TRANS/2021/1
Original Language: English
Last Updated: March 26th, 2021

AGENDA ITEM I: INNOVATION, DIGITALISATION AND AUTOMATION

ASSOCIATION OF CARIBBEAN STATES (ACS)

2ND COURSE ON MARITIME PORT UPGRADE FOR EXECUTIVES OF THE GREATER CARIBBEAN

(VIRTUAL MEETING)

ACS Secretariat, Port of Spain, Republic of Trinidad and Tobago

March 23rd, 2021

DP WORLD

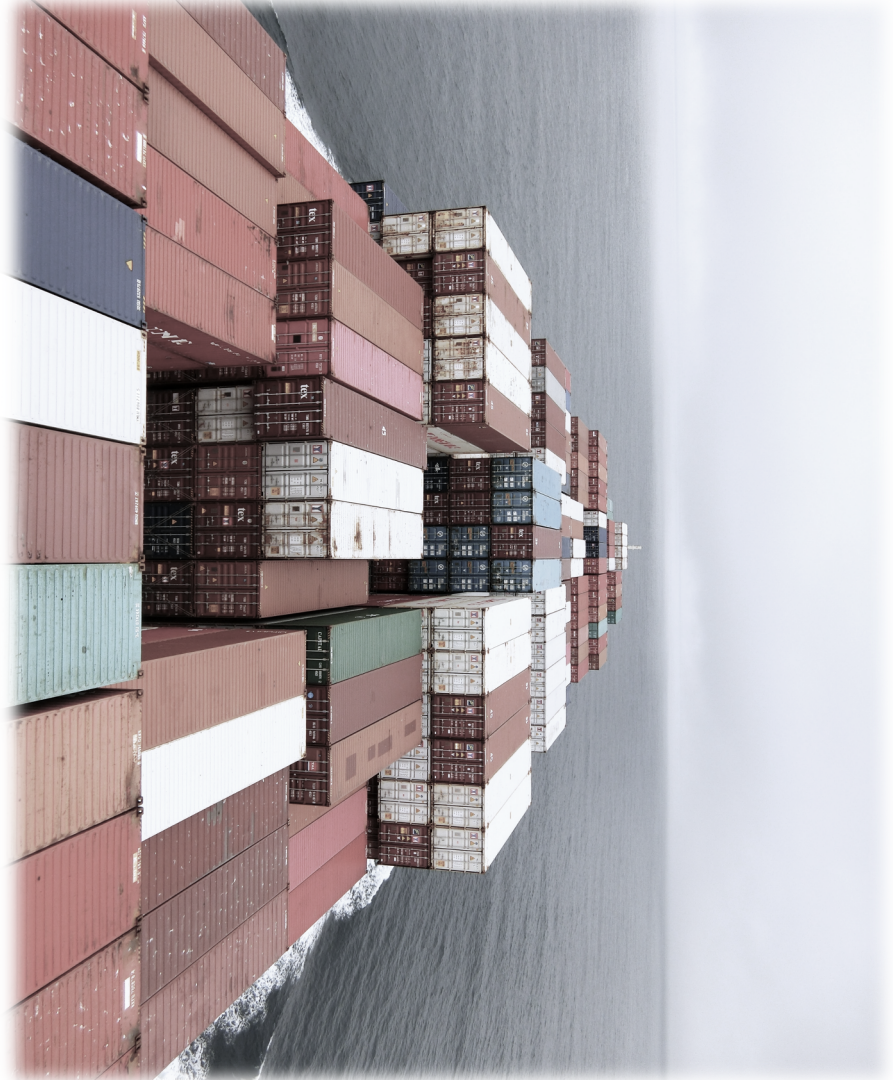
ACS AEC

Association of Caribbean States
Asociación de Estados del Caribe
Association des Etats de la Caraïbe

