Smart Shipping – Challenges & Opportunities for the Great Lakes Region

Webinar for GLSL maritime stakeholders
9 July 2020
Outline

01 The GLSL region: Winners of digitalization
   Vision of the digital future

02 Values of Smart Shipping
   Pains to relieve & gains to achieve

03 Takeaways from the industry
   Best practice solutions & their gains for the respective communities

04 Transfer to the GLSL maritime region
   Starting with your common pains in order to identify your potential gains & quick wins

05 From digitization to digitalization for Smart Shipping in the GLSL region
   Iterative approach to implement Smart Shipping
Imagine…

• There is no congestion on your waterways
• Relevant information is available whenever you need it
• Ships operate with maximum safety
• You meet the environmental goals
• Customers can rely on the punctual arrival of their goods
• All resources are used most effectively for the collective benefit of the supply chain

Smart Shipping will allow the GLSL region to unlock its full potential
Smart Shipping can create value for you

Value pools making waterway transportation more attractive
How Smart Shipping increases safety

Pains and gains

Current Pains
- No transparency on planned routes
- Passage conflicts
- Dense traffic at bottleneck locations

Smart Shipping Gains
- Digital route exchange
- Identification of passage conflicts
- Planning for utilization of bottleneck infrastructure thereby reducing congestion

Smart Shipping gives you full **situational awareness** and allows you to predict and avoid potential dangers
How Smart Shipping increases efficiency

Pains and gains

**Current Pains**
- Waiting time at bottleneck infrastructure
- Unforeseen delays
- Waste of resources due to ineffective planning

**Smart Shipping Gains**
- Coordination at bottleneck infrastructure
- Predictability of arrival times
- Enabling optimized resource allocation
- Continuous improvement by business intelligence

Smart Shipping **reduces idle times** and ineffective use of resources
How Smart Shipping releases information

Pains and gains

Current Pains

- Various sources and systems
- Paper based information
- Repetitive information distribution
- No real time data

Smart Shipping Gains

- More standardized information
- More efficiency through paperless processes
- Secure exchange of data from one to many
- Real time data for everybody

Smart Shipping gives all stakeholders access to the right data while giving the data owner full control
How Smart Shipping affects the environment

Pains and gains

Current Pains
- Local and regional air emissions
- Avoidable fuel use
- Wildlife collisions

Smart Shipping Gains
- Reduce emissions by eliminating waiting time
- Reduce fuel use through eco-speed sailing
- Reduce marine threads to wildlife

Smart Shipping allows you to improve your environmental performance
Takeaways from the industry
Best practice solutions & their gains for the respective communities

JUST IN TIME ARRIVAL

Arrive at the port, river approach, lock or channel right at the time when you can be processed.

Examples

Reliable arrival time

Efficient, reducing waiting time

Safer, having less congestion

Environment friendly, reducing fuel use & emissions
**VEssel Call Optimization**

Orchestrate all relevant services, speed supply chain connections and minimize your idle time.

**Examples**

- Reliable arrival time
- Efficient, reducing waiting time
- Safer, having less congestion
- Environment friendly, reducing fuel use & emissions
- More effective, optimizing resource allocation
Takeaways from the industry
Best practice solutions & their gains for the respective communities

SLOT MANAGEMENT

Book and manage time slots for optimized use of limited capacities such as locks, restricted passages, service personnel and terminal berths.

Examples

Reliable arrival time
Efficient, reducing waiting time
Environment friendly, reducing fuel use & emissions
More effective, optimizing resource allocation
Takeaways from the industry
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DATA PLATFORMS

Have one central platform, easy to access by all stakeholders to share relevant information.

Examples

- Transparent, sharing relevant & real time data with everybody
- More secure, standardized exchange of data with access control
- Efficient, enabling paperless processes & business intelligence
- More effective, reducing manual efforts
Transfer to the GLSL maritime region
Starting with your common pains in order to identify your potential gains & quick wins

SAFETY
“What is causing safety risks in your region?”

EFFICIENCY
“What do you waste time or resources? Where could you be more efficient?”

INFORMATION
“What do you need information from whom and when?”

ENVIRONMENT
“What do emissions mean to you? Where do you need to take action for sustainability?”

RESOURCES
“What are your challenges regarding resource allocation?”

RELIABILITY
“What do you have issues due to unreliability?”
From digitization to digitalization for Smart Shipping in the GLSL region
Iterative approach to implement Smart Shipping

**Implement stepwise**
Digitalization: From pure data sharing to smart application

„Achieve smart gains for the transportation community“

**Start with quick wins**
Digitization: Become paperless and share digital data

„Relieve first pains of the transportation community“

„Share in order to get“

Collaboration across the supply chains through a single digital platform
Thank you!

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