



# AAPA Finance Seminar Norfolk 2010





# Port Everglades Department of Broward County Ft. Lauderdale, Fl.

---

Revenue/ Operating Budget  
Diversified Revenues  
Transaction Volumes  
Structure

# Agenda

- Revenue Management Information System
- Upgrade Legacy Mainframe System
- Process, Planning and Partner



Cruise Terminal 18



## **Business Case to Upgrade System**

---

- **Hardware and software were at the end of their development cycle, maintenance only with limited or no upgrades**
- **Increased necessity to provide manual “work arounds” to generate automatic invoices**
- **Increase the flow and timeliness of information distribution**
- **Encourage vessel agents to directly enter their berth requests into the new system**
- **Integrate real-time vessel tracking information**



# **Challenges**

---

- **Integrate information from Silos of Information**
- **Communicate and share all data and information both internally and with external business partners**
- **Operate more efficiently with accurate & timely information**



# **Constraints - factors**

---

- **Various skill levels of users**
  
- **Information**
  - **Volume**
  - **Dispersed**
  - **Formats**
  - **Views**



# **Constraints - factors**

- **Integration of all port activities (vessels, cargo, billing, property)**
- **Dispersed locations of input and reporting**
- **Extensive Reporting (Detailed, General, Formal)**



# **Needs Requirements**

---

- **Fully Integrated Vessel Scheduling, Billing and Property Management Systems**
- **Automated billing based on Port Tariff**
- **Accounts Receivable / Collections**
- **Integration with County General Ledger**





# Established Goals

---

- Replace legacy mid range computer system with state of the art business solution
- Retain existing 15 years of electronic data / history
- Customize an existing application as opposed to designing from scratch
- Leverage new technologies to provide timely information interactively
- New system to be used and supported by existing staff



# **Solution - benefits**

- **Accurate and timely information**
- **Automation of port rules**
- **Information sharing not replication**
- **Manage flow of information from various sources**
- **Enable community communication**
- **Manage flow of information from various sources**

# Vessel Reservations input by Vessel's Agent via Web

- Agent to Book Reservations
  - Agent inputs:
    - Vessel name
    - Cargo type
    - Resources requested
    - Estimated time of arrival
    - Estimated time of departure
- Harbormaster reviews and approves and checks for berthing / crane rental conflicts
- Harbormaster Confirms Resources Requested
- All users – view status update in real time
- Harbormaster reviews and approves upon departure
- Harbormaster transfers to billing



The screenshot displays the KleinPort Web interface, which is a web-based system for managing vessel reservations. The interface includes a navigation menu with options like 'Home', 'KleinPort Web | Klein System', 'Movement Board', 'Activity', 'Cargo Manifest', 'Dispatch', 'Movement', 'Port Occupancy', 'Ship', and 'Ship Defects'. The 'Movement Board' is currently selected, showing a table of vessel movements. The table has columns for 'Ship', 'Agency', 'Status', 'From', 'To', 'Start Time', and 'End Time'. The data in the table is as follows:

Ship	Agency	Status	From	To	Start Time	End Time
Abdu Comat	Accord Logistic	PLN	SEA	No. 10 NQ		
Captain Diamantis	Accord Logistic	PLN	SEA	No. 12 NQ		
Yasa Gulben	ASP Ship	COM	No. 10 NQ	SEA		
Antartic Chieftan	Accord Logistic	SCH	SEA	No. 10 NQ	06/05/2009 08:00	06/05/2009 10:07
Bao Zhou	Accord Logistic	SCH	SEA	No. 12 NQ	16/05/2009 10:15	16/05/2009 12:32
Bao Zhou	Accord Logistic	SCH	No. 12 NQ	No. 10 NQ	16/05/2009 11:22	16/05/2009 13:40
Bao Zhou	Accord Logistic	SCH	No. 10 NQ	SEA	16/05/2009 11:45	16/05/2009 11:45
Antartic Chieftan	Accord Logistic	CAI	No. 10 NQ	SEA	16/05/2009 11:50	16/05/2009 13:57
Bao Zhou	A.P.L. Lines (A	CNF	SEA	Outer Bunker Ground	16/05/2009 15:00	16/05/2009 16:32
Antartic Chieftan	Accord Logistic	SCH	SEA	No. 2 NQ	19/05/2009 01:01	19/05/2009 03:16
				No. 10 NQ	20/05/2009 10:00	20/05/2009 12:17

