



Disrupting the Operational workflow software market

# PortLink Solutions

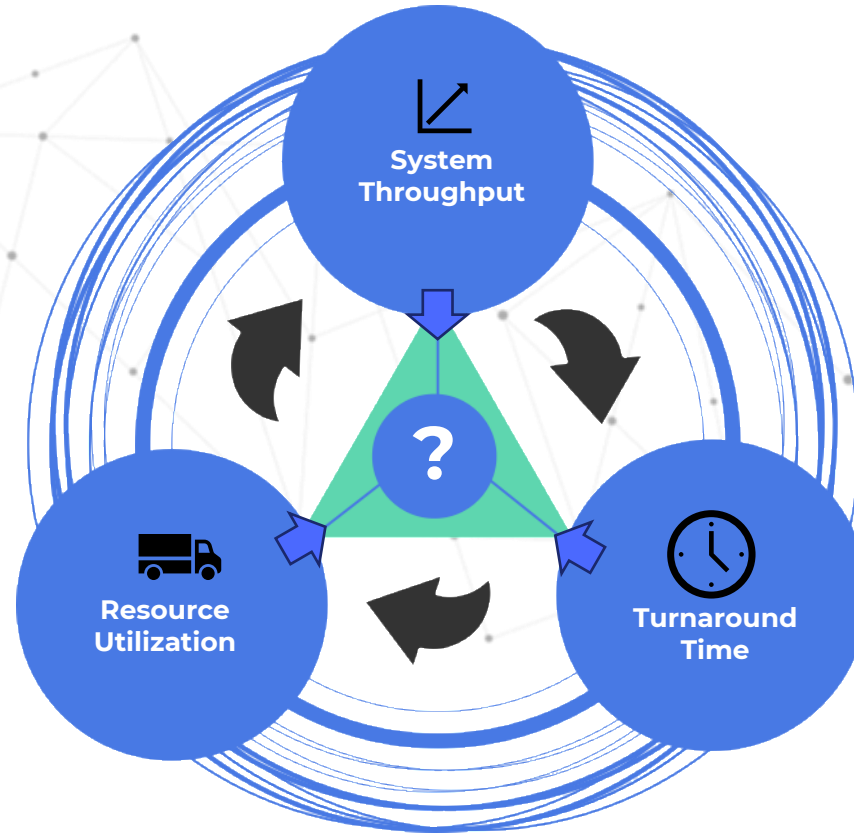
*Beyond Rules and Workflows:  
Systems Built to realize Business Objectives*

June 17, 2025  
[www.avlino.com](http://www.avlino.com)



# The conflicting business goals in Container Terminal Operations

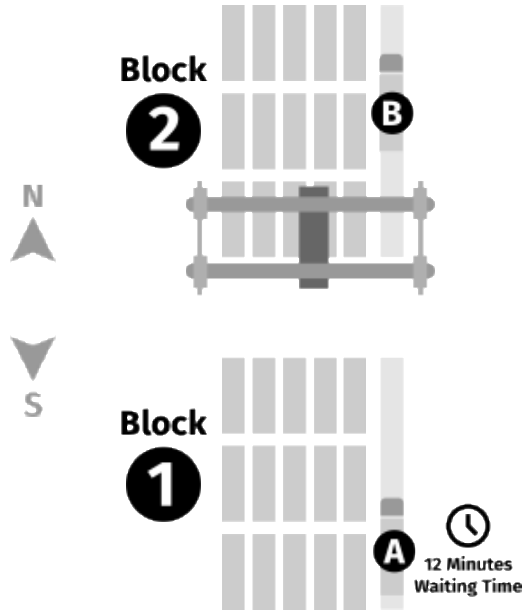
*Container Terminals struggle to balance Throughput (Revenue), Resource Utilization (Profitability), and Turnaround time (Velocity)*



**Avlino pioneered a newer paradigm – Objective Oriented Systems that generates dynamic operational logic to balance the conflicting goals without the need for replanning or human based parametric changes**

