3rd day process day

Start 09h30

3rd day process day

Arthur TOUZOT

Agenda:

- Opening Roll call
- Administration of SMDG (session 1)
  - Objective of SMDG
  - 3 day format
  - Steering committee/ directorate
  - Subgroups needs
- Coffee break: 10:30-11:00
- Process Day (format of today) session 2 and 3
  - Presentations
  - General process / detail process
  - VGM (presentations), VSA , TPFREP
- Lunch break: 12:30-13:30
- Coffee break:15:00-15:30
- Final remarks Close 16:00 max

Objectives

- **SMDG develops and promotes UN/EDIFACT EDI-messages for the Maritime Industry and is an official *Global* User Group, recognised by the UN/EDIFACT Board**

Addition

- ***SMDG is also a collaboration and services platform for the entire Maritime industry. We bring together supply chain professionals and technology experts to create standards, develop best practice and common intercompany communication and business process to bring the industry to a higher level of efficiency across the maritime logistic chain.***

3 day format

- **final:**
  - Subgroup day 1
  - Plenary day 2
  - Process day 3

Working groups

- **Main topics**
  - BAPLIE – MOVINS
  - VGM – VERMAS
  - TPFREP
  - INVOIC
  - Container Messages
  - Codes
  - Process
    - Carriers- Terminal – Ship owners - IT

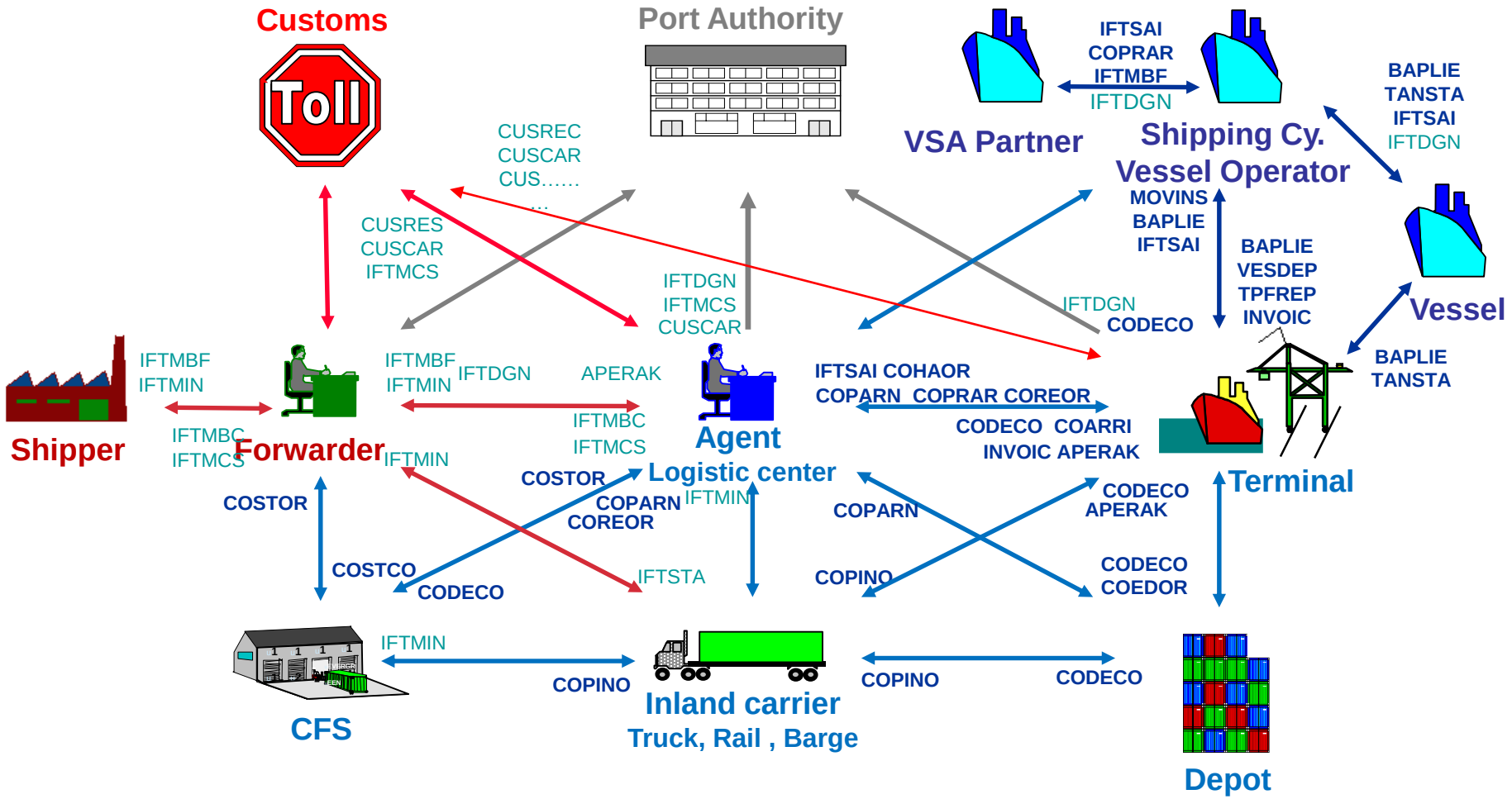
Members

- **BAPLIE – MOVINS**
  - Jost MÜLLER (chairman)
- **VGM – VERMAS**
  - Michael SHRÖDER
- **TPFREP**
  - Michael SHRÖDER
- **INVOIC**
  - Paul WAUTERS
- **Container Messages**
  - Paul WAUTERS
- **code list**
  - Patrick STRAKA

Process and need Chairman and members

- **Carriers**
  - Ann-Christin FRÖHMCKE: use of coprar within alliances and VSA, TPFREP utilization, arbitration platform
- **Terminal**
  - ?
- **Ship owners**
  - ?
- **IT**
  - Proposal: Hanane BECHA: link Terminals/ carriers to port authority