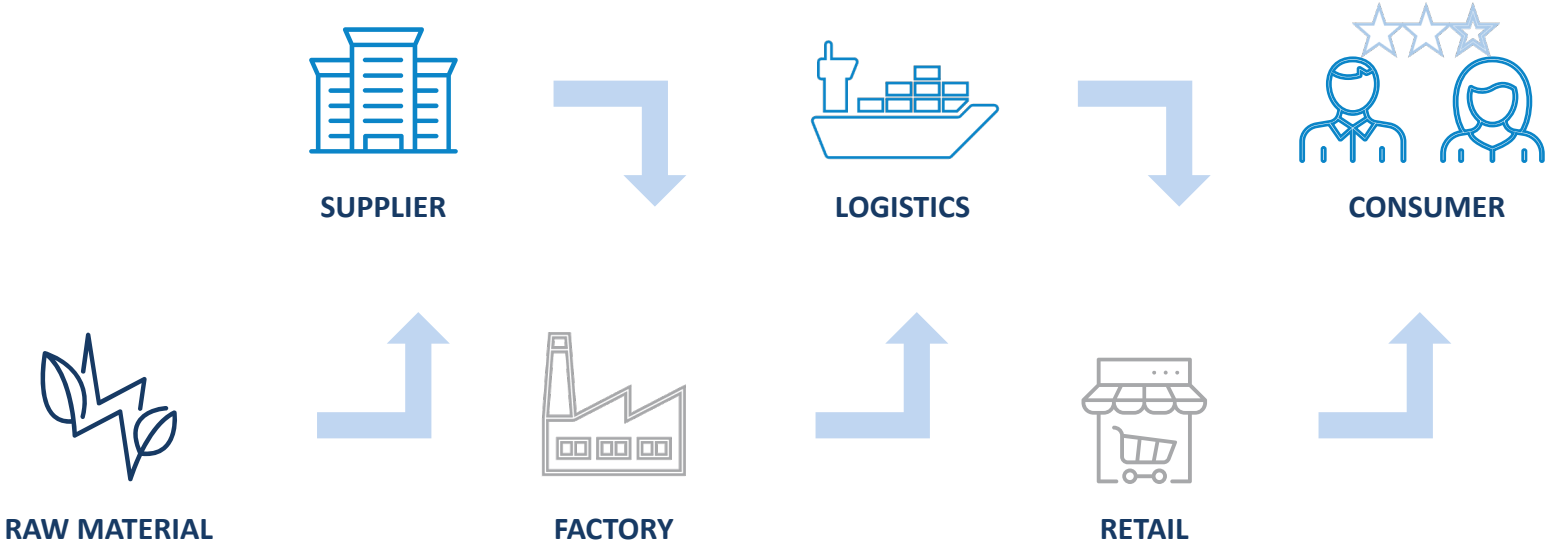
The Innovation Imperative

Ravi Kumar

Head of Digital Product Management
DT World – a DP World Venture



Why innovate now?
The post-pandemic supply chain



The changes and the decisions being made in supply-chains have far reaching consequences.

Trends impacting the supply chain

TYPICAL SUPPLY CHAIN TRENDS

SUPPLIER / MANUFACTURER

- SKU Optimization
- Reduce Linear Supply Chain Networks
- Domestic OEM
- Procurement policy

LOGISTICS

- Rise of marketplaces
- Dynamic routing
- Lights-out Warehousing

RETAILER

- Digital Differentiation
- HSE Strategies
- Supply Chain Resiliency

CUSTOMER

- Want low prices
- Lower discretionary spending
- eCommerce bias

Adapting to the new workplace

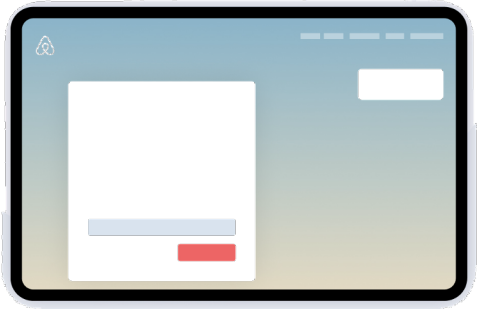
Inputs from Deloitte, McKinsey, Gartner reports & the speaker's own insights

