

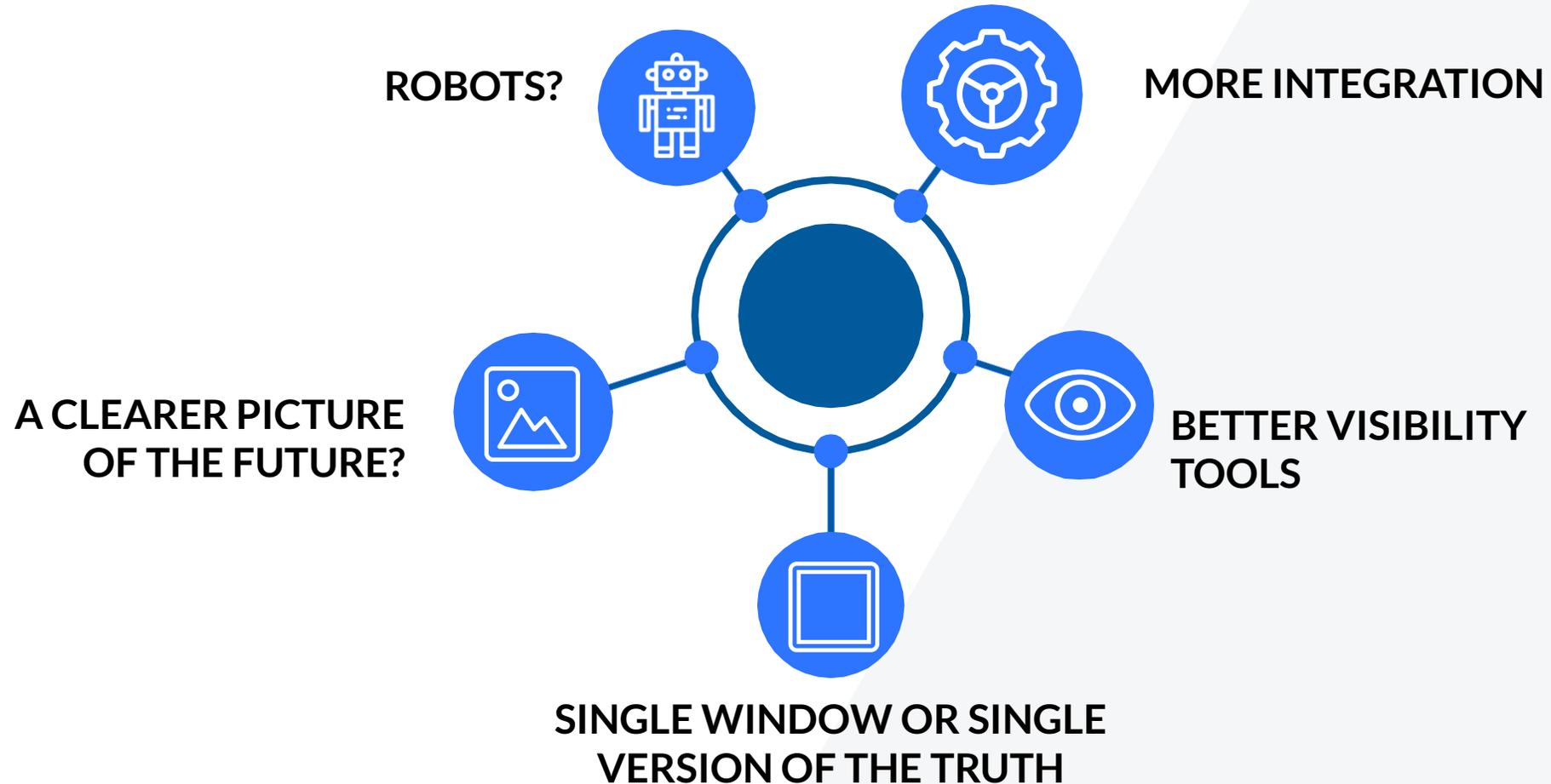
A presentation for

# Investing in the Port of tomorrow”

Rotterdam 31 may 2018



# What does the digital supply chain mean for your company?



# THE LOGISTICS ECO-SYSTEM



# Eco-system of Trade

- Connections for all parties associated with the movement of efficient trade flows
- Does not correct or improve what has always been bad or inaccurate
- Approx. 80% of all cargo is cleared as the vessel arrives

*Predictability*



# BIG CONCEPT

Automated Commercial Environment



# 31,200,000

Whoa! That's a big number!