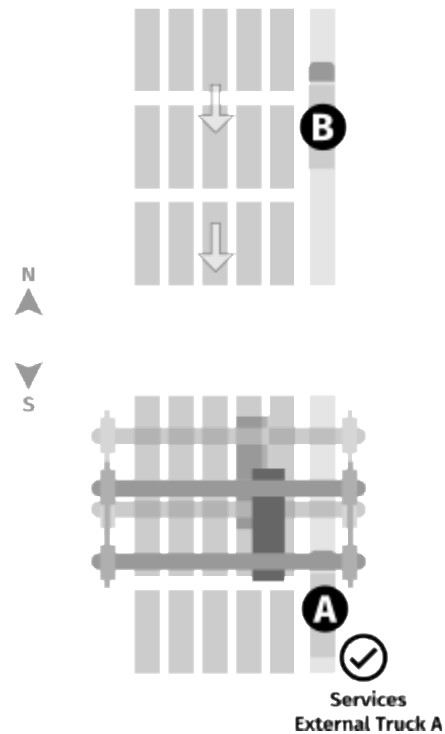
# First example highlighting the conundrum...

## Use Case 1

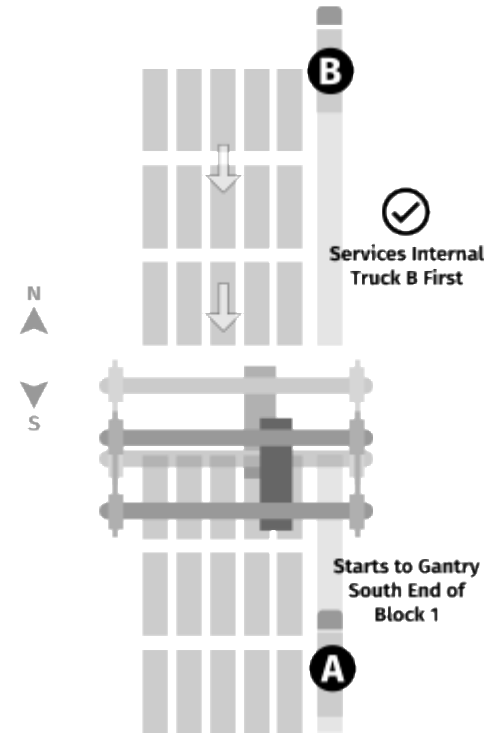


1. RTG serving 2 Blocks
2. External Truck A waiting at the South end of Block 1 for a delivery. Arrived 12 mins ago
3. External Truck B just pulled to the North end of Block 2, also for delivery
4. RTG serving the North end of Block 2 in the last Bay