Rise of marketplaces

HOTEL BOOKINGS

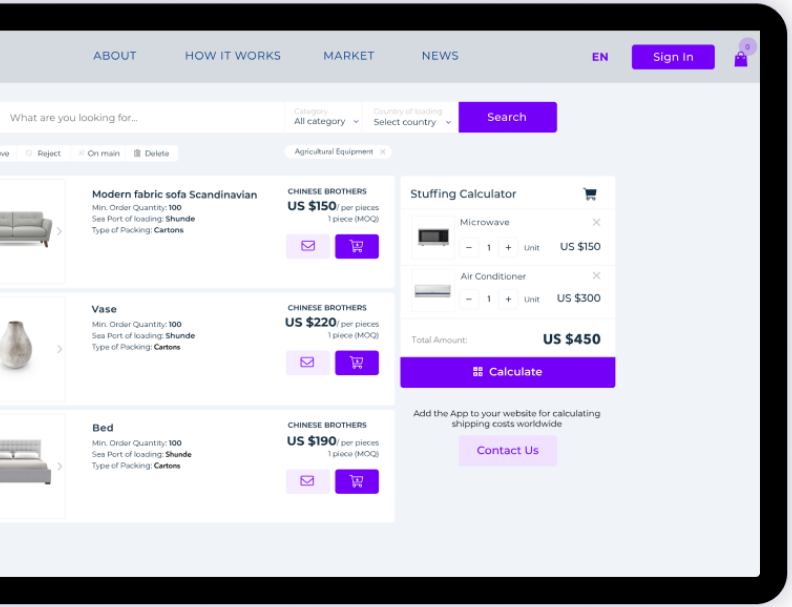
TRIP BOOKINGS

APARTMENT BOOKINGS

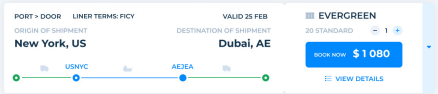


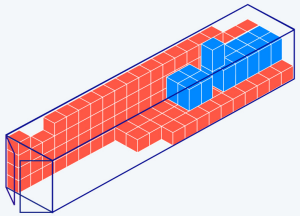
FLIGHT BOOKINGS

Making B2B as intuitive as B2C



EXPORT PRICE





Shipment Information:

DELIVERY MODE: Door to port
TRANSIT TIME: 30 days
PORT OF ORIGIN: New York, US
PORT OF DESTINATIONAL: Dubai, AE
READY TO LOAD: 25 Feb 2020
TOTAL: USD 1 080

Cargo packing:

TOTAL 400 packages
PACKED 400 packages (100%)

Container №1 (40' dv 1 units)
PACKED: 400 packages: (100%).
INCLUDING:
- **Cargo 1** 100 packages (100%)
- **Cargo 2** 300 packages (100%)

Cargo volume: 32.64 m3
(48% of volume)

Cargo weight: 25000 kg
(87% of max payload)

