

Hamburg Port Authority Logistics Hub

Adam Mardini, VP, Development Architecture Customer Innovation & Enterprise Platform

August, 2018



Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP's strategy and possible future developments, products, and platforms, directions, and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or noninfringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP's willful misconduct or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Today's challenges in logistics

...as well as in company environments, like logistics hubs





Hamburg Port Authority steering course for the connected port of the future



Prepared for

2X increase in cargo handling

5 minutes

driving saved per truck and tour

with SAP
Networked
Logistics Hub

"What fascinates me most about the [smartPORT logistics] project is its power of innovation and the collaboration with strong partners"

Sascha Westermann

Operational IT Traffic Management, Hamburg Port Authority

"Our aim is to gradually interconnect all modes of transport – from waterways and roads all the way to the railway"

Key Challenges

- Restricted road capacity within the port of Hamburg
- Limited options for modifying the roads to take more vehicles
- Need for an efficient traffic management system to support the growth of the port from 9 millions containers to 25 millions in 2025

Why SAP

 SAP HANA Cloud platform provided the mobile, cloud-based platform on which all other IT services could resides

Key Benefits

- Reduced idle time for the carrier
- The driver receives direct information about when to load / unload the freight

The truck park can fill in their parking slots more conveniently

HPA achieves higher turnover and smoother traffic in the airport

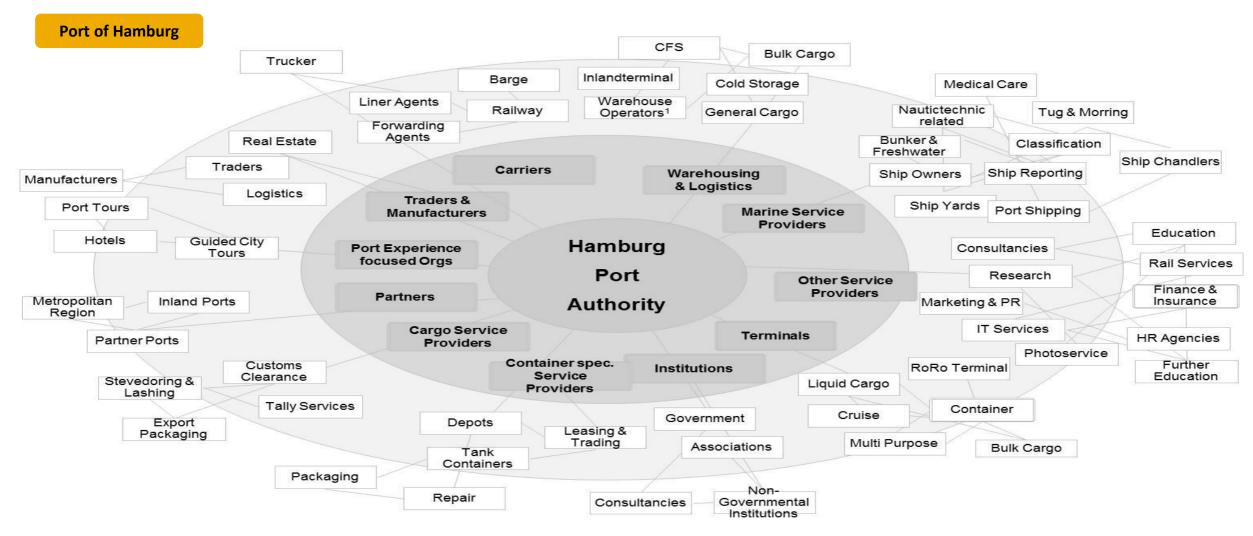
SAP Solution

SAP HANA

Video on YouTube

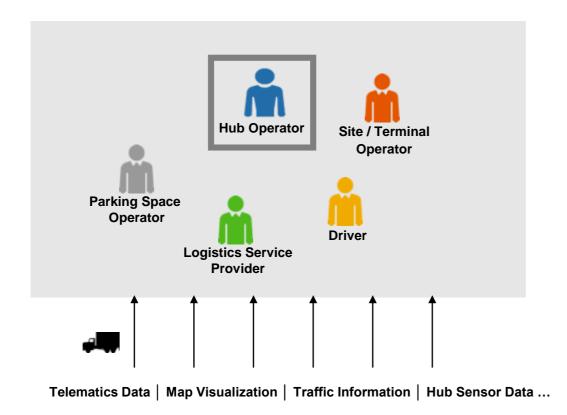
HPA The challenge:

A Port comprises hundreds of companies and authorities that mostly work on bilateral, 1:1 agreements



SAP Networked Logistics Hub

A Business Network for Collaboration



Optimize not only the silos, but *across* the ecosystem – with real-time transparency

