Cargo Visibility
for
Efficient and Secure
Supply Chains

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The challenge -- improved, automated visibility in commercial supply chain -- has been one of the chicken and the egg
- Cross-entity collaboration on network deployment is difficult
- No one entity willing to invest in network

Hutchison Port Holdings / Lockheed Martin joint venture to address the container tracking market

Savi Networks
- Provides container and cargo location, identity, and status information services
- Partners with terminal operators, carriers, shippers, and their service providers
- Network built to international technical and industry standards
Savi Networks
Business Model

• Savi Networks is a utility service
  – Installs and operates a shared network infrastructure
  – Operates the service to collect data, monitor the network and provide information to customers

• Savi Networks provides hardware, services, and tags necessary for users to connect
  – Manufacturing and consolidation facilities that originate cargo
  – Distribution centers receiving cargo

• Savi Networks provides data to carriers, shippers and/or other customers
  – Hosted view of the information
  – Integration to backend systems
  – Per transaction or subscription basis
SaviTrak Adoption Drivers
Efficiency and Security

AUTOMATED DATA CAPTURE

Commercial Benefits
- Reduced inventory carrying costs
- Reduced inventory out-of-stocks
- Reduced lead time variance
- Increased manufacturing uptime
- Preventing theft
- Preventing lost containers
- Reducing administrative costs and fees

Enhanced supply chain security
- Supply Chain Data for Risk Targeting
  - Immediate
  - Direct
  - Dynamic
  - Unique
- Secure State Engine
- Seal Verification
Security Filing (Manifest, 10+2) Entry

Purchase Order
- Purchase Order Change
Advance Shipment Notice
Shipment Order
Container Manifest
Shipping Instructions
Commercial Invoice
C-TPAT Status
- Shipper
- Logistics Providers
- Other
EDI Status Updates
Environmental Status

CAXU737042-5205

HTC: 900640
Instant Print Cameras

SECURITY STATUS
Time: 21:34 GMT
22 October 2006
Door Tamper

Report: YICT In-gate
14:00 GMT
24 October 2006

ETA Status: Exceeded

CONTAINER TAMPER
NO MATCH

TERMINAL SCANNING AND IMAGING

Image
- Color Contrast
- NII Images
- RPM Readings
- OCR View
- CCTV – Digital Images
SaviTrak
Architecture

Customers

Web Based Services  Alert Services  Data Services

Savi Networks Hosted Software

Automated Data Capture across Supply Chain
Network Deployment: In & Out Gates
Network Deployment: Quay Cranes
Terminal Operator
Concerns

Cost
– Savi Networks makes infrastructure, operational cost investment

International standards
– Carriers, terminal operators and cargo owners came created an international standard for container tracking: ISO 18185
– Key performance guides:
  • WCO Seal Integrity Programme
  • USCBP C-TPAT Tier III

Deployment risk
– Terminal operations are paramount
– Discrete, non-intrusive footprint
Satisfy shipper demand for visibility
• Maintain existing customers
• Competitive differentiation
• Preparation for SAFE Port Act S. 216 (C-TPAT)

Operational enhancements
• Audit trail and change of custody
  • Automated seal verification
    • Quay side & Gate In / Out
    • Insurance saving
• Earlier cargo visibility
  • Shippers, carriers sharing upstream data to provide operational efficiencies
Thank you!