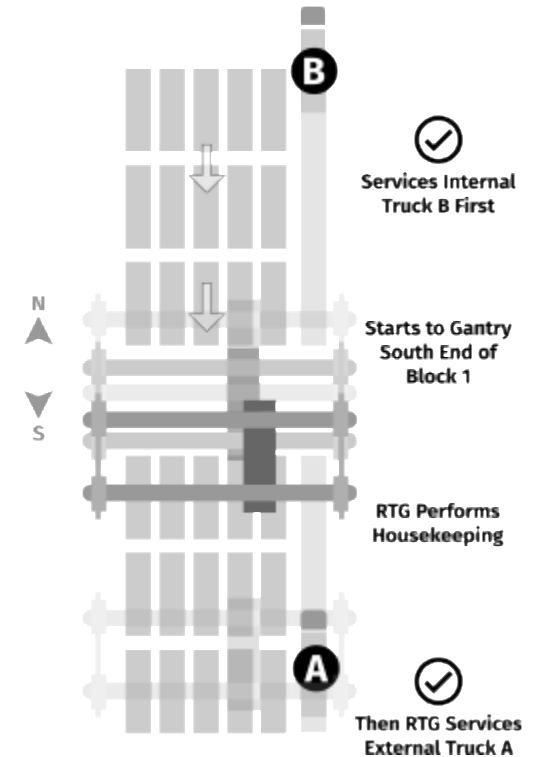
## Scenario 1



## Scenario 2

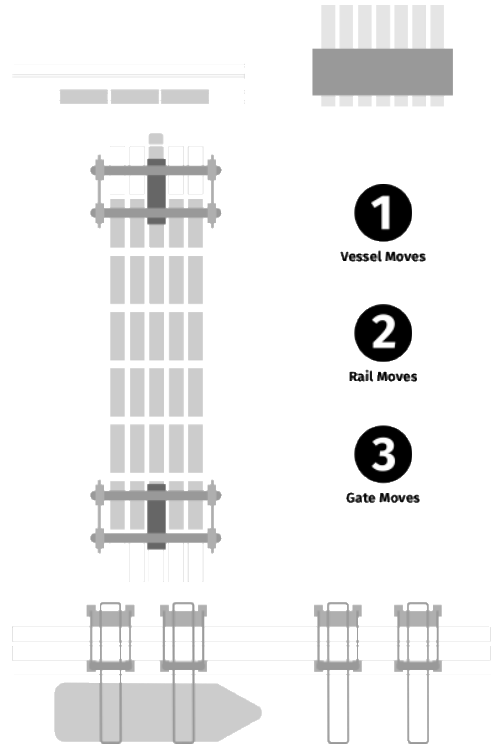


## Scenario 3



# Second example highlighting the conundrum...

## Use Case 2



**1**  
Vessel Moves

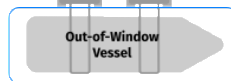
**2**  
Rail Moves

**3**  
Gate Moves

1. Fully Automated Gateway Terminal
2. Configured to prioritize Block moves in the following order – Vessel related moves first, then Rail related moves, and remaining moves allocated to Gate.

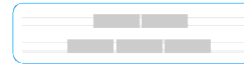
## Scenario 1

**70%**  
Yard Utilization



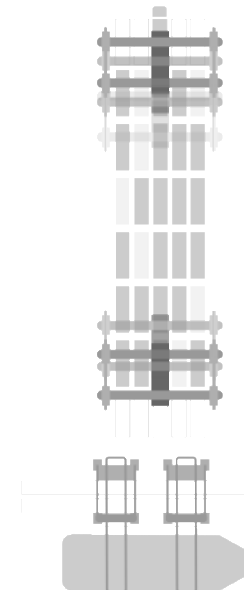
## Scenario 2

**80%**  
Yard Utilization



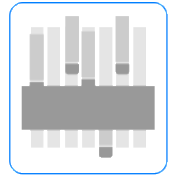
↑  
Rehandles

↑  
**25%**  
Increased Imports

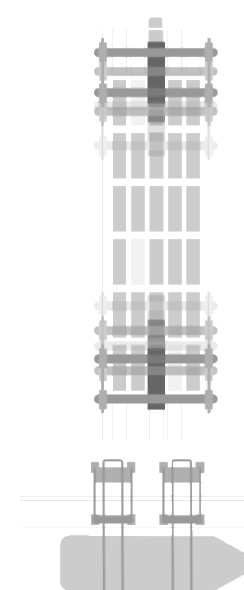


## Scenario 3

**90%**  
Yard Utilization



!



# Enter the newer paradigm of AI /OR systems vs. the Traditional Workflow Software

AI systems are outperforming current systems:

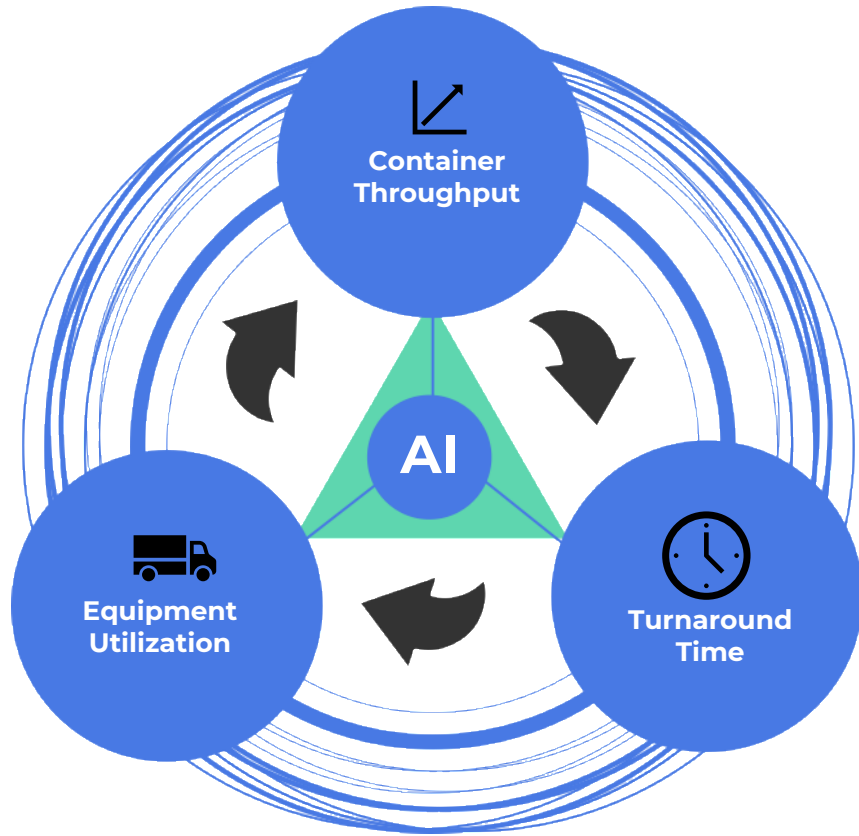
- Dynamically adapting to real time operational changes
- Delivering ML-based self-learning
- Reconfiguring parameters automatically
- Replacing the penalty approach with an objective functional realization approach



# Solutions like PortLink has resulted to a newer paradigm

## Before PortLink

- Business KPIs were static
- **Software and operational logic drove business outcomes**



## With PortLink

- Business KPIs are dynamic and can be varied
- **Business objectives drive the operational logic**

