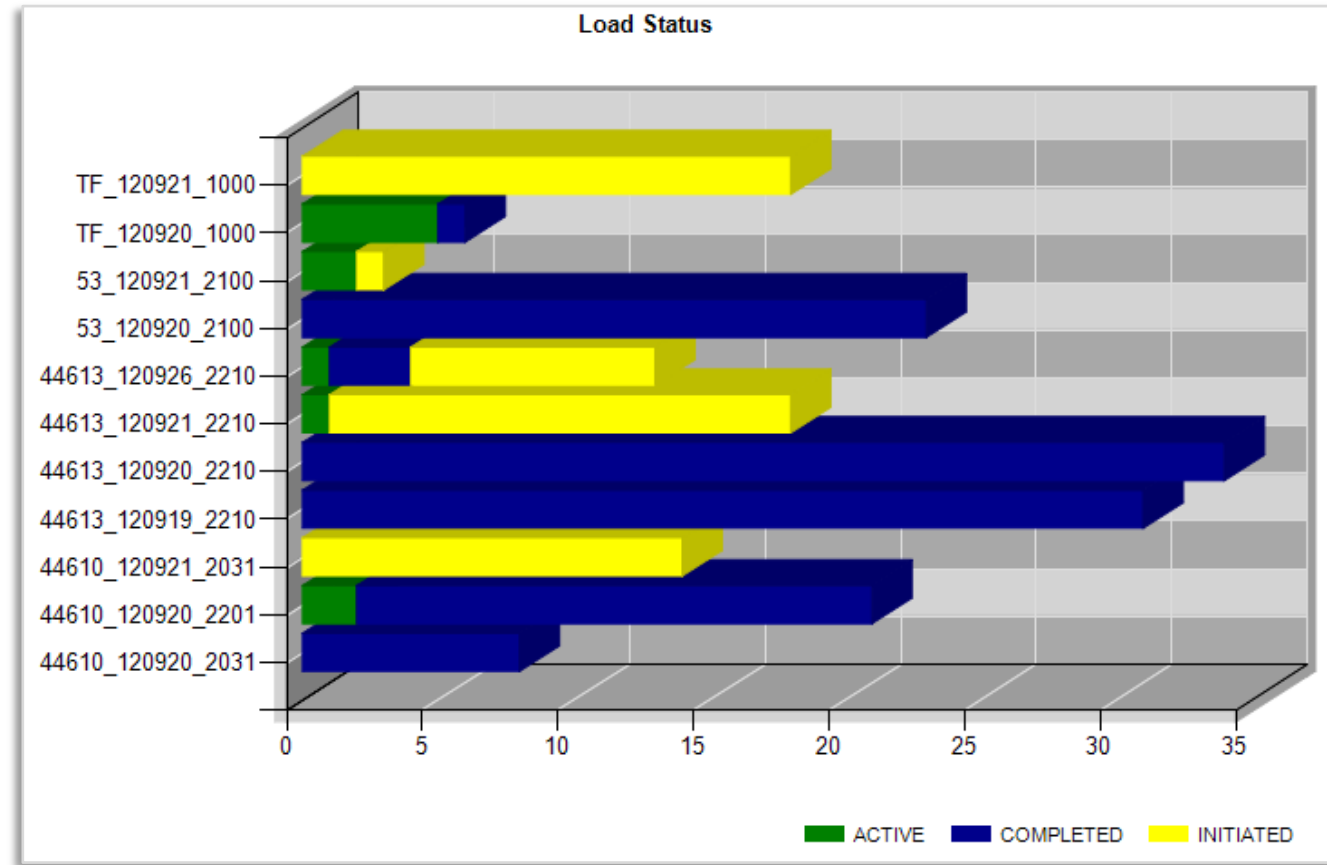
Type of Damage: Loose

Damage Origin: Damage caused by remote termina

Description: Text....