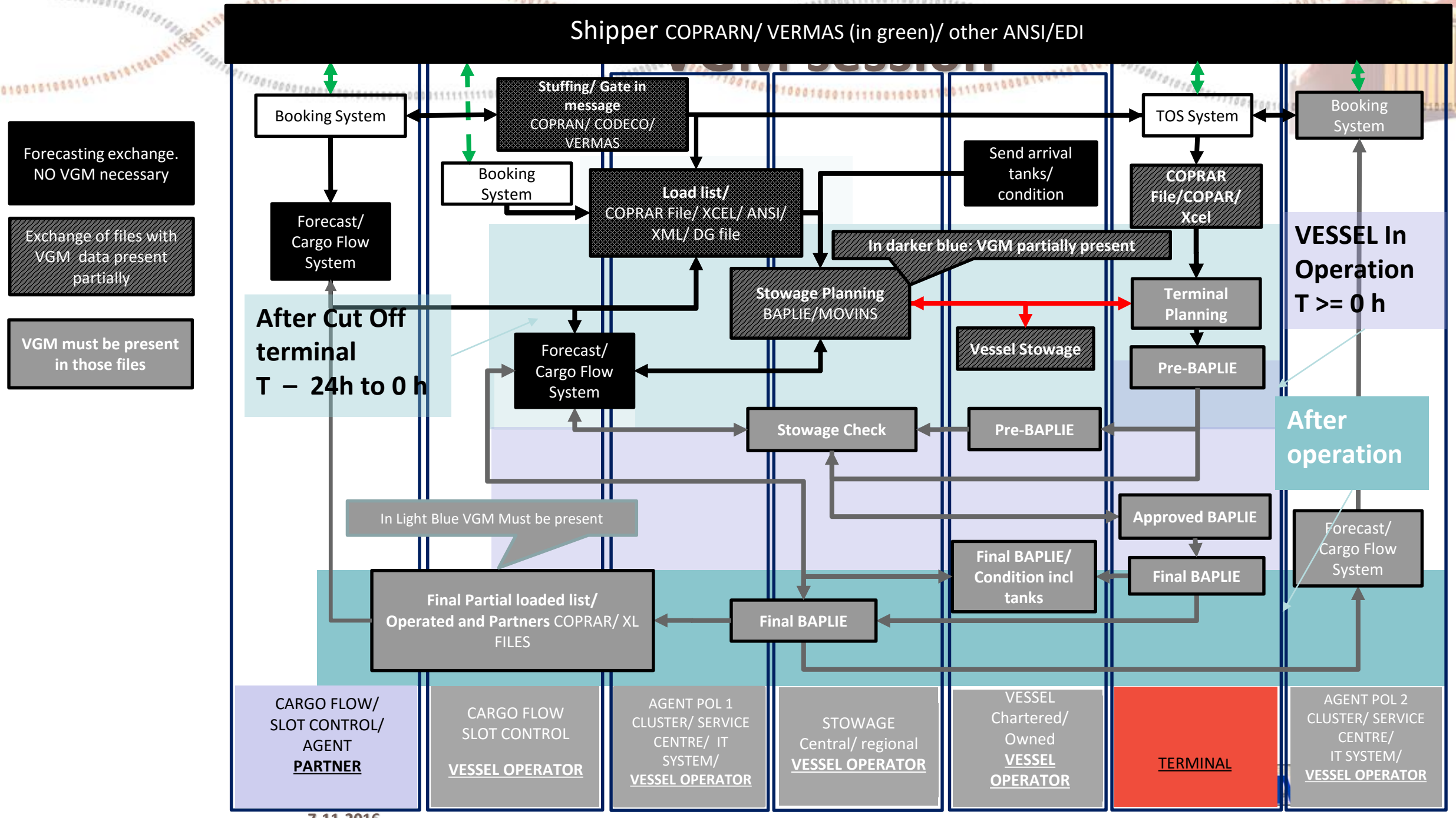
Container Information Flow



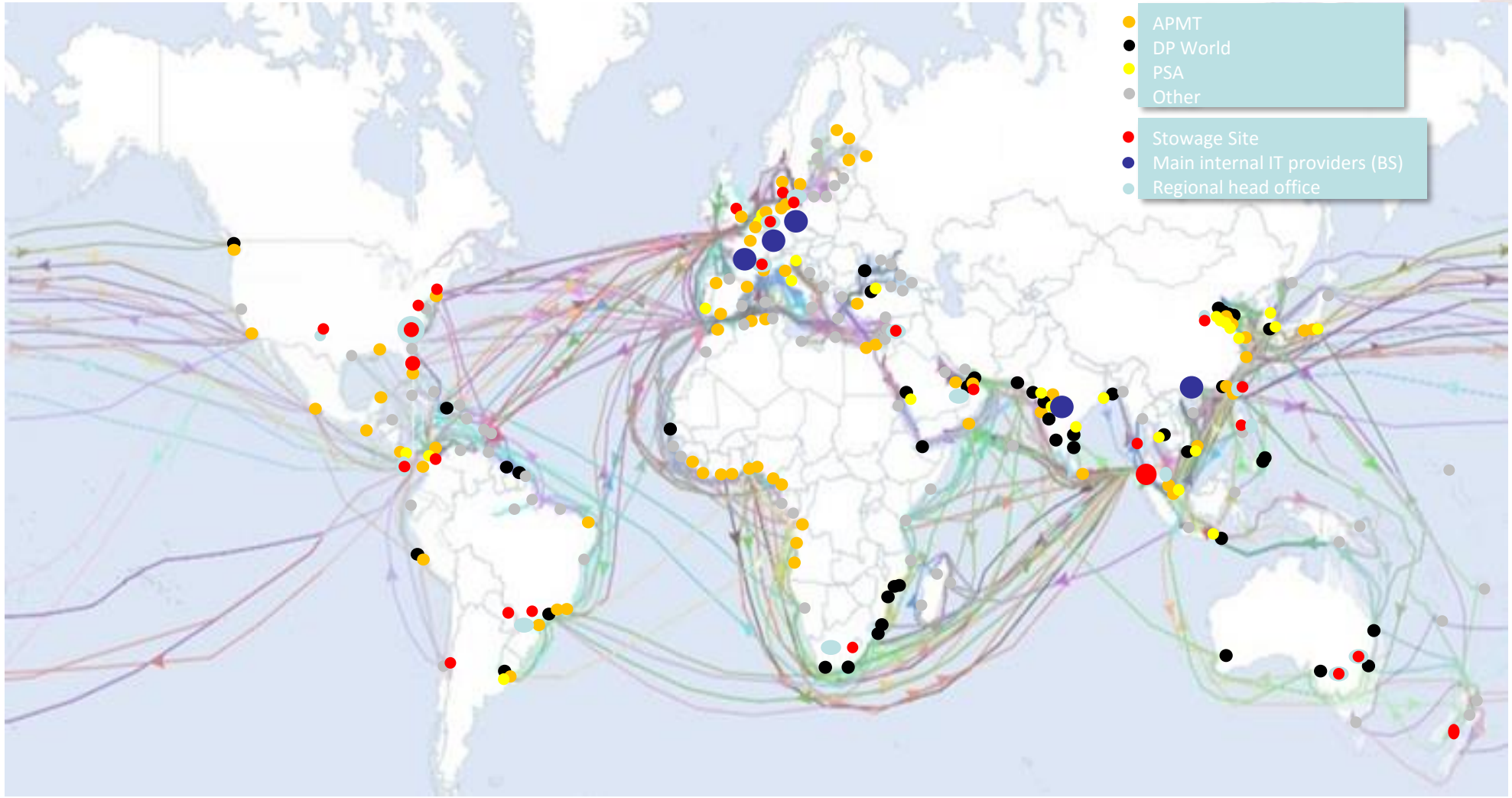
How do you follow a vessel?

