

2nd Indian Ocean Ports, Shipping and Logistics Conference

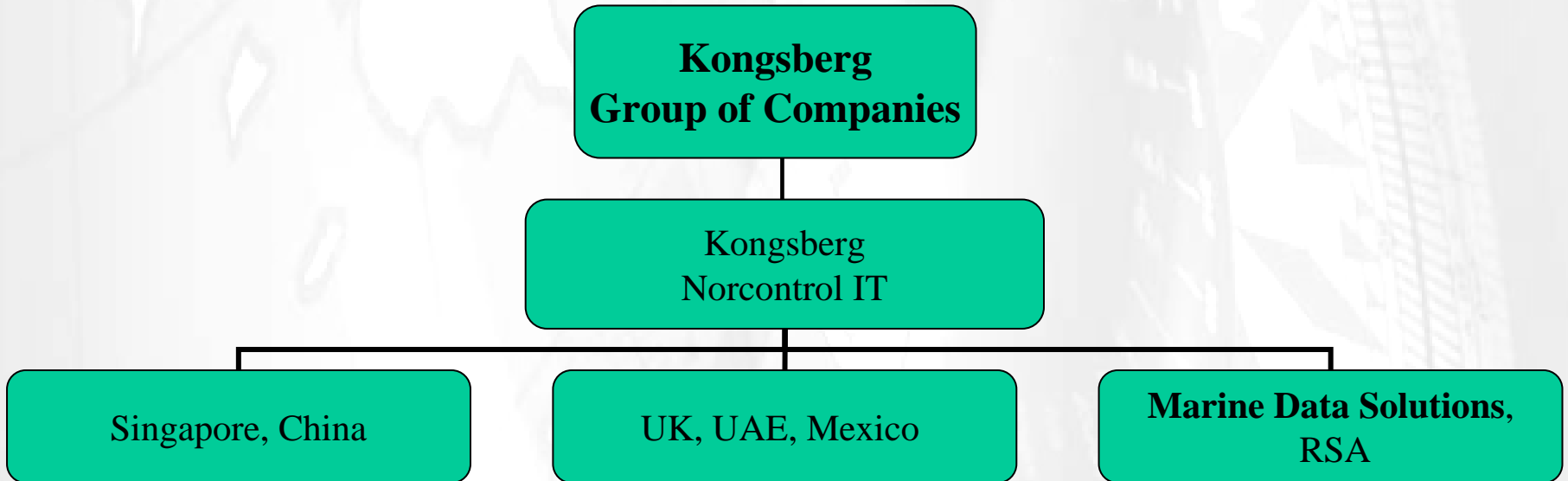
Enhancing Port Efficiency Through Vessel Traffic Management and Information Systems

BY
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Company Overview



Recognized by all as The World's Leading Supplier of Vessel Traffic Management Information Systems and AIS Networks

Our Business

We enable Port Authorities, Coastal Authorities and Oil Companies to effectively and efficiently manage Vessel Traffic and related resources in and around ports, Coast Lines and oil platforms, through the provision VTMIS and other maritime surveillance Solutions

VTMIS ?

- Vessel Traffic Management and Information Systems
- All encompassing
 - Vessel Traffic Services
 - AIS Base Stations and Networks
 - Port Management and Information Systems
 - Other Port IT systems