# Client #1

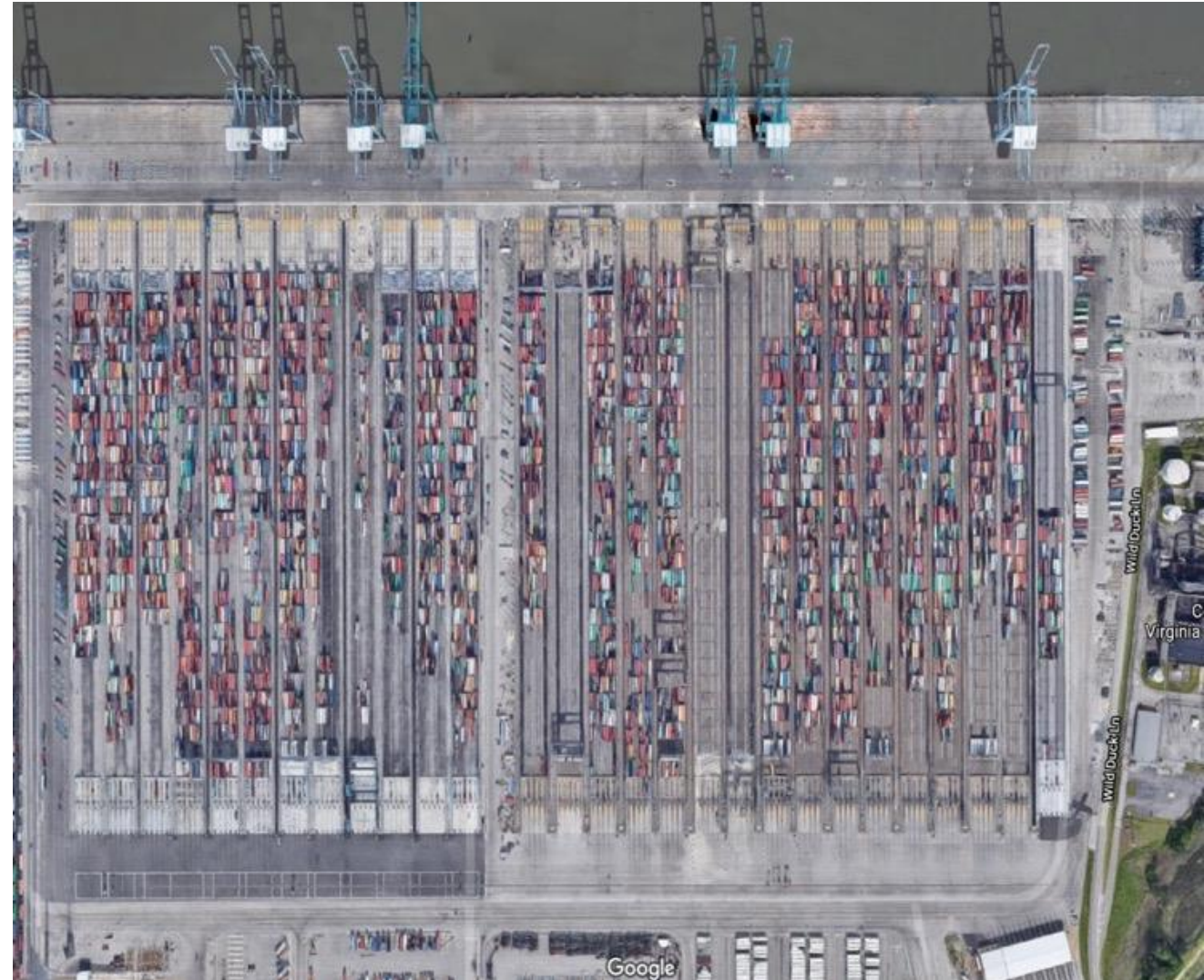
## 2.5M TEU ASC Terminal

### Client Challenges

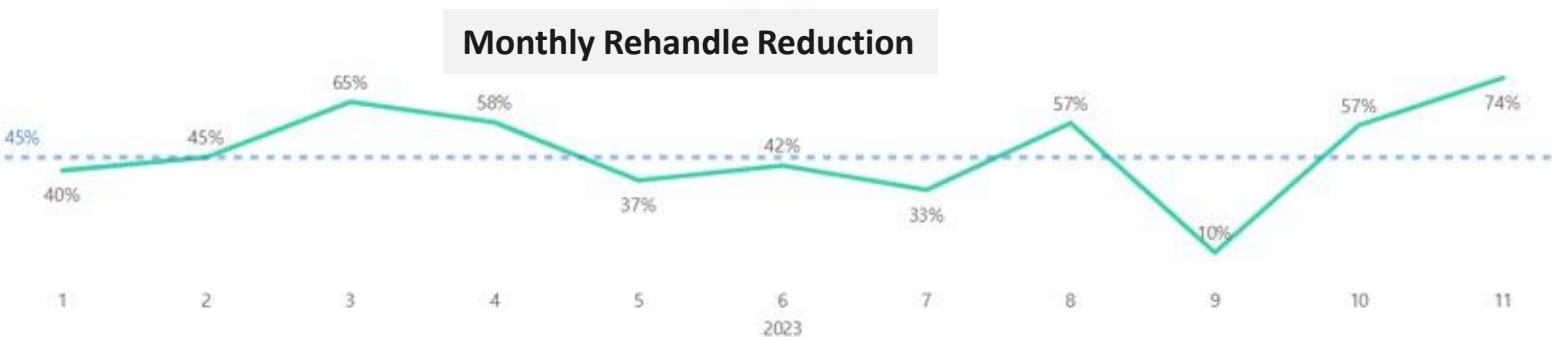
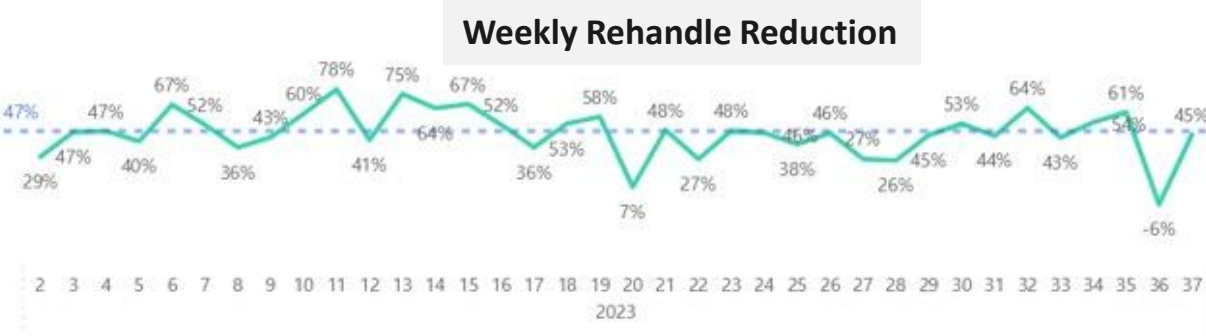
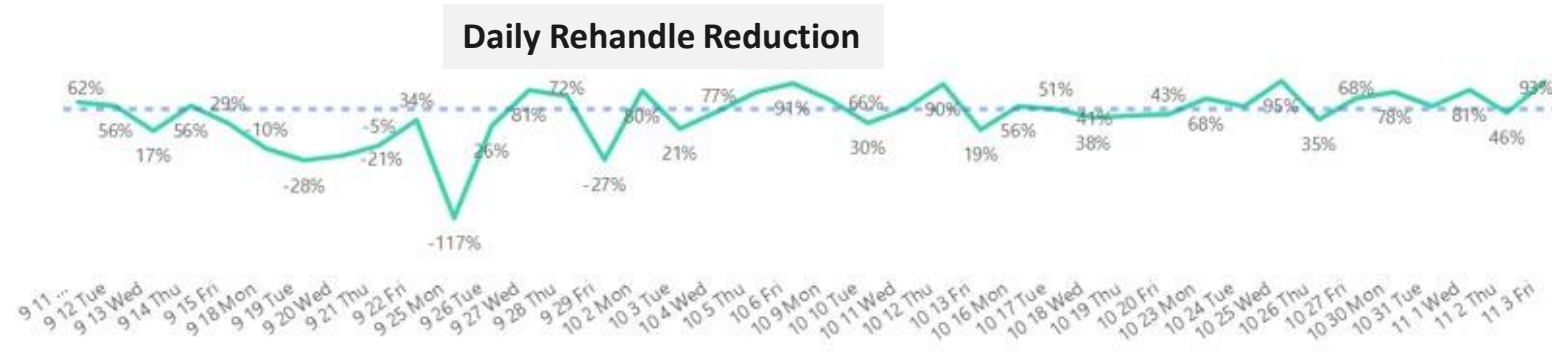
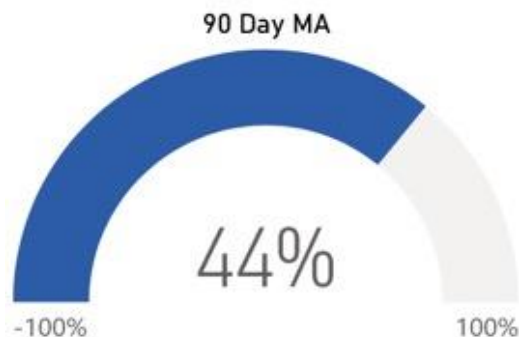
- 1) Gate Throughput was significantly constrained, especially during peak-time
- 2) Rehandle ratio, especially for import container delivery, was high