TOTAL PRICE
USD 32 600

A new age logistics marketplace

SEARATES

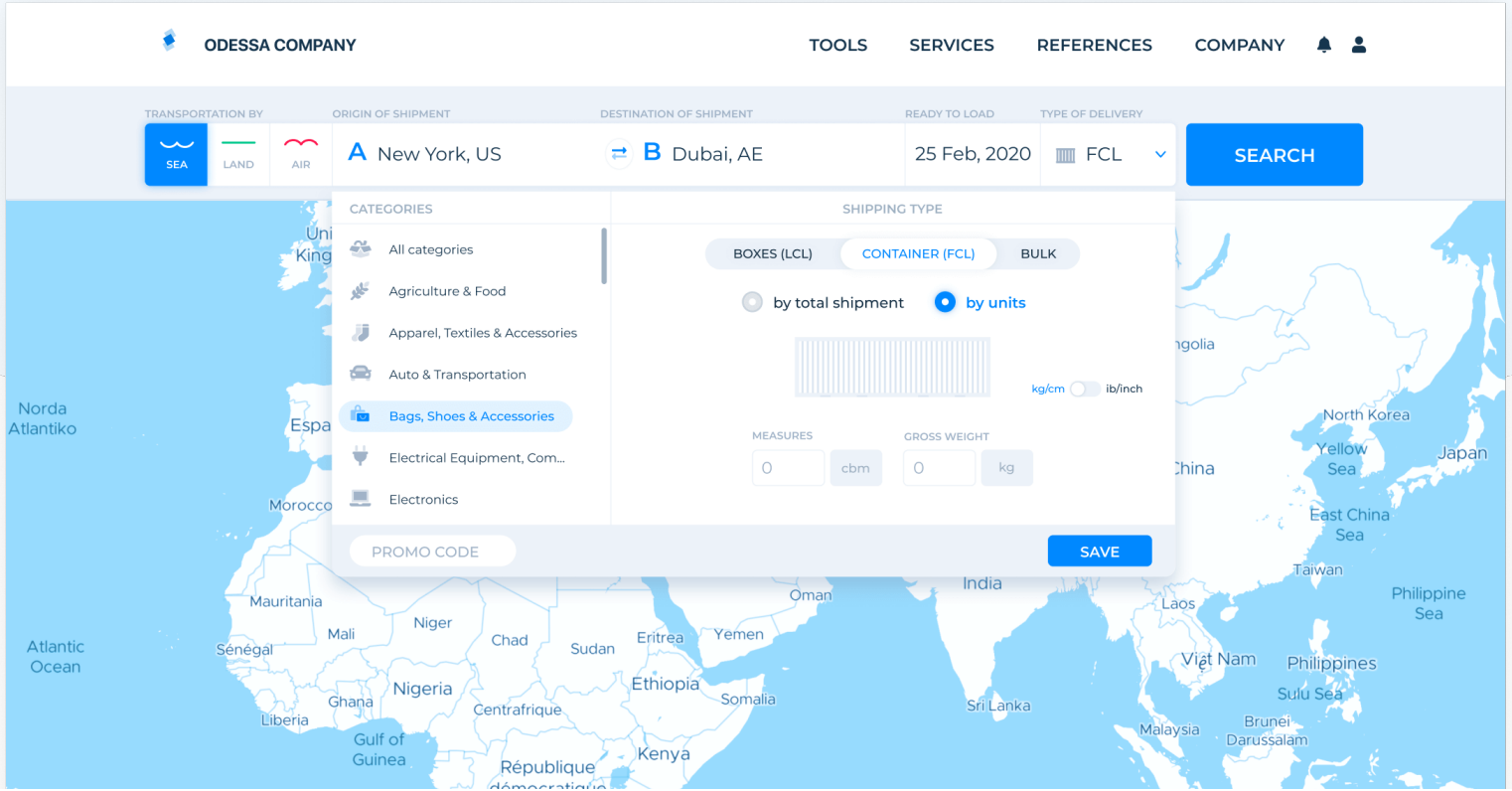
Freight Calculator

Tracking system

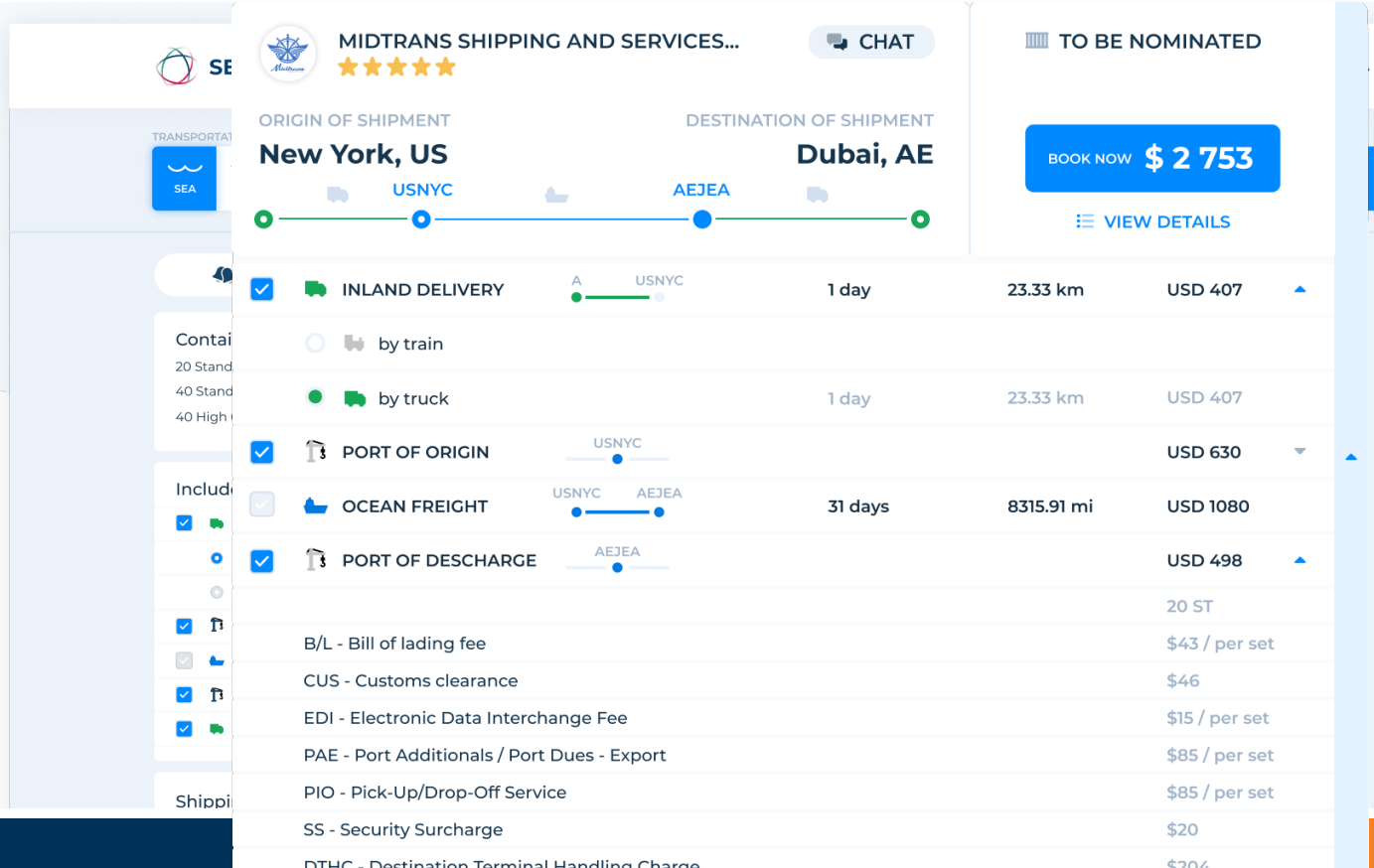
Load Calculator

Shipping Schedules

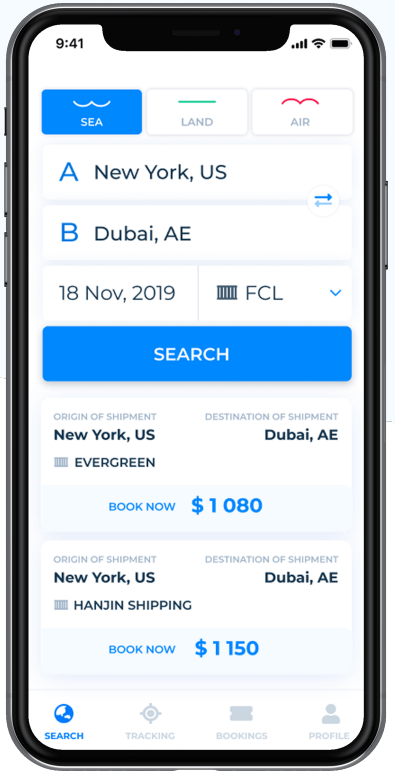
SeaRates – a new age marketplace

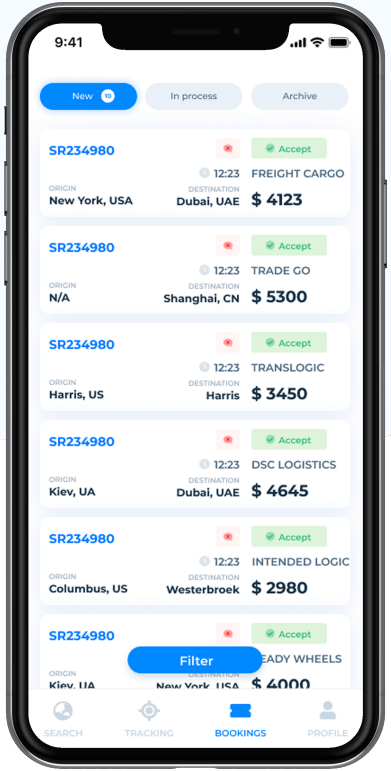


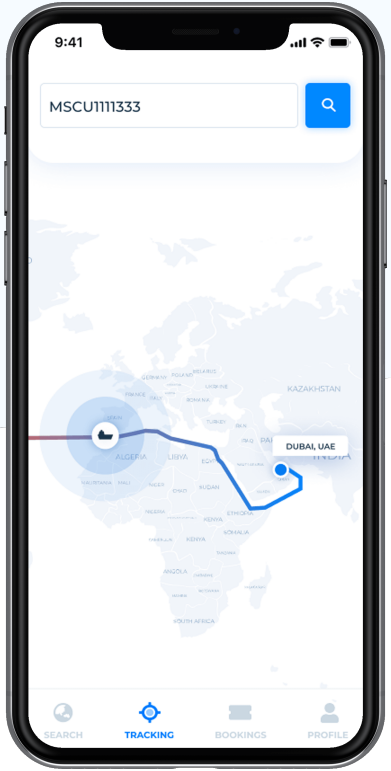
SeaRates – a new age marketplace



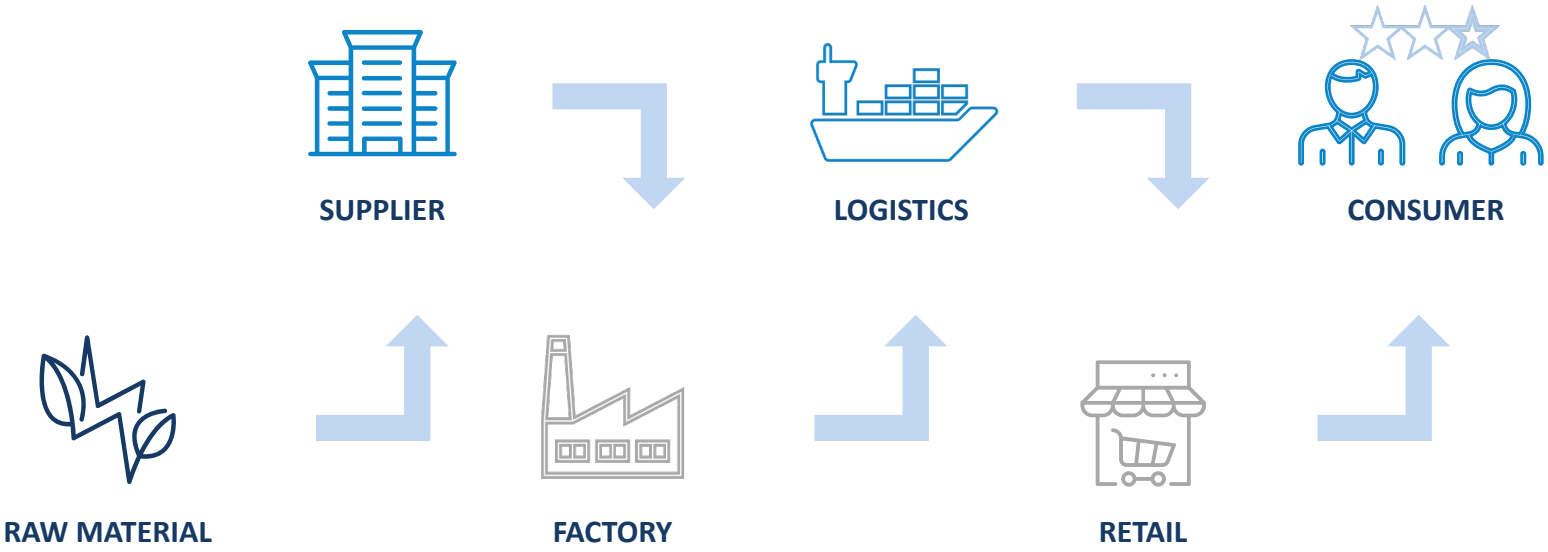
SeaRates – a mobile first marketplace







Supply Chain Interactions



The interactions in our supply chain are anything but linear and streamlined

Trade Process: Addressing the Complexity