# Web Application for Port Community: Login or View Only



[Home](#) | [Login](#)

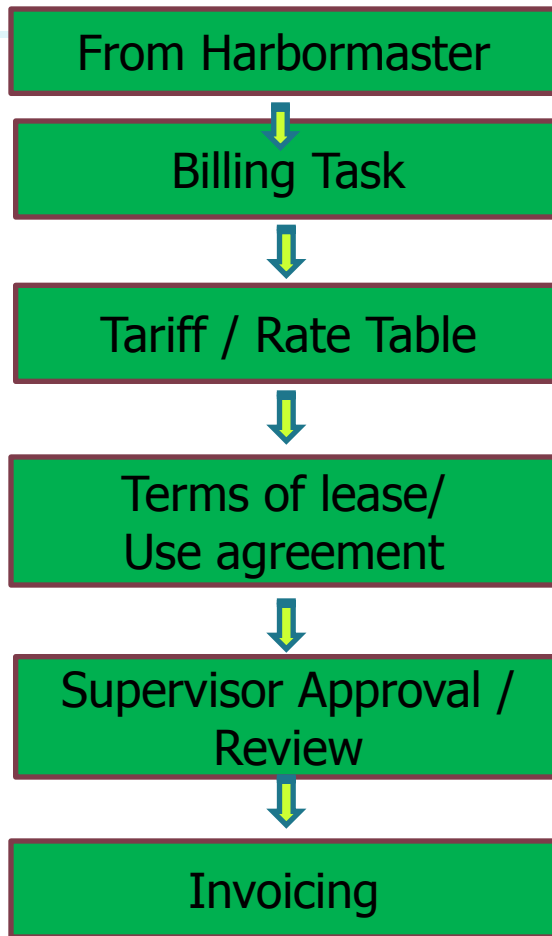
## Vessels At Berth

Traffic **Vessels At Berth**

Visit #	Berth/Anchorage	Ship	IMO	Call Sign	<>	Agent	Purpose	ETA	ATA	ETD	Length
PEV-10-001076	01	DISCOVERY SUN	6815158	3FWZ4		Discovery Cruise Lines	CRUISE - DAILY	05/25/2010 22:56		05/27/2010 09:15	441.1001
PEV-10-001268	02	YACHT CHANTAL	5503	JBY3034		Port Consolidated, Inc.	FOR BUNKERS ONLY/STORES	05/26/2010 09:00	05/26/2010 08:30	05/26/2010 16:00	152.0000
PEV-10-001251	06	TUG DADE	7434028	WDE9362		Enterprise Marine Services, LLC	GASOLINE	05/25/2010 21:40	05/25/2010 22:15	05/27/2010 06:00	95.3999
PEV-10-001252	06	BARGE #402	100147	BARGE402		Enterprise Marine Services, LLC	GASOLINE	05/25/2010 21:40	05/25/2010 22:15	05/27/2010 06:00	263.2001
PEV-10-001159	07	COAST RANGE	7908184	WSDK		USA Maritime Enterprises, Inc.	GASOLINE	05/26/2010 13:35	05/26/2010 14:00	05/27/2010 22:22	658.5623
PEV-10-001164	09	TUG COURAGE	9369409	WDE3893	CA	Rice, Unruh, Reynolds Co.	GASOLINE	05/25/2010 18:44	05/25/2010 19:15	05/27/2010 00:30	135.0000
PEV-10-001165	09	BARGE 650-5	9369356	BG6505		Rice, Unruh, Reynolds Co.	GASOLINE	05/25/2010 18:44	05/25/2010 19:15	05/27/2010 00:30	587.0000
PEV-10-001239	13	MAHANADI SPIRIT	9221683	C6W38		Moran Shipping Agencies, Inc.	JET FUEL	05/25/2010 17:53	05/25/2010 18:25	05/27/2010 02:00	598.7825
PEV-10-001262	22	TENNA KOSAN	9160475	MCBU4		USA Maritime Enterprises, Inc.	REPAIRS	05/25/2010 16:16	05/25/2010 16:15	05/26/2010 18:00	369.3094
PEV-10-001169	30	ALEXANDRA	9012795	A8KY6	SM	King Ocean Service De Venezuela, S.A.	CONTAINER	05/26/2010 11:44	05/26/2010 12:00	05/26/2010 22:00	421.7999
PEV-10-001049	32	ERRIA VIETNAM	9375446	V2PO3	PM	Farovi Shipping Corporation	CONTAINER	05/26/2010 10:34	05/26/2010 10:50	05/26/2010 16:00	266.9094
PEV-10-001236	33A	ASIAN SUN	9359105	C4ER2	PM	Crowley Liner Services, Inc.	CONTAINER	05/26/2010 11:07	05/26/2010 11:40	05/27/2010 00:15	485.0722
PEV-10-001235	33B	CROWLEY AMERICAS	8501476	P3529		Crowley Liner Services, Inc.	CONTAINER	05/26/2010 07:39	05/26/2010 07:55	05/28/2010 22:00	537.5000