Simplified Process

ATSea Consulting



Industry situation new challenges and opportunities



VGM session

After 3 months of experience with VGM

- Global VGM rollout status/ feedback on implementation
- Major challenges
- past & current
- What is missing for a full functional implementation across the board,
  what do we need to make it happen and
  what is the timeline
- Country specific legal VGM requirements and consequences
  for data transmission
- Respect of SMDG standards

- See detail minute meetings and minutes meeting SMDG 68 plenary and process day

Process Work group session

Restart 15:20

Ann-Christin FRÖHMCKE

Process

VSA COPRAR

16:15

Closing remarks

Process Work group session

Support materials not presented during SMDG 68

To be discussed in SMDG 69

Process day award proposal for future SMDG 69

The idea is to recognize excellence shown by organisation members or industry stakeholders in:

- Promotion of efficient process
- Innovative IT development

That is allowing

- EDI exchange spread

Proposed awardee

- **Michael SHÖDER**
  - HLL-UASC- work on VERMAS, TPFREP….promotion of EDI on the THE ALLIANCE
- **Yoshi KITO**
  - Life achievement work with SMDG, ITIGG, UN/EDIFACT Japanese regulatory body and carriers
- **Paul WAUTERS**
  - Work to streamline Container messages and documentations

Steering committee and directorate

Proposal to be discussed next Smdg:

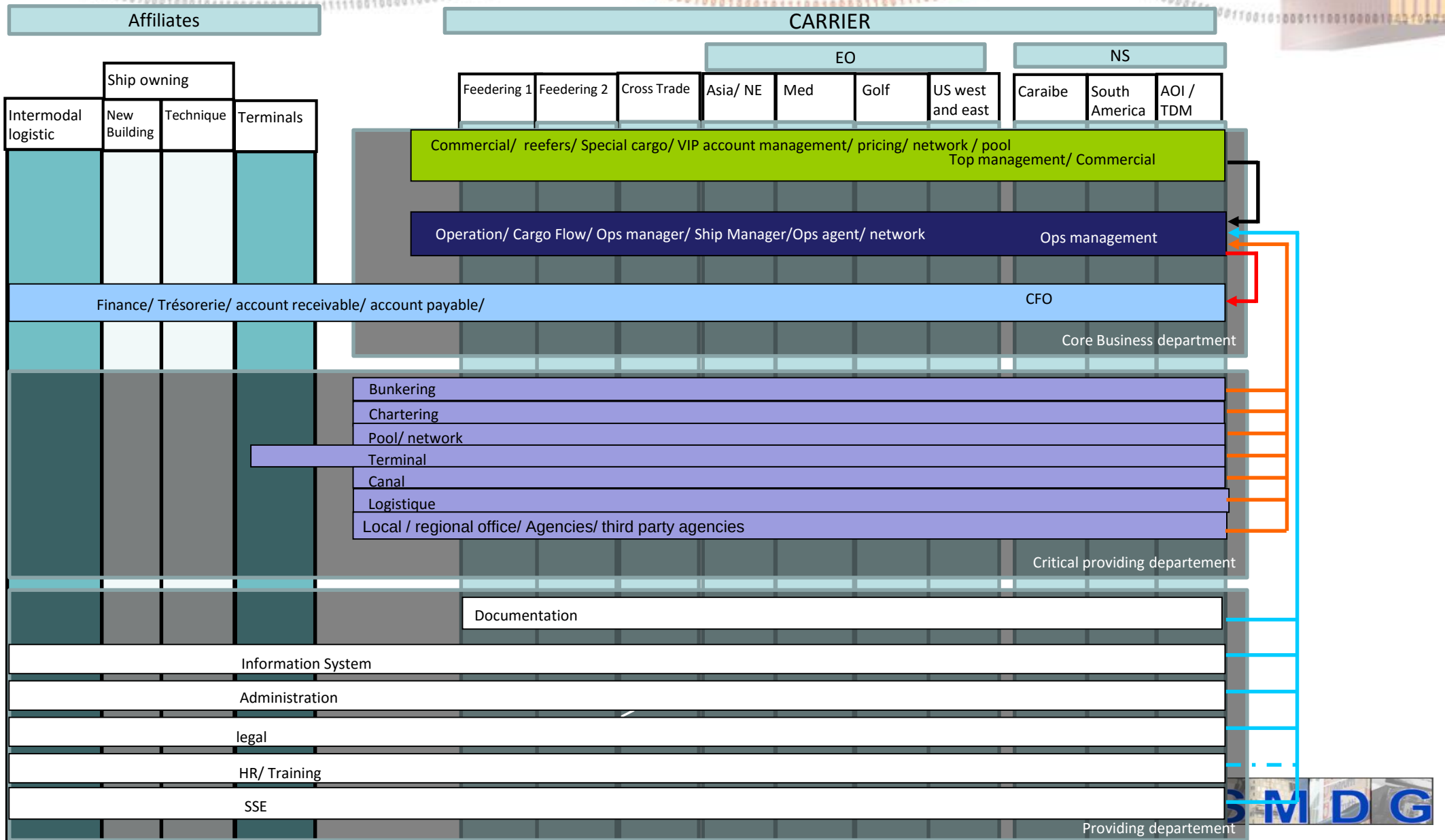
- Addition of a 3rd member from carriers within the directorate
  - Bruis VAN DRIEL. Chairman Terminal
  - Arthur TOUZOT, secretary , It provider consultant
- Having a steering committee constituted of the most active members to help:
  - Steering the strategy of SMDG and make proposal to SMDG members for bi annual meetings objectives and agenda
  - Promoting the SMDG action and EDI implementation and training
  - Representing the SMDG in different organ
    - **JOC- TOC- UN- ITIGG – ISO – WSC - BIC**
- Proposed members:

  Bruis VAN DRIEL, Arthur TOUZOT, Michael SHRÖDER, Paul WAUTERS,

  Jost MÜLLER, Stefano OTTONELLO, Patrick STRAKA…

Industry situation new challenges and opportunities
State of the Union

Carrier organisation

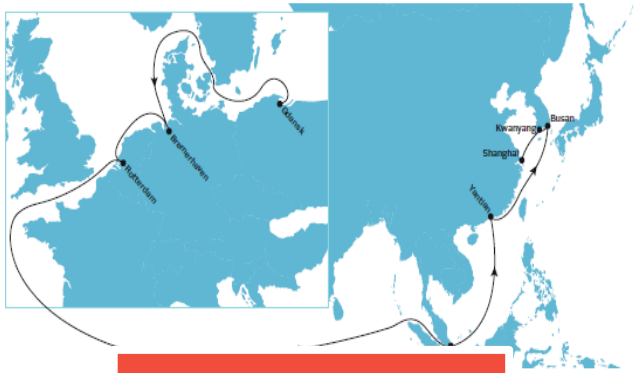


Industry situation new challenges and opportunities

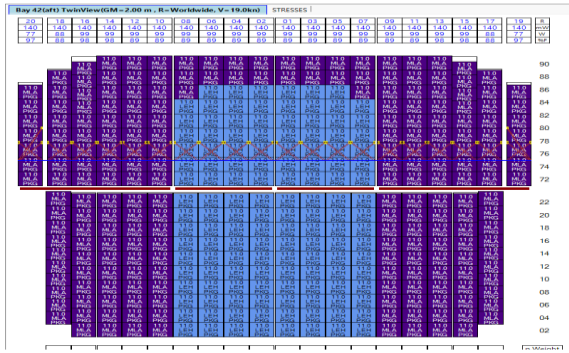
- **Carrier consolidation**
  - CMA CGM- APL/ COSCO-CSCL/ HLL-UASC/ HANJIN-HYUNDAI/ K- Line- MOL- NYK (J3) / EVERGREEN-WAN HAI-YANG MING…
  - THE ALLIANCE/ OCEAN ALLIANCE/ 2M- ?
  - 2 years of stress / loss and further consolidation
  - Operational oligopoly
  - Focus on revenue/ cost / efficiency
  - Big calculation