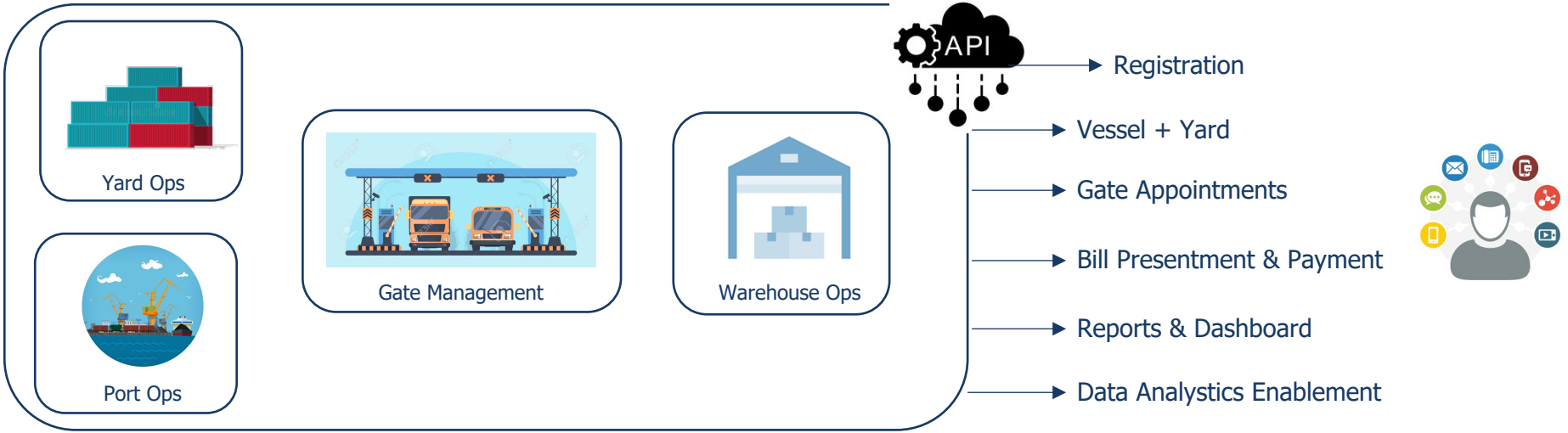
No	Stakeholders	Code	SLA	TRO	TPT	FWD	CUB	DGA	EXP	IMP	DDC	PGA	LGC	ECY	CHY	RNT	APD	PIL	TUG	SLI	CRA	COC	Interactions
1	Shipping Agents	SLA		x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		18
2	Terminal Operator	TRO	x		x	x	x	x	x	x	x	x	x	x	x		x	x		x	x?		15
3	Transport Company / Driver	TPT	x	x		x	x	x	x	x	x		x	x	x	x							12
4	Forwarder	FWD	x	x	x		x	x	x	x	x	x	x	x	x								12
5	Custom Broker	CUB	x	x	x	x		x	x	x	x	x	x	x	x								12
6	DGA	DGA	x	x	x	x	x		x	x		x	x				x						10
8	Exporter	EXP	x	x	x	x	x	x			x	x	x									x	10
7	Importer	IMP	x	x	x	x	x	x			x	x	x										9
9	Demurrage & Detention	DDC	x		x	x	x	x		x	x			x	x								9
10	Participating Government Agencies	PGA	x	x		x	x	x	x	x			x				x						9
11	Logistics Center	LGC	x	x	x	x	x	x	x	x		x											9
12	Empty container Yard	ECY	x	x	x	x	x				x				x	x					x		9
13	Chassis Yard	CHY	x	x	x	x	x				x			x		x							8
14	RNTT	RNT	x		x									x	x								4
15	Port Authority	APD	x	x				x				x											4
16	Pilot Association	PIL	x	x													x		x				4
19	Tug Companies	TUG	x	x													x	x					4
17	Shipping Lines	SLI	x	x																			2
18	Container Repair Agency	CRA	x	x?										x									2
20	CAMARA - Chamber of Commerce	COC							x														1
Interactions			18	16	12	12	12	10	10	9	9	9	9	9	8	4	6	3	2	2	2	1	