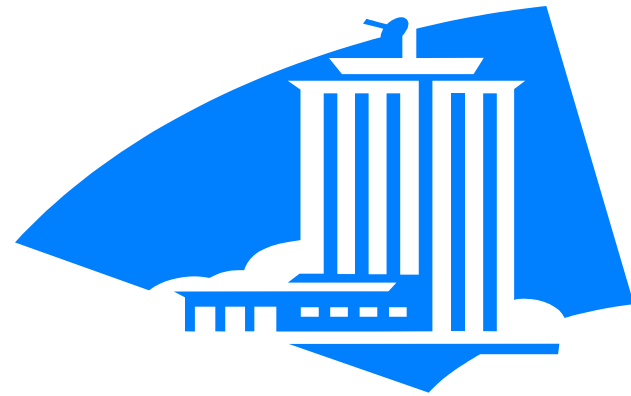
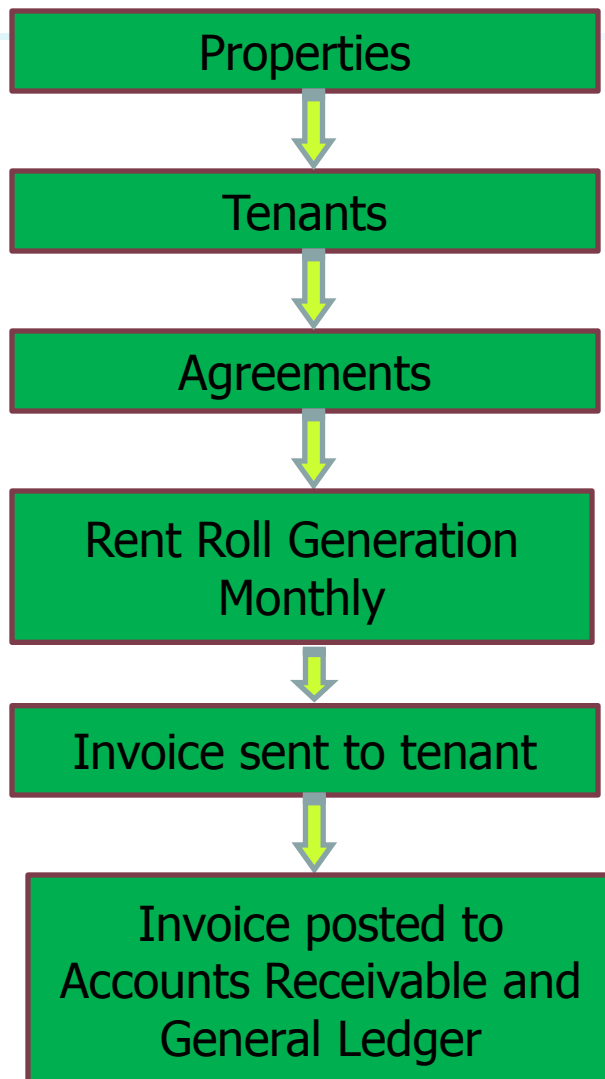
Page 1 of 1 (13 items) << < [1] > >>