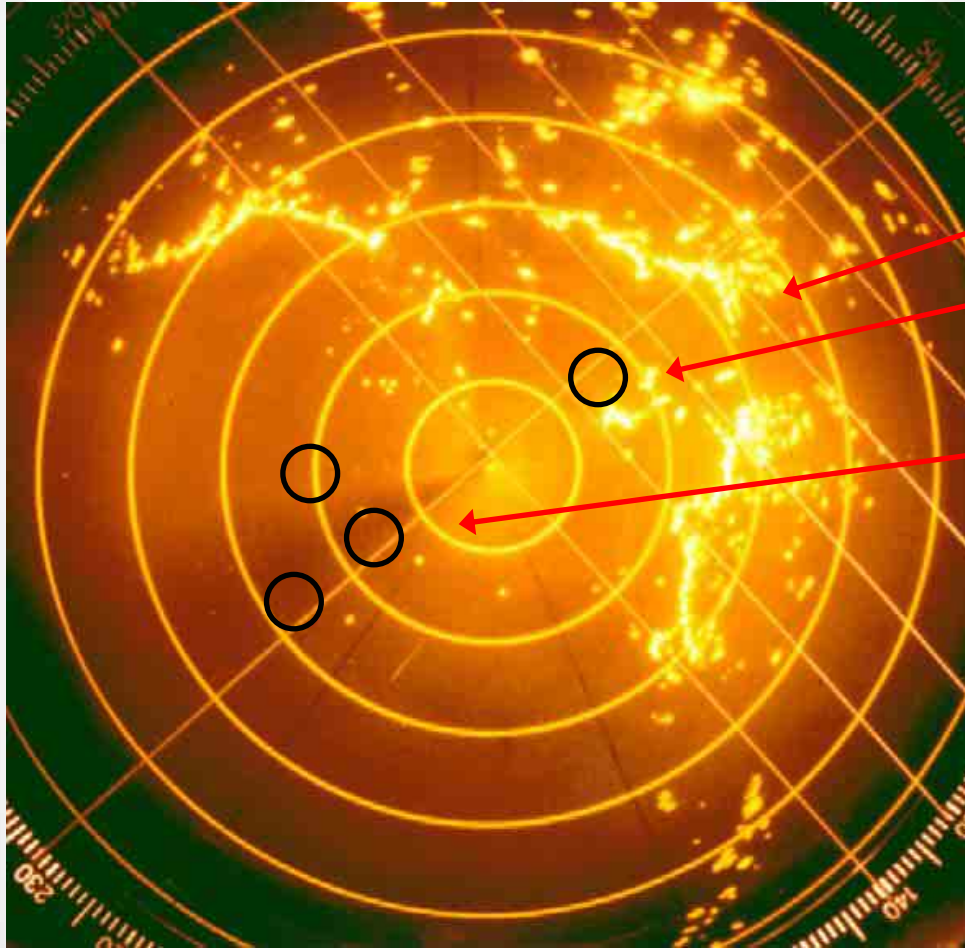
Benefits of VTMIS

- VTMIS are (should be) systems (hardware and software) that enhance Port Efficiency through:
 - Improved resource planning and scheduling
 - Capturing data at the source
 - Facilitate Data / information sharing
 - Readily Providing Business Intelligence
 - Supporting and where necessary enforcing best practice
 - Reducing Risk

Before VTS/VTMIS

- Manual Logbooks
- Rely only on Radar
- No real 'control/visibility' of shipping (specifically passing by)
- Wasted Resources
- Congestion
- Statistics timely to retrieve and accuracy questionable
- Search and Rescue – challenge
- Communication challenges
- Bad visibility in bad weather conditions

Before VTS/VTMIS



Is this a waterway?

