



ALATAS
CRANE SERVICES WORLDWIDE

OVERCOMING INTEGRATION CHALLENGES IN MIXED-ASSET PORTS

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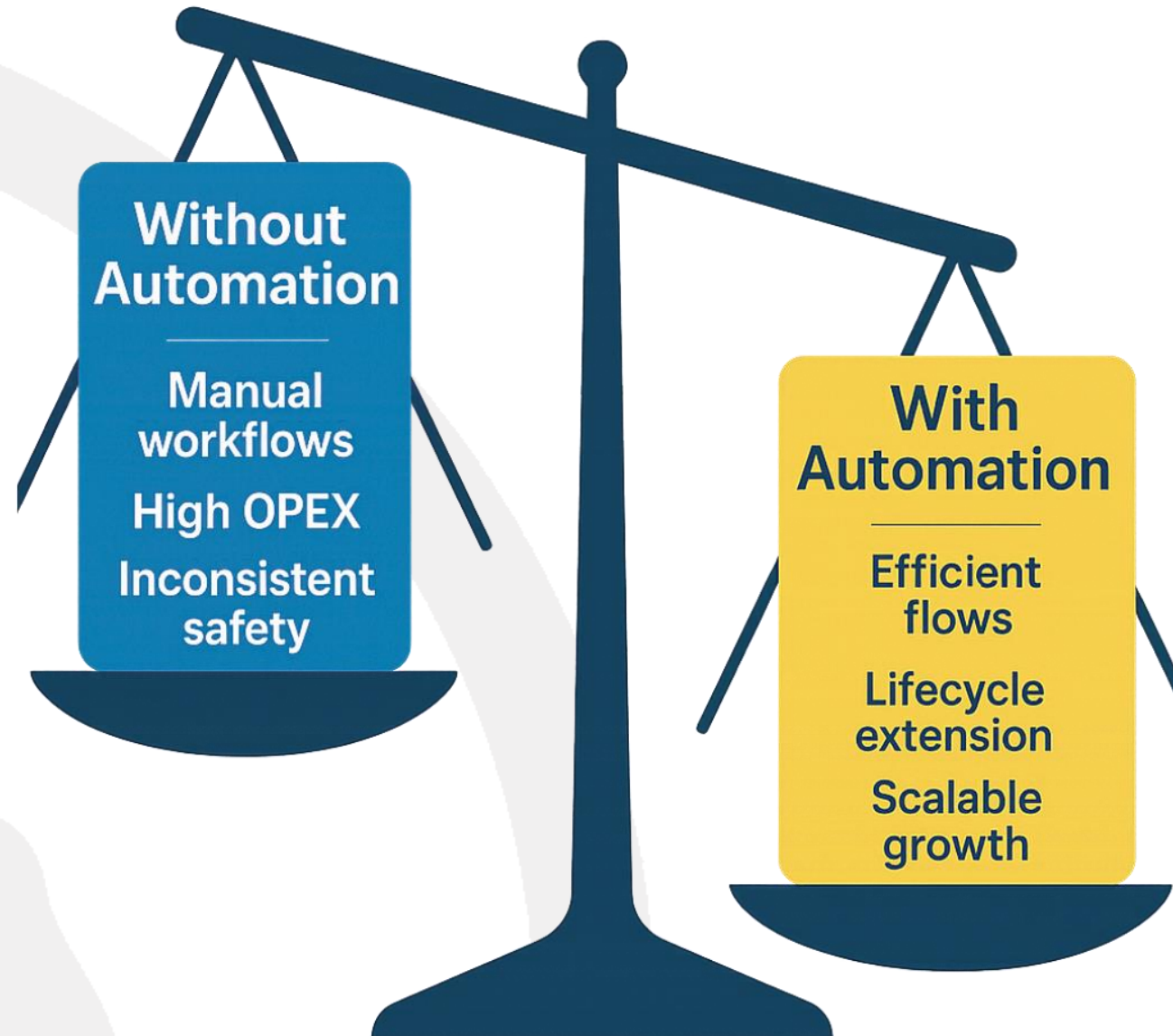
Automated ports in percentages

TECH TOC Conference agenda: “...only around **3% to 4%** of terminals around the world being **fully** automated.”

