Port Automation, Performance & Profitability

14-15 May 2020 | **Mandarin Orchard Hotel, Singapore**

2+1 Offer!
See registration page for details!

Our Expert Course Instructors

Jon Arnup
Founder & CEO, **Trent Holdings Group**
Jon has over 30 years' experience involved in every facet of port & terminal development, mainly in technical engineering, architecture, asset management, project management and technology. He's delivered port engineering & automation solutions in over 20 countries.

Jay Pandya
Co-Founder & CEO, **Igo Solutions**
Jay has over 15 years' experience implementing automated terminal solutions. He has played key roles in the realisation of 5 automated terminals (greenfield & brownfield), including Euromax Rotterdam, Abu Dhabi Terminal, London Gateway Terminal, Victoria International Container Terminal, Ports of Auckland.

Key Learning Outcomes & Case Studies Include

- Choices for automating terminals, key automation configurations
- Benchmarking port KPIs impacting operations & profitability
- AI master planning in considerations of civil, engineering development
- Examine port's efficiency & capacity gap and develop technology architecture
- Optimising berth & yard utilisation
- Minimising disruptions from transition to automation
- Automation vs safety, port performance indicators and profits
- Cybersecurity considerations in automation

REGISTER NOW> www.informaconnect.com.sg/portautomation

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ABOUT THE COURSE

An end-to-end masterclass unravelling technical, operational and technological strategies in port automation, this seminar dissects real-world cases from global port operators, developers and equipment providers. Covering both green & brown field terminals, participants will exercise with architecture and deployment of technologies that maximise profitability and performance. Through examining various technology, you will also exercise with port automation KPIs, economic analyses and how to implement from business case to go-live.

The impact and choices of technologies (including AI, robotics, container handling equipment, cybersecurity) will be illustrated in conjunction with civil, engineering and traffic master planning, from berth/yard utilisation, landside activities to capacity simulation.

WHO SHOULD ATTEND

Port & Terminal Operators, Authority, Warehouses, Inland Logistics Services, Port EPC Developers, Terminal Technology Providers, Cargo Handling Specialists and Port Service Providers.
- Infrastructure Development officers
- Engineering / Technical
- Project Management
- Planning / Corporate Strategy
- Transformation and Innovation Officers
- Technology, IT and ICT

WHAT ATTENDEES LIKE ABOUT OUR MARITIME ACADEMY

"Trainer is well-experienced and clear in delivery, enhancing attendees' maritime knowledge in a different view and offering better understanding of cyber security in marine digitalisation"
Manager (Strategy & Policy), MPA

"Very insightful, very relevant to our current business. This course gives a good perspective to manage our digital journey through examining relevancy, costs, and improvement to customer service"
Managing Director, Ocean Network Express (Singapore)

"Trainer's expertise is excellent; materials are well delivered with readily implementable insights"
Head of Corporate Strategic Affairs, PT Interport Mandiri Utama

EXPERT COURSE INSTRUCTORS

Jon Arnup, Founder & CEO, **Trent Holdings Group**

Jon has over 30 years' experience involved in every facet of port & terminal development, mainly in technical engineering, architecture, asset management, project management and technology.

Having led many greenfield & brownfield projects, he developed and transformed largest ports around the world, and is well-versed in due diligence, procurement policies, deployment process, inventory management and maintenance strategies of modern, state-of-the art yard and berth innovations including automated cranes, RTG's, trucks, AI, equipment breakdown predictability, AGVs. Terminal development & automation projects led by Jon include Port of Felixstowe, Panama Ports, Port of Tanjung Pelepas, as well as Dubai's first automated cranes and most recently a greenfield fully-automated port project in New Zealand.

Jon set up Trent Ports Services in 2016 to provide consultancy on ports' project management, equipment due diligence & procurement, specification creation, delivery, as well as AI-driven solutions in the field of operations and engineering. His team has delivered services in over 20 countries across 5 continents.

Jay Pandya, Co-Founder & CEO, **Igo Solutions**

Jay has over 15 years' experience implementing automated terminal solutions. He has played key roles in the realisation of 5 automated terminals (greenfield & brownfield), from terminal design, solution definition and integration, QA, testing and go-live. These terminals include:
- Euromax Rotterdam;
- Abu Dhabi Terminal;
- London Gateway Terminal;
- Victoria International Container Terminal;
- Ports of Auckland.

Jay setup IGO solution in 2006 and since then has delivered terminal business consultancy, business process mapping, business intelligence services, process training and AI solutions (Operations & Engineering) in over 15 countries across 4 continents
Jay has over 15 years' experience implementing automated terminal solutions. He has played key roles in the realisation of 5 automated terminals (greenfield & brownfield), from terminal design, solution definition and integration, QA, testing and go-live. These terminals include: Euromax Rotterdam, Abu Dhabi Terminal, London Gateway Terminal, Victoria International Container Terminal, Ports of Auckland.

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Maritime Training Academy

Port Automation, Performance & Profitability

2-Day Agenda Outline

1. Introduction to Port Automation: Key Drivers
- Port throughput (Physical capacity, Competition, Vessel calls)
- Port capacity (Terminal expansion, Capacity enhancement)
- Vessel occupancy & productivity
- Container traffic
- Berth & yard capacity and planning
- Overall equipment effectiveness
- Why Automate?
  - Underutilised infrastructure
  - Vessel size and supply chain bottleneck
  - Increasing Cargo storage space
  - Increasing berth/yard utilisation
  - Loading & unloading equipment
  - Governments National Vision & Strategies?
  - Addressing Localisation & Equality shortfalls in the Terminal Space?