# Billing for Vessel Services Provided

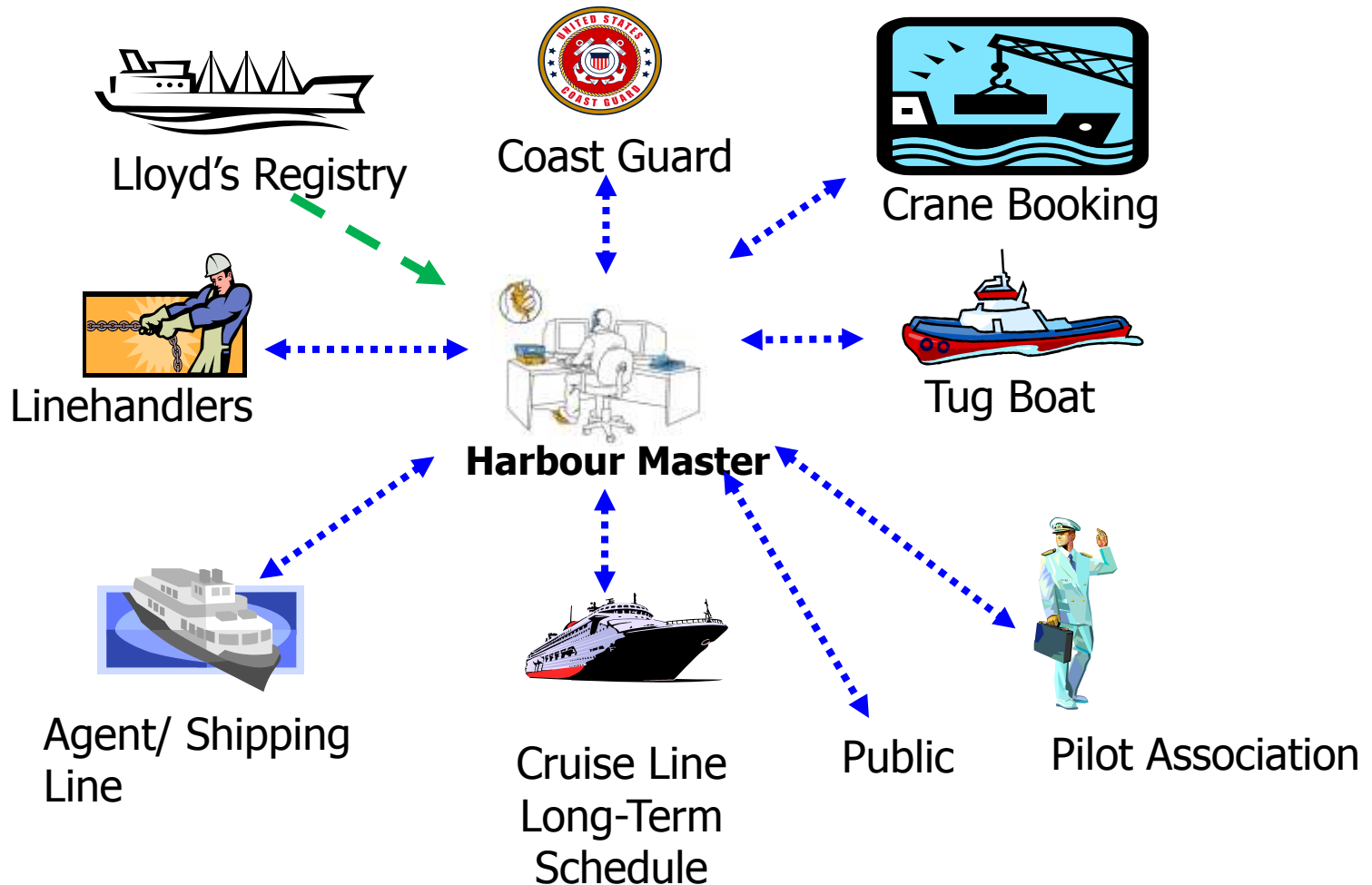


**A/R – G/L**

# Leased Property Management Information



# Future Integrated Community






# Lessons Learned

- Skill level of team members, SME's
- Recognize early silence – as potential problem
- Bring vendor on as early in the process as possible
- Have vendor work with you to develop functional requirements



# Reasons for this option

- 
- Eliminate repetitive input port wide sharing one large database
  - One vendor to supply fully integrated system to include Operations, Finance, Business Development, Business Administration and all of senior management
  - To facilitate communications among Port Community
  - Gain efficiencies to reduce staff