### Avlino Solution

- 1) Avlino deployed PortLink Yard Solution



# PortLink Reduced Rehandle Rate by 45% consistently in the last 18

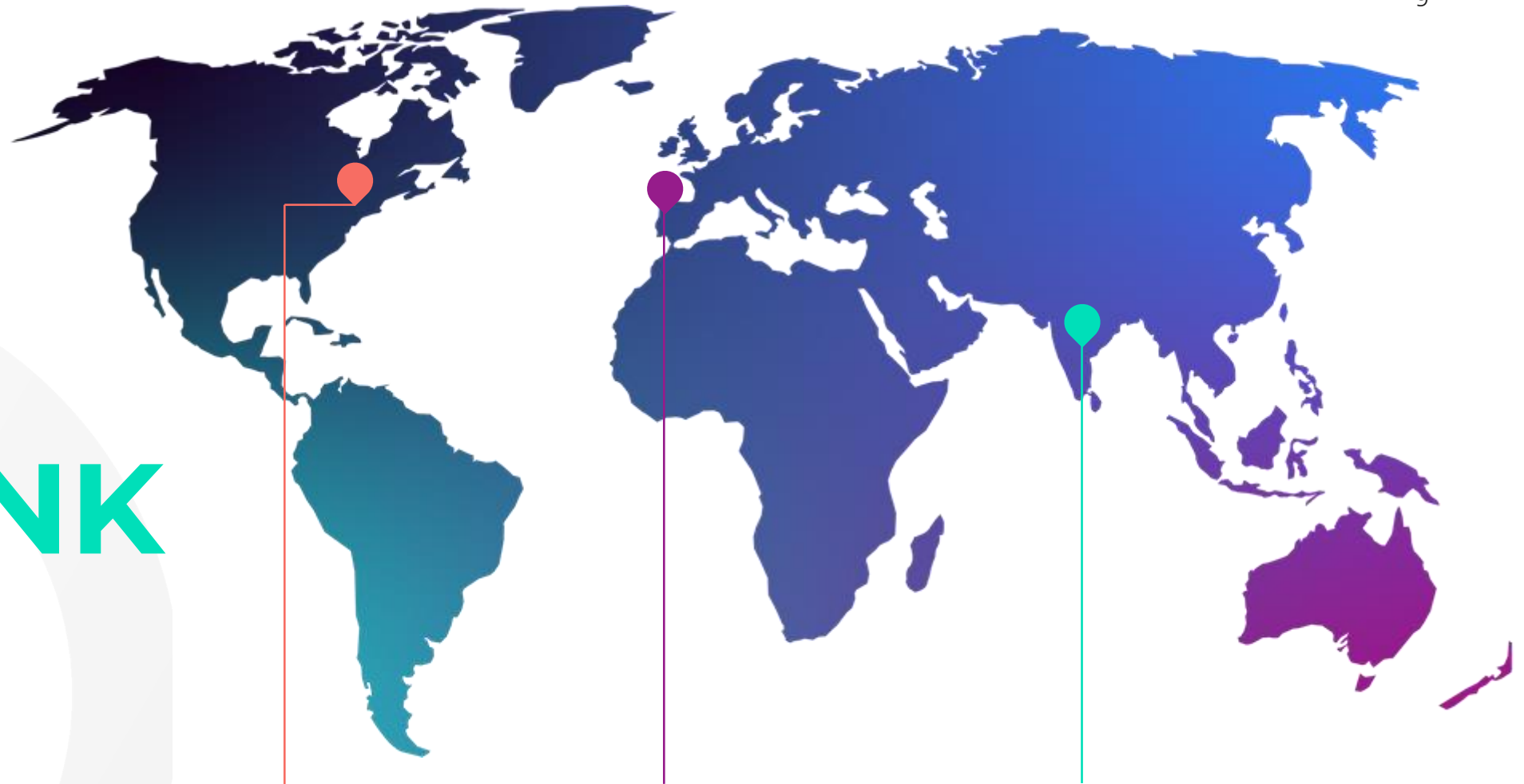


Results measured from Jan 10, 2024

# THANK YOU

## Contact us

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