Open remark 1. Objectives 1

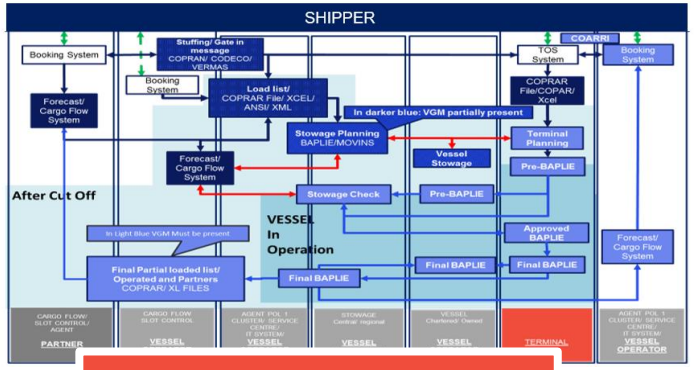
NETWORK ALLIANCES



LINE

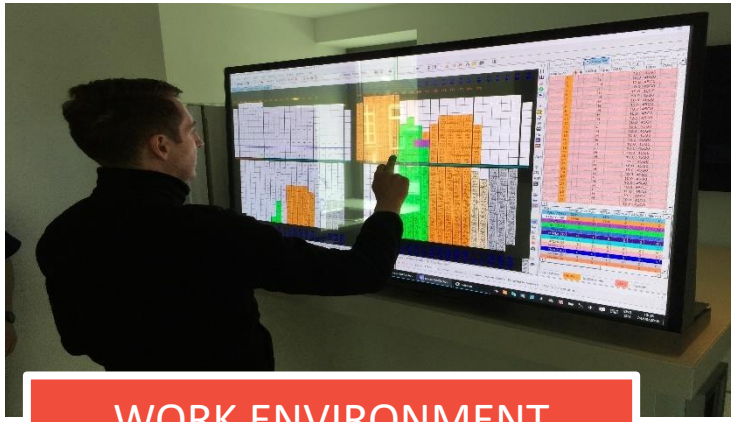


VESSELS STOWAGE



PROCESSES

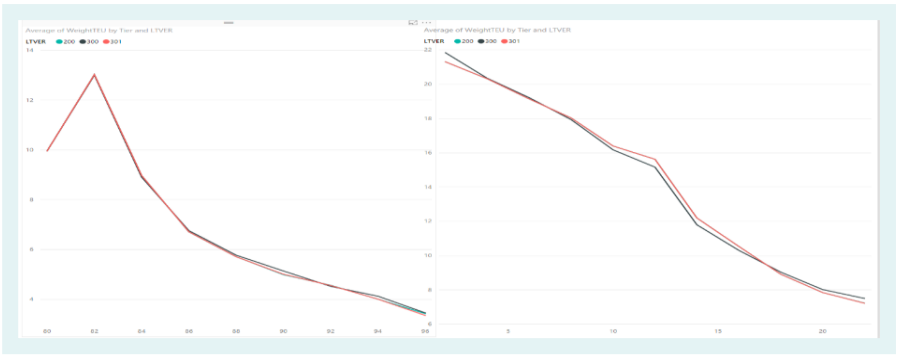
PEOPLES



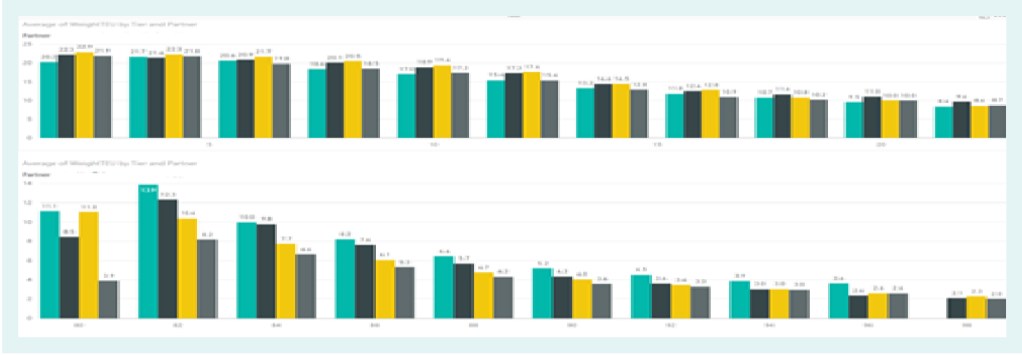
WORK ENVIRONMENT

Open remark 2: KPIs

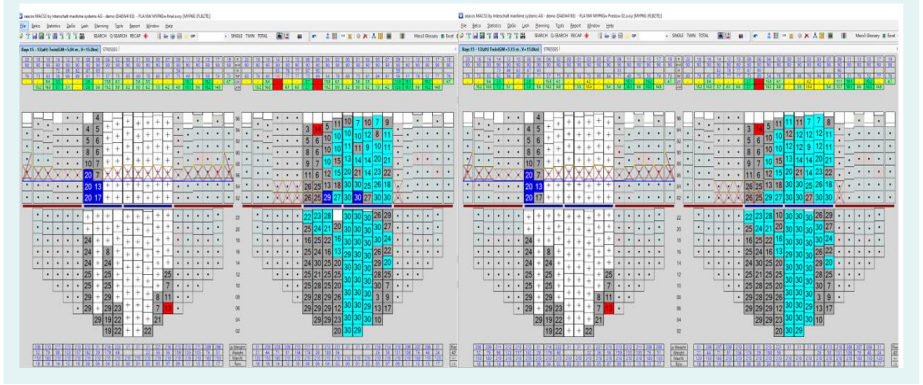
1 **Weight distribution comparison/ prestow/ pre edi/ final by tier**



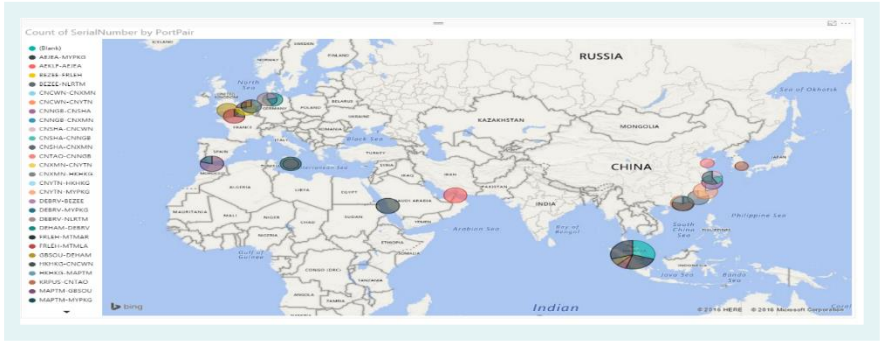
2 **Weight distribution comparison final by partners and by tier**