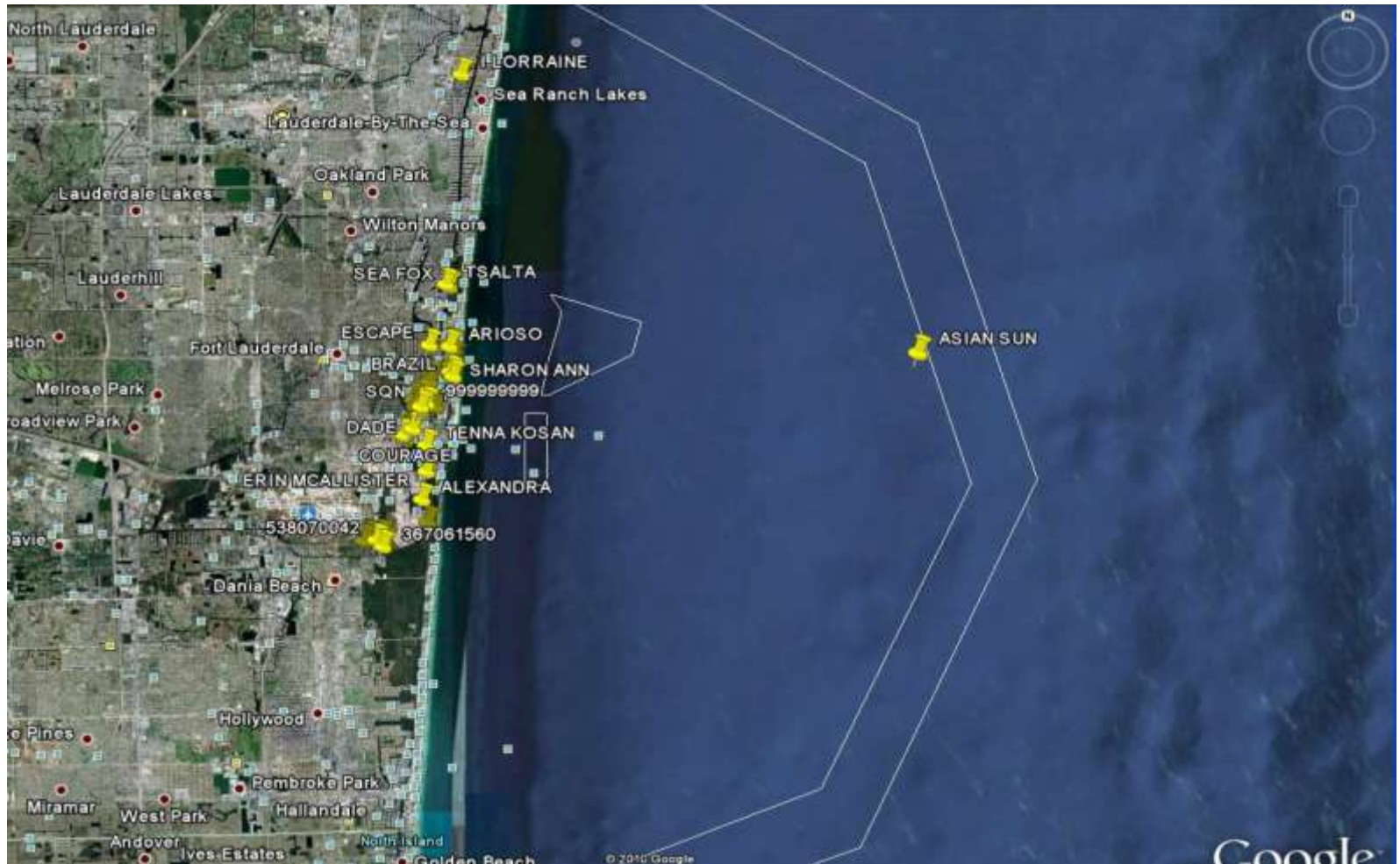


# Wrap-up

---

- How long should this process take to implement?
- How much would it cost?
- Skill levels of SME's

# AIS – Outer Boundary, ETA and ATA updates



# AIS – Inner Harbor, Berth and Ship Specs





**Left intentionally blank**