# 2,629,978

That's a lot of entries

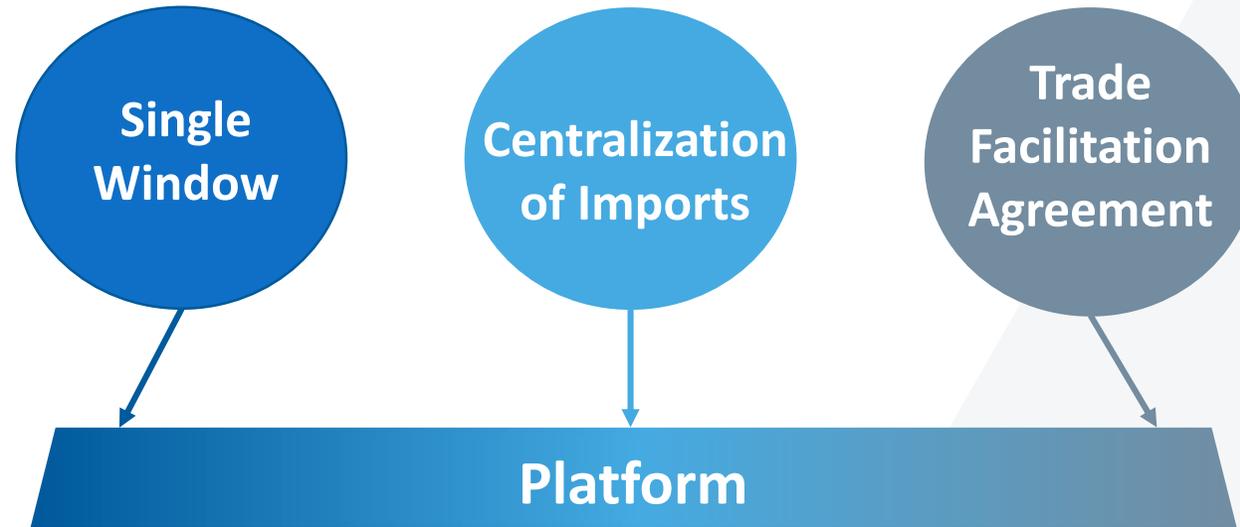
# 2,387

And a lot of filers

# 6,189

And a lot of importers

# Digitization



“Change will not come if we wait for some other person or some other time. We are the ones we've been waiting for. We are the change that we seek”

Barack Obama

# Single Window

- What benefits/tools does this concept really bring to the market today?
- A one stop system that connects all parties to the international transactions that support, Government, Shippers and all service providers
- Evaluates Risks as well as full support in the facilitation of Trade

*Facilitation*



# Let's review some concepts

## Risks

With advanced data Customs will be able to manage their level of risks at shipment level, industry can see rewards of early data

## All Government agencies

Importance of having all agencies on board to accept their data to improve facilitation

## Paperless

Licenses, permits, certificates all presented in some form of a digital format (watch out for all data collected electronically)

## All Industry partners

Many parties involved to move cargo from origin to destination. No party can be greater than another. Data shared to improve visibility and accuracy

## Advanced Data

A must have for all parties, "Trusted"

## Predictability

Government and Trade needs to work to constantly improve the flow of cargo through their ports, increase levels of predictably will increase participation in all areas.