Cargoes Community

A next-generation community system

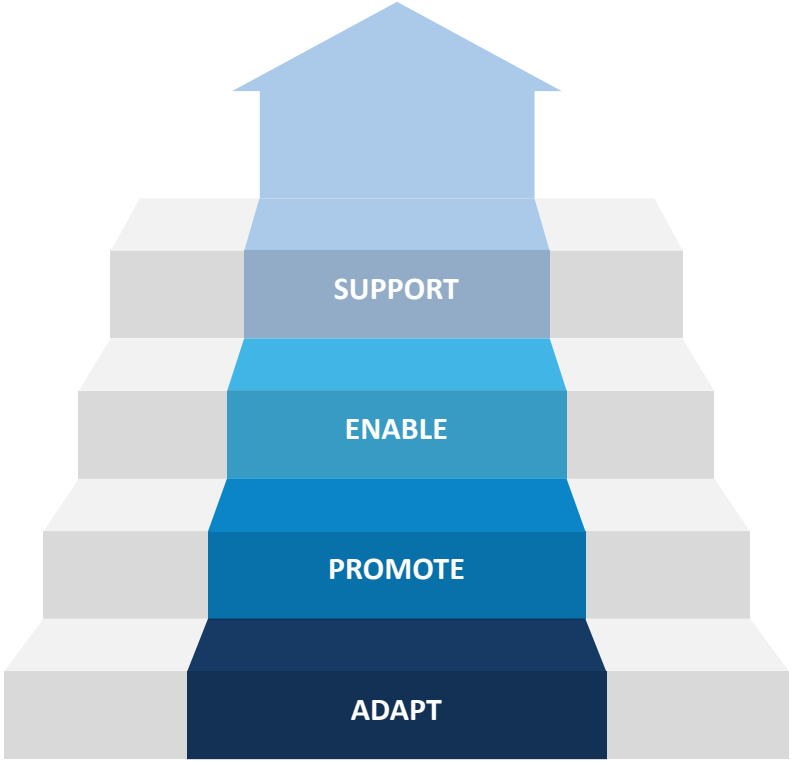
Aligned with the operational modules in a typical sea or air port

Ensures that stakeholder interactions are streamlined for contactless cargo movements from ports.



Cargoes Community

A Digital Transformation Program



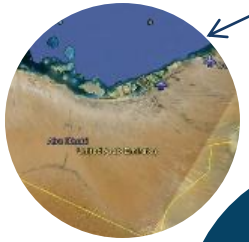
Develop a loyal customer community by providing timely support and proactive client relations.