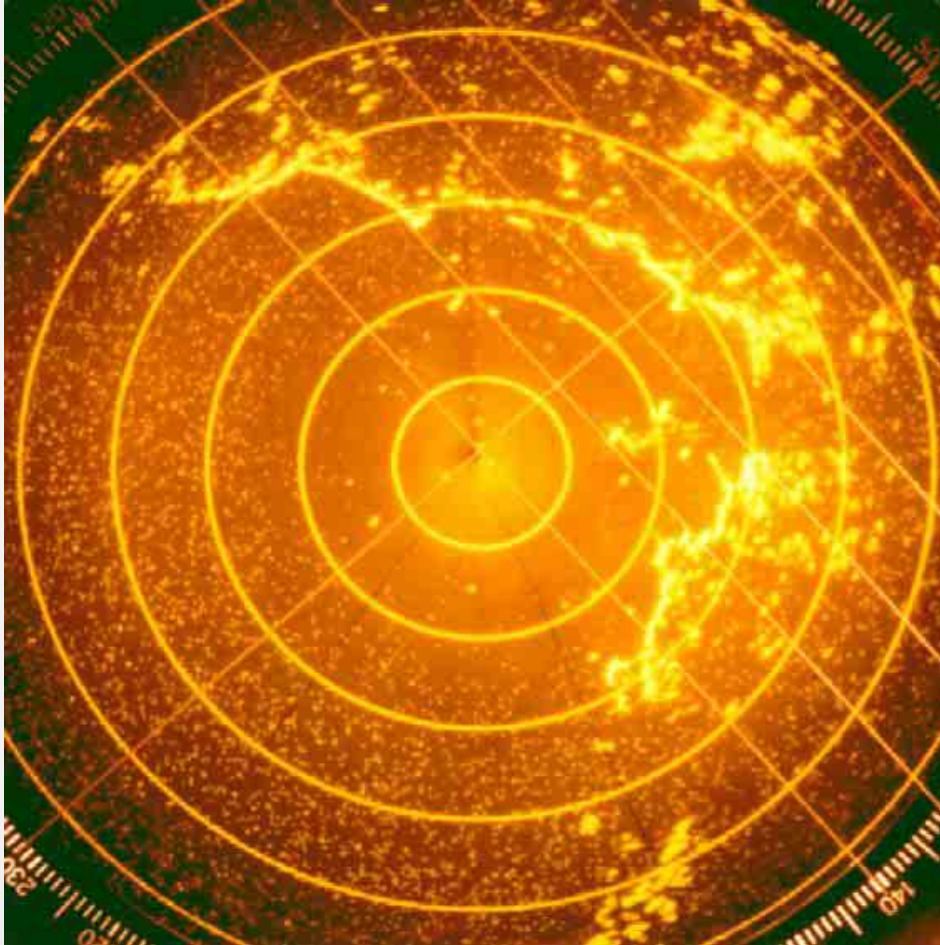
Is that an island?

Are those other vessels?

Where are they going?

How fast are they going?

Before VTS/VTMIS



Raining or choppy seas!

Strong winds!

What if its night time?

Before VTMIS

Vessel to the North - please identify yourself !”



Who? ME?



Typical Misconceptions/Objections

- We are Ok as we are
- No systems exists that matches our circumstances
- These systems are too inflexible
- A good operator does not need a system for decision making
- They are too costly