3 **Weight distribution comparison/ prestow/ pre edi/ final by slot**

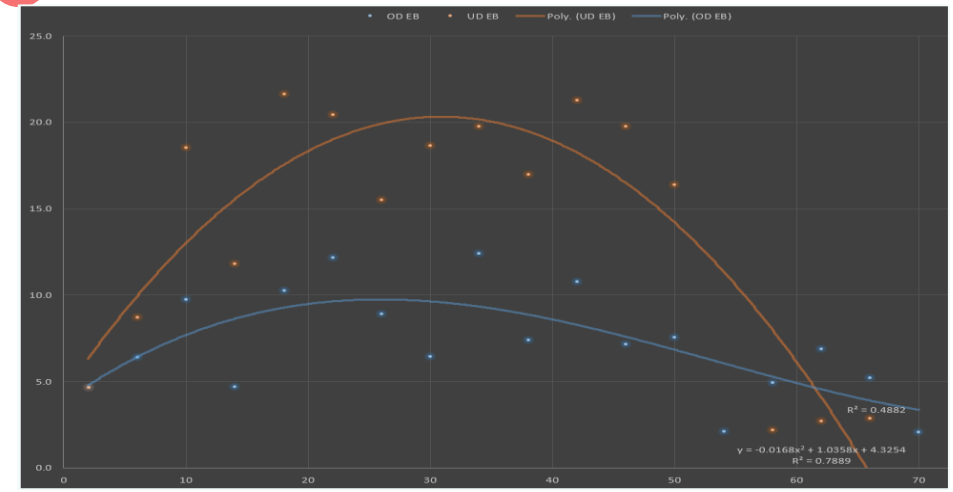


4 **Network volume distribution by POL-POD …**

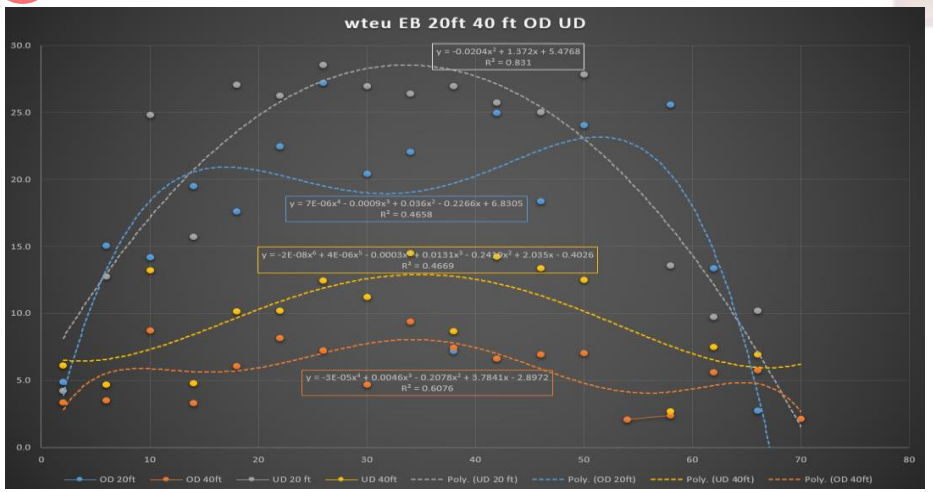


Open remark 2: KPIs

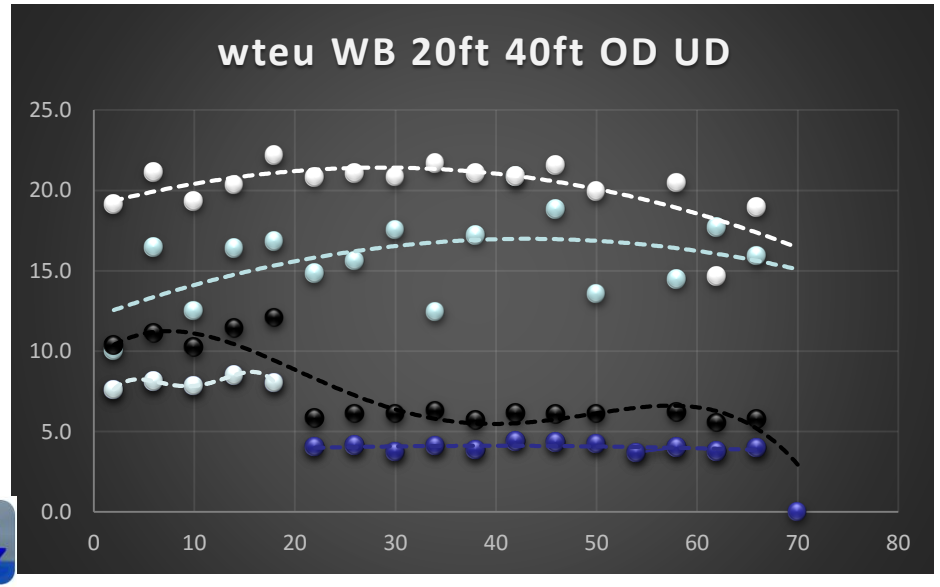
1 Weight distribution EB and WB



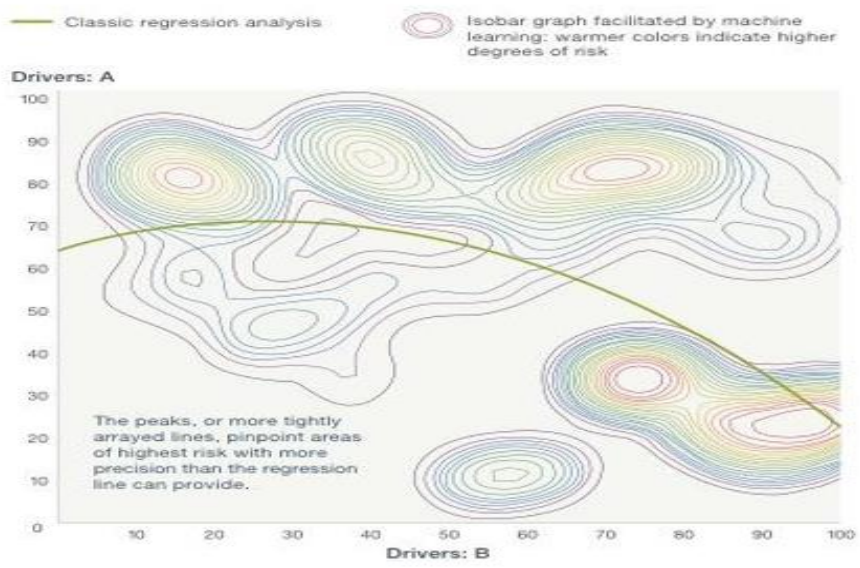
2 Weight distribution EB 20-40 OD and UD