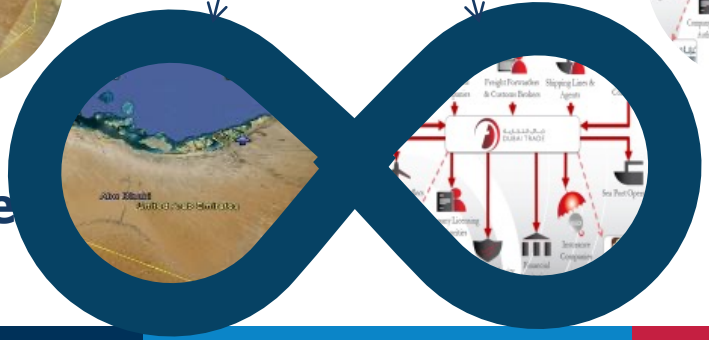
Create a skilled user community by availing a continuous learning experience through vocational training, in-class and online.

Spread awareness within the business community. Build trust through creative marketing and effective public relations.

Customize the solution to match any location specific requirements. Localize to support local languages. Integrate with stakeholders' systems.

Cargoes Community
Innovate to integrate





Hard Infrastructure

Soft Infrastructure

- Digitizing cross-border cargo movement.
- Maximize government investments in developing logistics assets in the country
- Standardization of maritime information exchange

IPCSA
International Port Community Systems Association

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The Innovation Imperative

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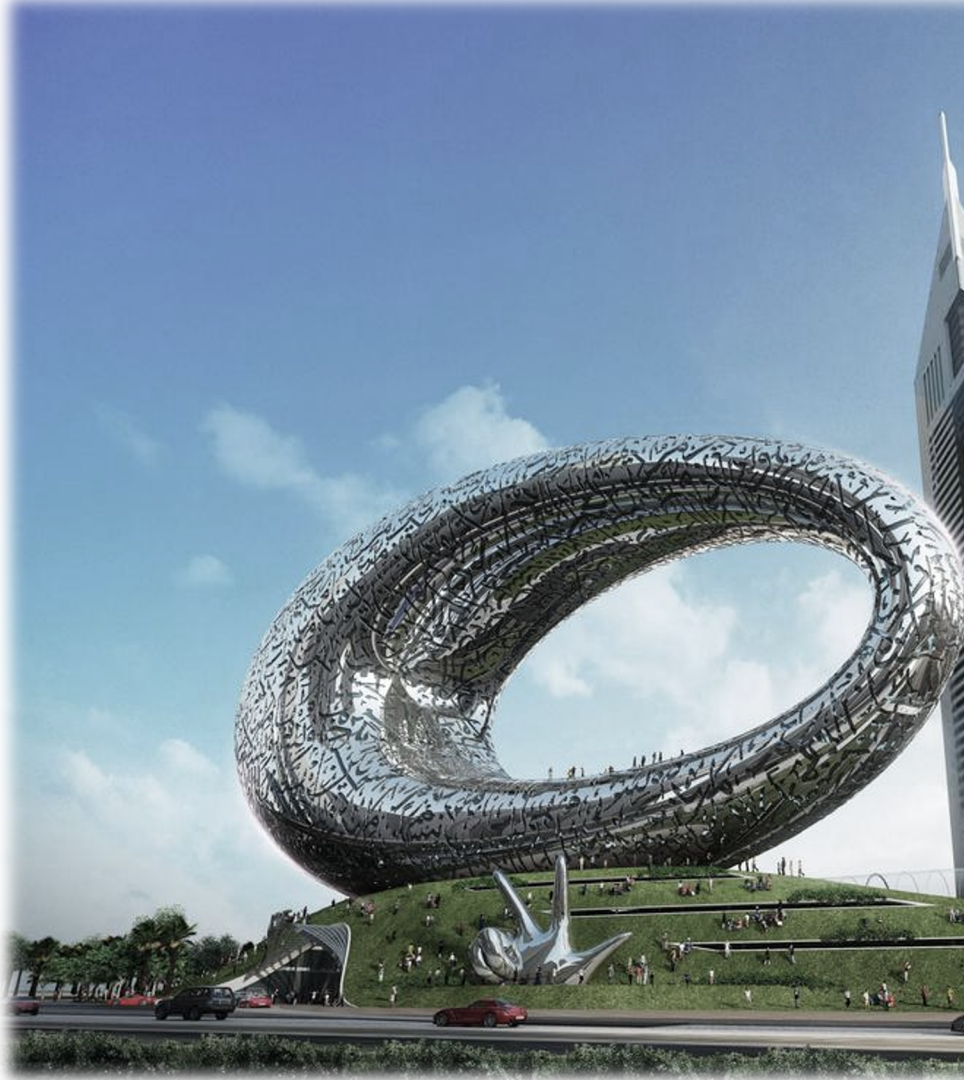
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