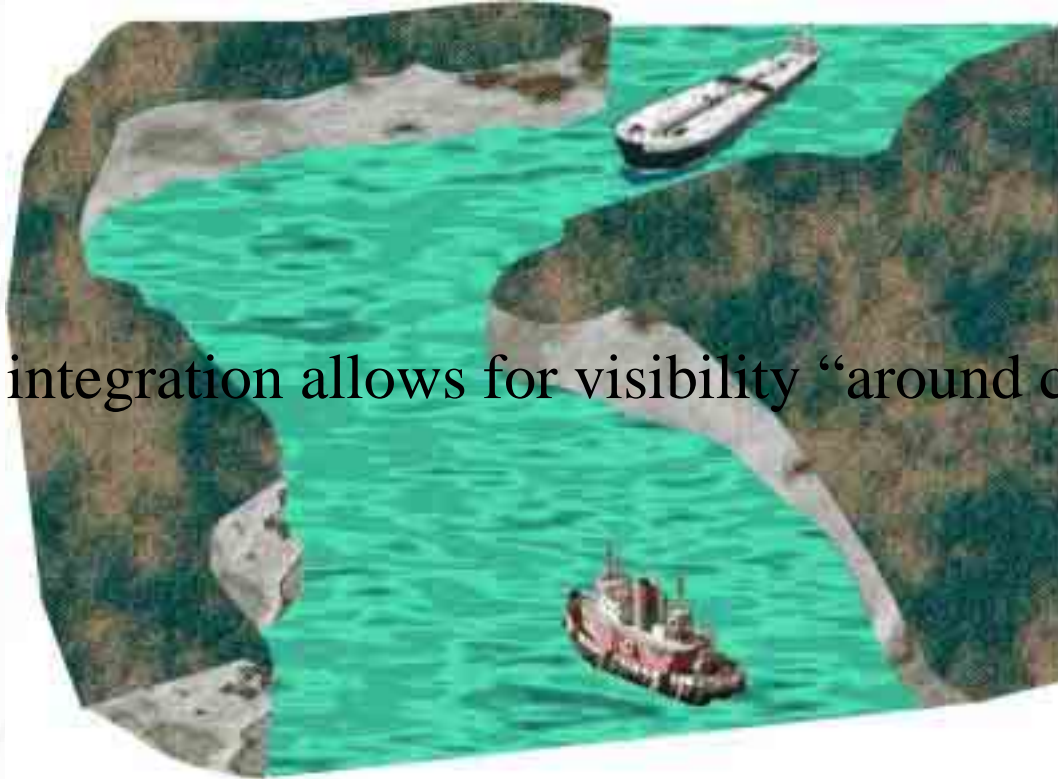
Challenges for implementing VTMIS

- Not proper user requirements specifications
- Suppliers not understanding user requirements / environment
- Inadequate support from key stakeholders within customer's organization (resistance to change).
- Scope creeps during system implementation

TYPICAL VTS/VTMIS CENTER



Enhanced Range



AIS integration allows for visibility “around corners”

Information provided by VTMIS

- Vessel Information
 - Accurate and autonomous identification of vessels
 - ETA, position, speed
 - Dimensions, Draft, type of cargo
 - Pictures, Video Streaming
- Resource information
 - Status of Berths / occupied, unoccupied
 - Depths – linked to Hydrographic Data
 - Teams on duty and their cost
 - Support Vessels like Tugs, Pilot Boats

Information provided by VTMIS

- Meteorological Information
 - Tide
 - Weather

Applications of VTMIS Information

- Planning of Resources (ETA and vessel information)
 - Support Vessels
 - Berths
 - Equipment (Cranes etc)
 - Human Resources
 - Rail / trucks

Applications of VTMIS information

- Financial
 - Cost and time of operation/s can be used for billing purposes – quicker than before
- Accidents / Incidents in Port Limits
 - Synchronous replay of Traffic Situation before, during and after incidents for use in lawsuits etc
- Search and Rescue
 - Last known position, type of cargo etc used for SAR purposes

Outcomes

- More efficient / effective planning and allocation of Port Resources
- Quicker Turn Around times for vessels
- Quicker invoicing
- Better visibility of Vessel Traffic calling for the port and passing by
- Accurate and quick statistics
- More Effective SAR operations

Conclusion

- VTMISS are systems (hardware and software) that enhance Port Efficiency through:
 - Improved resource planning and scheduling
 - Capturing data at the source
 - Facilitate Data / information sharing
 - Readily Providing Business Intelligence
 - Supporting and where necessary enforcing best practice
 - Reducing Risk
 - Safer Navigation
 - Quick and autonomous identification of targets

Customer Quotes

- **David Gibbons, Executive Director, Dubai Ports Authority:**

*"We believe after an extremely extensive analysis of our Marine Dept requirements and as a result of an equally rigorous selection process we have selected the company best able to address those requirements. This upgrade **will enhance the VTS provided to our customers and streamline business procedures for our staff.**"*

- **Richard Parkes, Director of Technical Services, MCA, UK:**

*"We are delighted to welcome Norcontrol IT on board, and to have in place **its high level of expertise in vessel monitoring.** The criteria by which we set the contract was extremely high and the very tough competition has **produced an outstanding winner.**"*

- **Capt Manny Aschemeyer, Marine Ex, Los Angeles Port, US:**

*"We **stayed with Norcontrol IT** because they are the world's leading manufacturer of VTS equipment and systems and a company that provides the **highest quality, and consistently reliable product.**"*



Customer Quotes (PD Teesport UK)

- **“It was useful to have NorControl IT in to challenge existing procedures. We might have thought we knew what we wanted, but NorControl questioned that.”**
- **“It has drastically cut the number of phone calls to operators requesting information.”**
- **“... there is no need for duplication of putting in information.”**
- **“The ‘check’ system allows for better management of pilots.”**
- **“Very useful for highlighting checks on traffic control. e.g. Hazardous cargoes, lengths & draughts of vessels, etc.”**

Experience Counts !!

NCIT/MDSol references !

180+ systems delivered in more than 30 countries

THANKS FOR YOUR TIME

Sites in Africa in progress