Capture the geo location of transportation units

Define geo fences for automatic and manual notifications

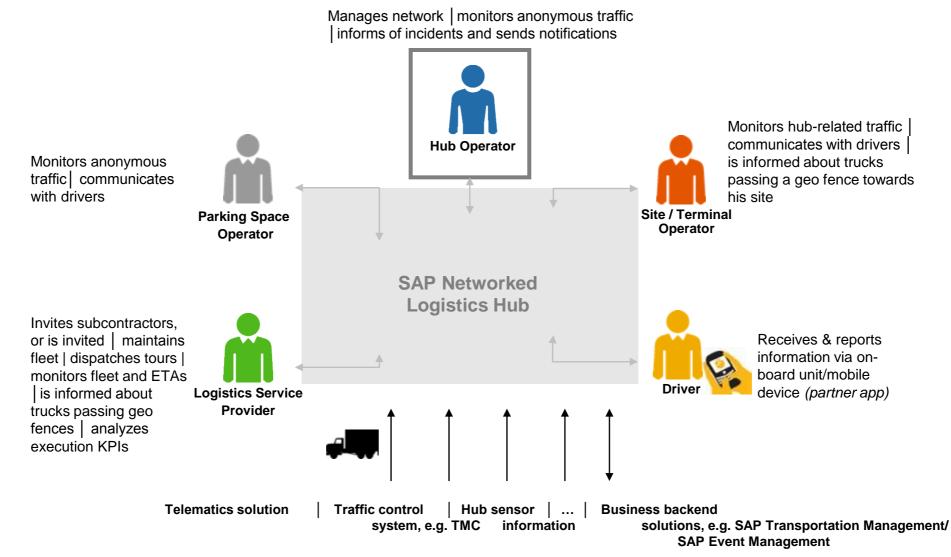
Monitor transportation units as they move along the supply chain

Collaborate with direct and indirect business partners

Software as a service, based on the SAP HANA Cloud Platform

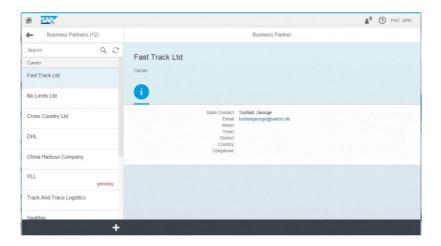
SAP Networked Logistics Hub

Involved Parties and their contribution

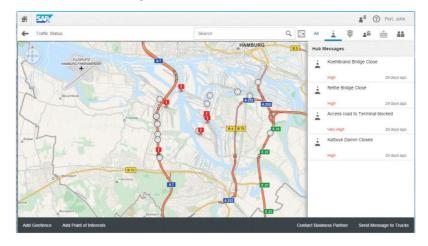


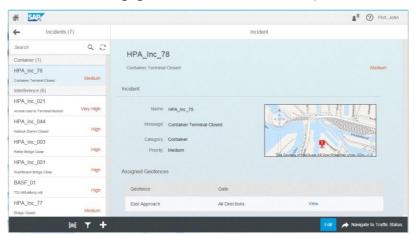
Hub Operator Look & Feel





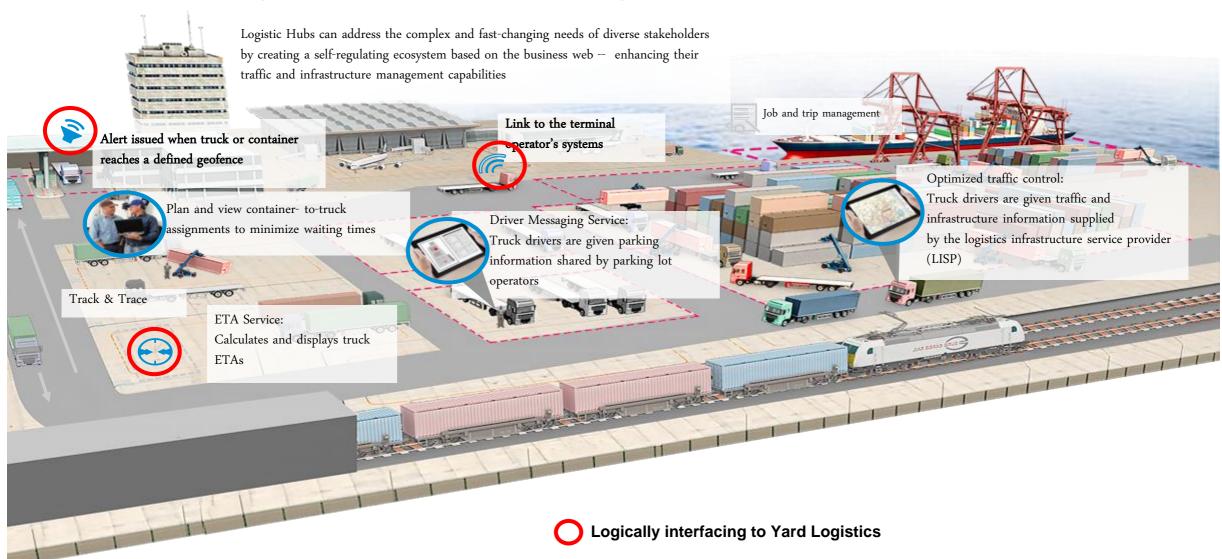
Manages network | monitors anonymous hub-bound traffic | maintains geo fences and points of interest | informs of incidents & sends notifications (automatic using geo fences or manual)





Features for Transportation and Logistics businesses

Real time monitoring of Terminal resource and cargo movements





Thank you.

Contact information:

Adam Mardini

VP, Development Architecture Customer Innovation & Enterprise Platform SAP Silicon Valley

adam.mardini@sap.com

+1(650)690-1000



Follow all of SAP











www.sap.com/contactsap

© 2018 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/corporate-en/legal/copyright/index.epx for additional trademark information and notices.