3 Weight distribution WB 20-40 OD and UD



4 Learning Machine KPI… and artificial Inteligence



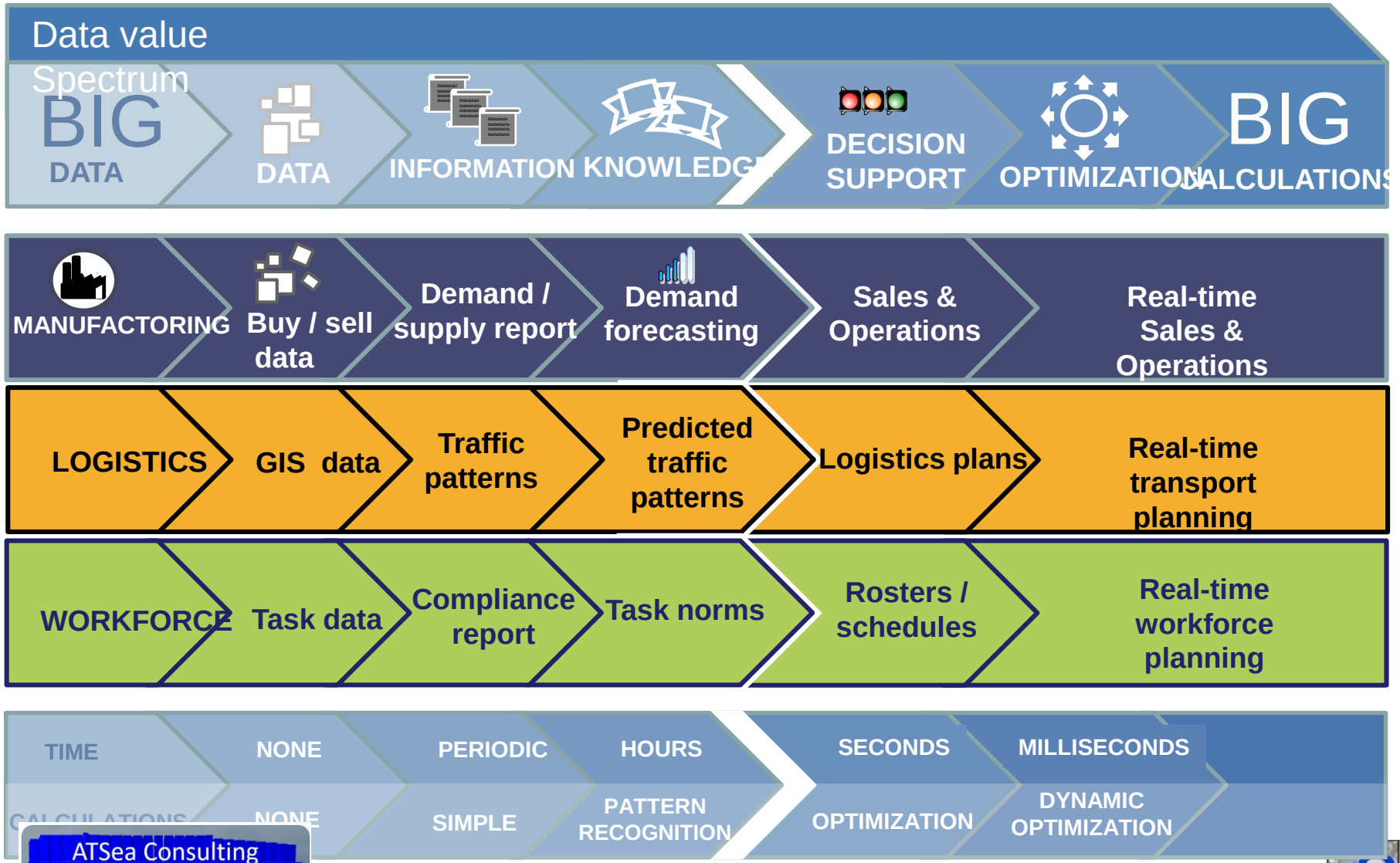
ATSea Consulting

Open remark 3: disruptive technology

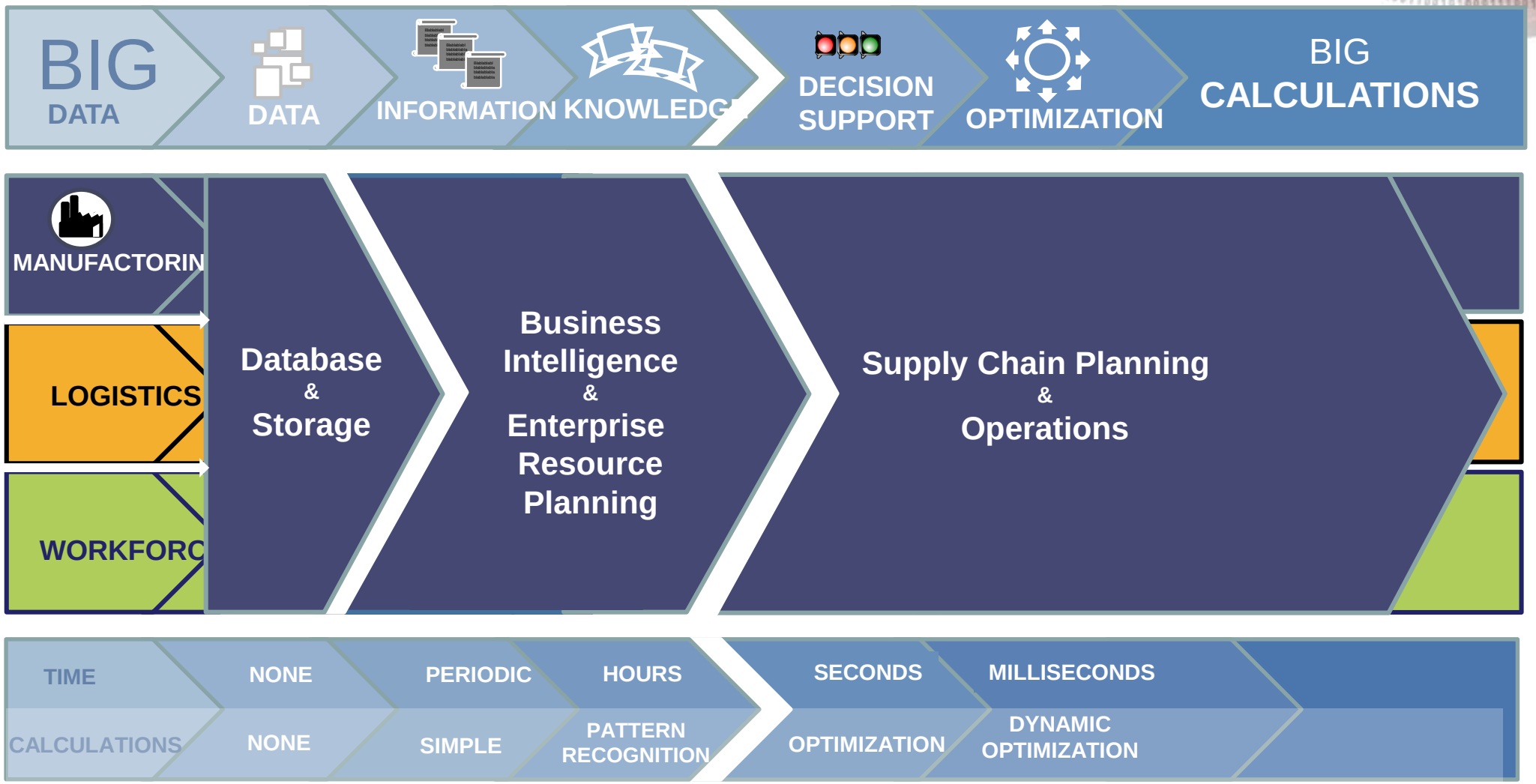
ATSea Consulting

SMDG

Open remark 3: disruptive technology 2



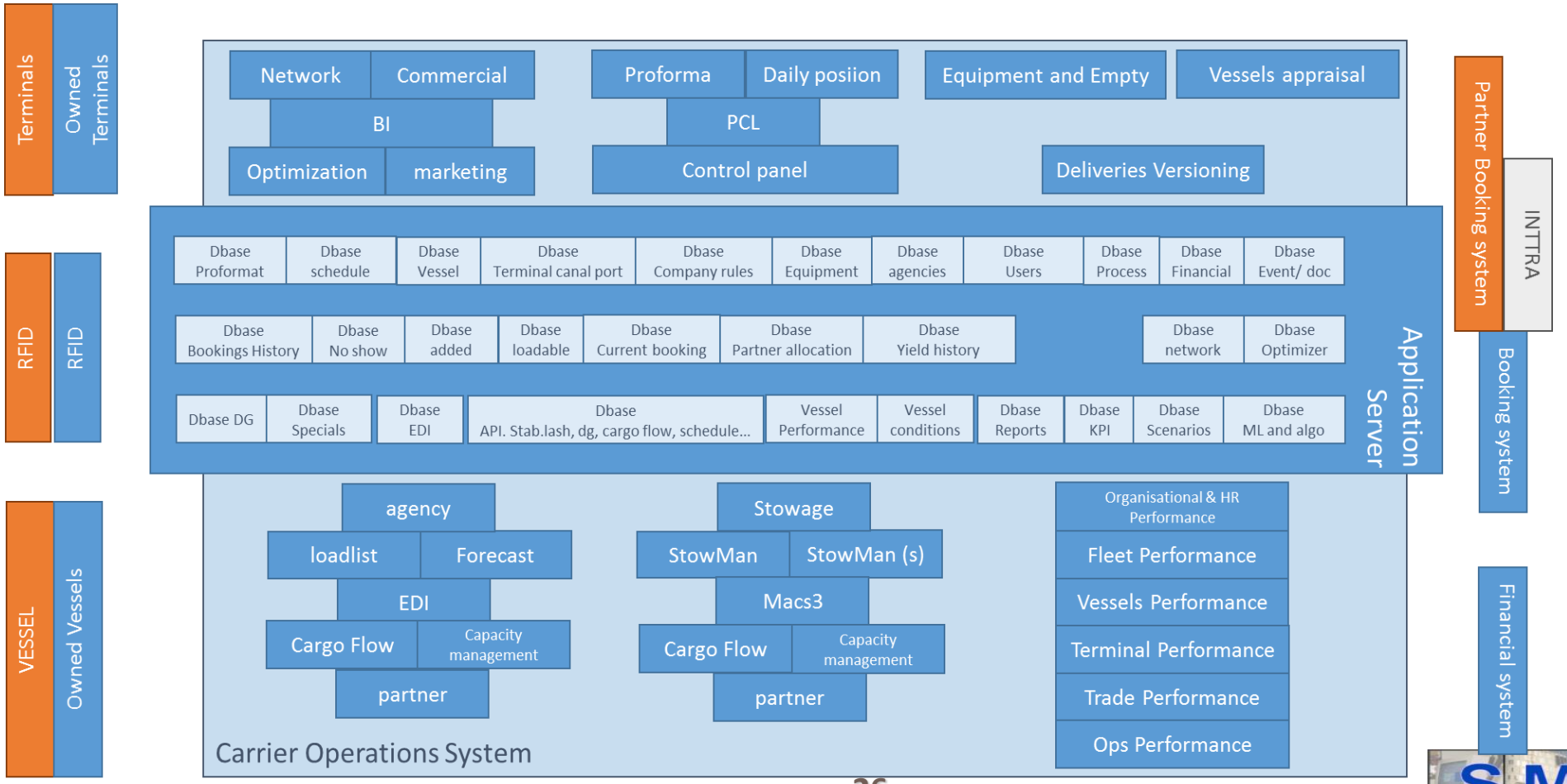
Open remark 3: disruptive technology 2



Industry consolidation and Innovation: IT

ATSea Consulting

- Cos



SMDG

Industry consolidation: TERMINALS

- COSCO
- HANJIN
- APL
- Smaller Terminals
- DP world

Industry consolidation and Innovation: IT

- Cargotec (navis, Interschalt, capstan, XVELA)
- TSB/Kokumsonic

- SAP

- INTTRA…..

Industry consolidation and Innovation: IT

- **Tos**
  - Development of real time Kpi
  - Exchangeable UI
  - Integration of vessel calculation
  - Integration of Berth visibility

- **Thank you**