# Success Factors



Partnerships – Trade – Government



Time and Patience



Centralization of the processes - UCC

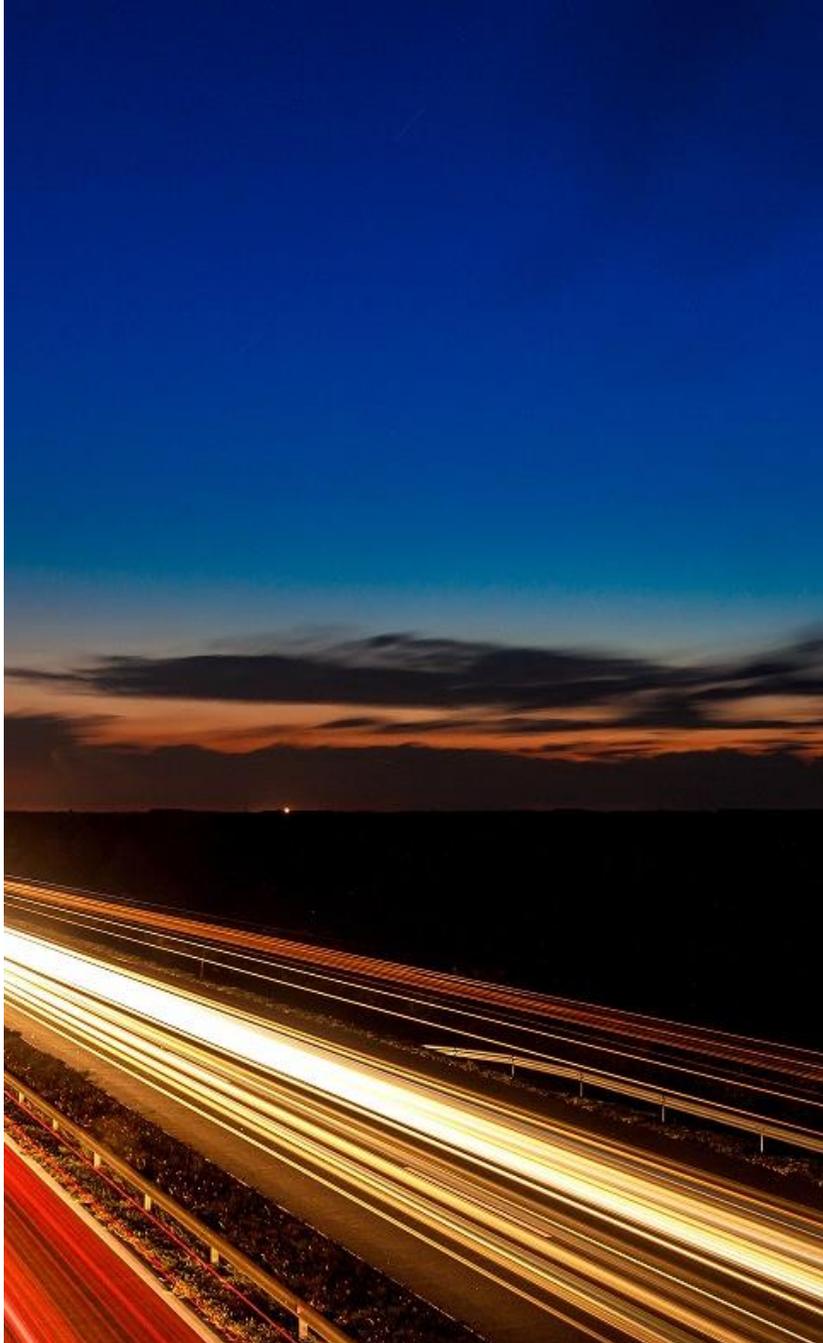


Advanced Data in the international flow  
Risks review

# Final

- Digital Transformation rather than digitization
- The change of processes (rather than changing of paper to electronic)

*Robust processes are required to address the intersection of import regulations, export controls, and opportunities with other vital activities of the business, including supply chain and transportation management.*



# Thanks!

**Any questions?**

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