2. Benchmarking Port KPIs Impacting Operations and Profitability
- Performance consistency
- Congestion management and marine operations
- Berth utilisation and performance
  - Cost/TEU
  - Congestion/delays
  - Occupancy
  - Vessel turnaround time
  - Reduced accidents
- Yard Utilisation and performance
  - Crane/equipment moves per hour, PMPH
  - Occupancy
  - Cargo dwell time
  - Yard capacity
  - Gate productivity
  - Trailers utilisation metrics
- Landside activity, impact and performance
  - Standard operating procedures

3. Key Trends in Automation
- Container vs dry bulk vs liquid bulk automation
- Automation vs autonomous operations
- Terminal Configurations that have been Automated
- Automating existing terminal equipment
- Technologies impacting terminal/marine operations
  - AI & big data
  - IOT
  - RPA and TOS
  - E-commerce and blockchain
  - Predictive & corrective asset management

4. Key Components in Automating Ports
- Economics of Port Automation
  - Up-front CAPEX (Equipment cost, Civil and technical works, Disruption to port operations)
  - Operating expenses (Equipment maintenance cost, Road & rail connection)
- Smart Port Architecture & Capabilities
- How does an automated terminal works: a step-by-step guide
  - Terminal designs
  - Key Systems Architecture & Integration
  - Technical integration
  - Control Room Organization
- Cyber Security and Automation
- Use of data and open standards development
- Modularity

5. Group Exercise: ROI Criteria for Automation of Key Port Operational Areas

6. Implementing Automation: from Business Case to Go-Live
- Defining the Business Case
  - Throughput & Capacity Planning and simulation
- Greenfield Automation High-Level Planning
- Brownfield Automation High-Level Planning
- Testing, Testing and More Testing: how to test the automated solution
- Impact to the Business
  - Change Management
  - Training
  - Resourcing
  - Minimise disruption
- Automation and Safety

7. Case Studies:
- Berth & Marine Operations
  - Planning & simulation
  - Automated mooring system
  - Auto-berthing / un-berthing
  - Automated docking
- Terminal & Yard Operations
  - Terminal optimisation
  - Yard capacity utilisation and performance
  - Impact analyses of modern equipment (e.g. automated cranes, AGVs, gate)
  - Cargo dwell time and flow optimisation
  - Efficiency measurement
  - Occupancy
  - Gate productivity
  - Trailers utilisation metrics

8. Profitability Expectations with Automation: Enhancing your Revenue
- Liner strategies and demand forecast
- Competition between terminals
- Defining the Return on investment
- Expanding Revenue streams
- Monetising your data

9. CASE STUDIES: AUTOMATION and AI @ Rotterdam World Gateway

10. CASE STUDIES: GREENFIELD Automation @ Victoria International Container Terminal

11. CASE STUDIES: BROWNFIELD Automation @ Ports of Auckland

Port Automation, Performance & Profitability

Informa Connect is A Trading Name of IBC Asia (S) Pte Ltd

14-15 May 2020 | Mandarin Orchard Hotel, Singapore

5 Easy Ways to Register

1 **MAIL** the attached registration form with your cheque to **IBC Asia (S) Pte Ltd c/o Informa Regional Business Services** 103 Penang Road, Visioncrest Commercial #04-01, Singapore 238467

2 **Telephone** Customer Service Hotline +65 6508 2401

3 **Email** register@informa.com

4 **Fax** +65 6508 2407

5 **Web** www.informaconnect.com.sg/ portautomation

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❑ Yes! I/We Will Attend **Port Automation, Performance & Profitability** 14-15 May 2020, Mandarin Orchard Hotel, Singapore

Register 2 Delegates & the 3rd attends FREE!
*Applicable to Normal Rates only

FEE PER DELEGATE	EARLY BIRD RATE Register and Pay on or before 20 April 2020	NORMAL RATE Register and Pay after 20 April 2020
❑ **2 Day Training Course**	SGD 3,395 (SAVE SGD 200)	SGD 3,595

- Special Group Discount pricing is applicable to groups of 2 or more delegates from the same organisation registering for the same event, at the same time.
- Fee stated is the discounted price PER DELEGATE. Only one discount applies - either the early bird rate OR the Special Group Discount.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- A 7% Goods & Services Tax (GST) is applicable to all Singapore based companies for Singapore venue.

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Job Title:
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Tel: Mobile No.:
Email:

Delegate 2 Details
Name: Dr/Mr/Ms
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Department
Tel: Mobile No.:
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Delegate 3 Details
Name: Dr/Mr/Ms
Job Title:
Department
Tel: Mobile No.:
Email:
Who is Head of your Department?

Delegate 4 Details
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HOTEL INFORMATION

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Contact Person: Tan Ai Li
(Assistant Director Of Business Development, Catering Sales) Email: aili.tan@meritushotels.com
Website: www.meritushotels.com

PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S$ or US$ should be made in favour of "IBC Asia (S) Pte Ltd" and mailed to:
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- Payment by Credit Card (AMEX, VISA or MasterCard). The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

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