Ok Cancel

Send report Ok Cancel Apply



Load/discharge client

HTTruck ver 5.7.0 BETA12

Logged on as: **hogia hogia** Network status: ■
Terminal id 99 Vehicle 99 Equipment Out Q:

Unload **Load** **Unload** **Load** **Yard** **In** **Out** **Units**

Unit Number: **MRKU7467747** Unit Type: **20DV** Type: **PENDING** Status: **ACTIVE** Attributes: Haz. class: Current: **A1**

Voyage: Note: **BXM050 Created by Auto Gate (Pick-Up)** Weight: **7.3** Carrier: **BXM050**
Reg.no/Haulier: **BXM050 / LP**

Operation: Lift **8** Ordered **+**

Tr...	Enhet	Typ	Service	Äg...	Attr.	Plats	Vikt	Åkeri	Reg.nr	Id
455	FSCU6531111	40HC	PEND...	947		H1 1 (1)	11	LP	XND006	398690
	GESU4009124	40DV	IMPO...	953		F2 22 (1)	27	FREDE...	HHD625	398694
454		40HC		984			0	LP	FJC997	398696
	SUDU6648793	40HC	IMPO...	949		C2 43 (1)	28	ACI	KJY625	398727
	GESU6734958	40HC	DEPOT	947		ROD4	4	AALTO...	RCU737	398729
		40PW		1132			0	LP	TNS595	398736
	FSCU7323067	20DV	IMPO...	941		H1 44 (2)	6,8	LP	BAY961 Created by A...	398738
	MRKU7467747	20DV	PEND...	939		A1	7,3	LP	BXM050 Created by A...	398744

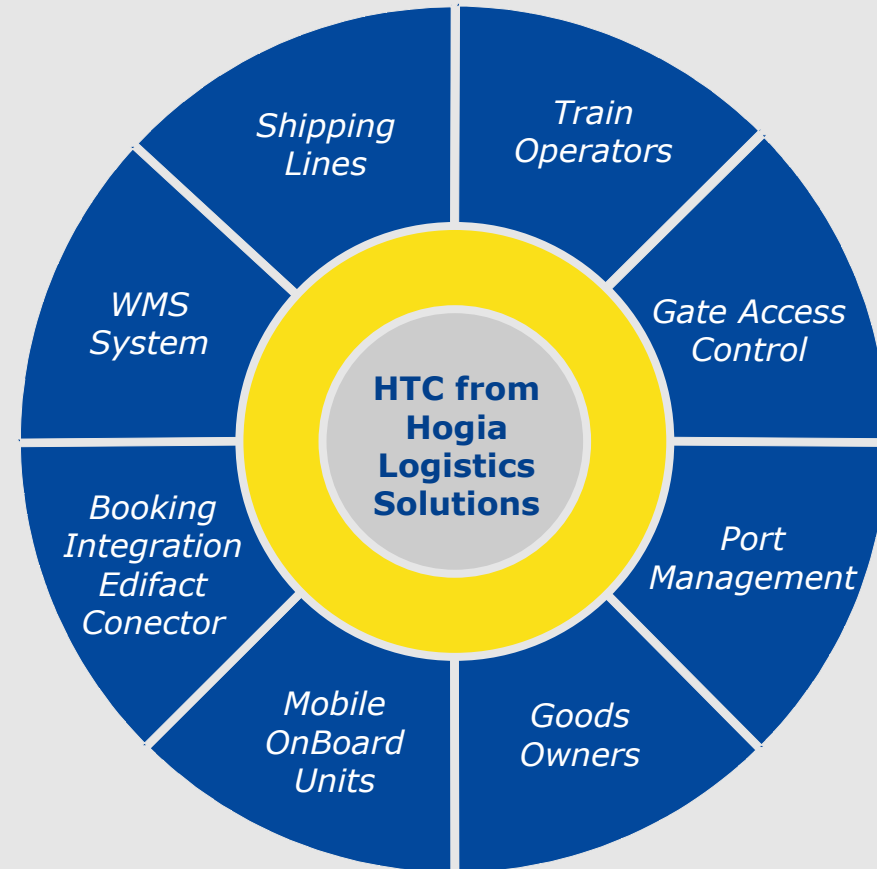
Gate Out

[F1] Menu [F6] Location [F7] Unit Search [F8] Voyage [F10] Lift [F12] Confirm



Seamless integration with all stakeholders

- Supports the entire logistics chain from supplier to end customer
- All information is automatically transferred between different parties
- Helps to apply a best of breed strategy instead of built in property solutions



We still have the door to our first office hanging around...

- Hogia started in 1980
- Bert-Inge Hogsved is the founder and CEO
- Family-owned by the Hogsved family
- We work in 11 countries on 3 continents
- Established in Sweden, Norway, Finland and UK with more than 550 staff
- Purveyor to the Swedish court
- AAA rated by Dun & Bradstreet
- Microsoft Gold Certified Partner





**We grow together with our partners,
their needs and the logistics industry**