Porteconomicsmanagement.org: “...71 container terminals worldwide are either **fully or partially** automated, representing about **8.3%** of all major container terminals globally.”

Most of these (semi) automated terminals were greenfield developments for which automation is already the norm (MDPI.com)

Aim of Automation

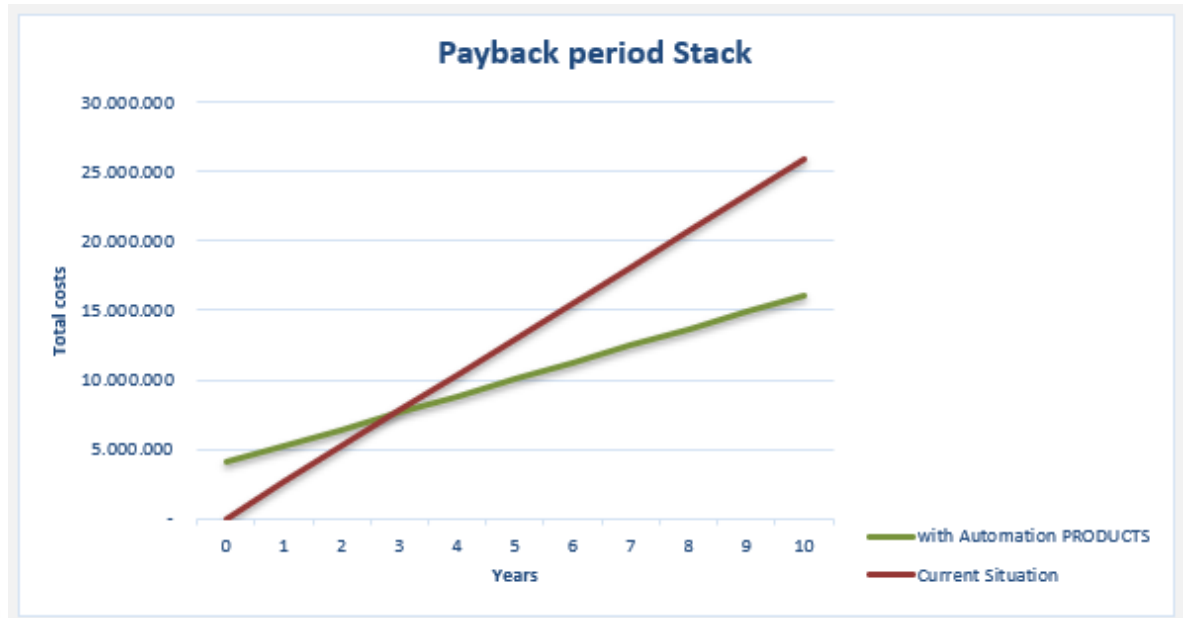


The Brownfield Integration Justification

Why are (midlife) manual brownfields not upgraded to automated terminals?

- ✓ CAPEX, OPEX, ROI
- ✓ Reliability, Safety, Maintenance Reduction
- ✓ Labor Overcapacity

Available Techniques and Integration



Available Techniques and Integration for brownfield

Challenges:

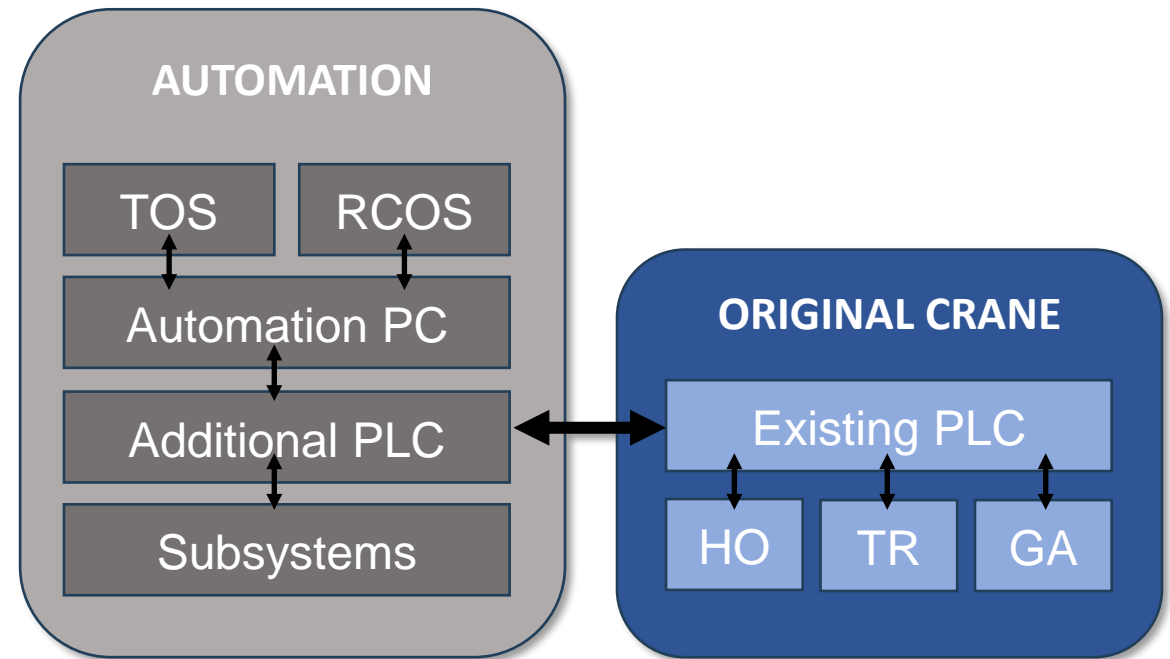
- OEM exclusivity and lack of collaboration beyond 'own' scope
- Mixed Assets
 - Several Batches
 - Multiple OEM's
- Fragmented control systems
- Integration risks: safety, reliability, downtime



Available Techniques and Integration for brownfield

Solutions:

- Go to the OEM independent specialists
- Create unified solution over the Mixed Assets
- Fragmented control systems → create a unified data transfer station
- Integration risks → OEM independent subsystems & solid Change Management Program



Brownfield upgrades:

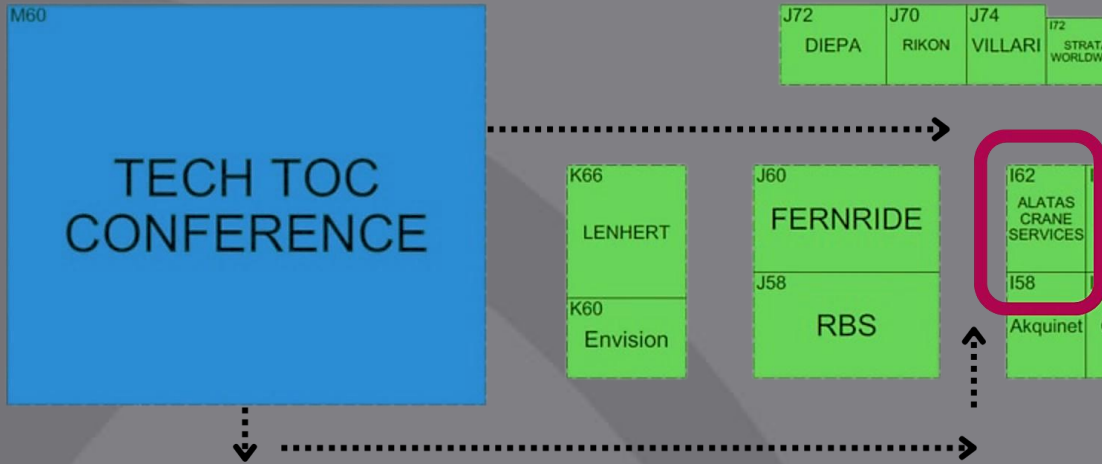
- Yes, brownfield can be automated!
- Mixed assets: look beyond the OEM's limitations
- The techniques are available
- Mixed asset ports impose the same integration effort, ingenuity and tailor-made solutions as greenfield

New purchase considerations:

- Avoid supplier lock-in
- Safeguard a secure path into the future
- Open architecture
- Multi Channel availability of spares
- Local availability of service partners

It's just about finding your right all-in service partner.

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