



Effective Management and Efficient Operations of Ports for Value Creation

LIVE Online Session

19-23 October 2020



Overview

This five days executive training is targeted to provide an integrated outlook of Ports and Specialized Terminals for Dry bulk, Liquid bulk and container operations and their role as the most crucial link in logistics supply chain. There is a whole range of Dry/Liquid Bulk and Container Terminals and Ports from very basic barge loading / unloading systems connecting with anchorage operations to the most modern state-of-the-art loading / unloading terminals; depending upon market size and volume to be handled. Ownership, operatorship and commercial aspect also vary based on users' requirements and risk perceptions. On one hand; large scale ore/coal miners, oil companies, agro producers, fertilizer manufacturers, suppliers, users and traders tend to control the supply chain by using their own dedicated terminals; However, common user bulk terminals are also equally important and these common user terminals cater to requirements of a number of users requiring terminal services for their bulk cargo handling requirements. In Container segment, top ship operators have container terminals which are built / operated by their own entities.

This on line training program aims to enable participants to understand comprehensive process to develop ports and terminals from site selection to hinterland mapping, assessment of market potential, optimization of investment in cargo handling, storage and hinterland connectivity. The program also targets to explain steps involved in process of environment management, detailed project report, concession agreements and understanding other commercial terms for ports and terminals operations. Another objective of the workshop is to prepare the participants to excel in operations of ports and terminals for satisfaction of customers and all stake holders in order to achieve desired financial objectives and create value for the stakeholders.

Deliverables

At the end of this training program, the participants should be able to:

- Understand significance and role of Ports and terminals in national and regional context
- Learn the process of Ports and terminals development along with detailed steps involved at each stage of development
- Develop comprehensive understanding about markets, customer classification, expectations and aligning service levels & pricing with customer priorities.
- Get deep knowledge about bulk and container logistics chain and total logistics cost comparison with calculation of sea freight, hinterland connectivity and land logistics costs.
- Learn about Port operations and cargo handling systems for dry / liquid bulk and containers.
- Learn about revenue streams and calculation of income, operations and operating costs.
- Prepare income and expense statements and cash-flow for the business over a period of time.
- Understand financial calculations for Port and terminal investment.


Methodology

A combination of on-line presentations, on-line interactions among participants, on-line audio visuals, Individual and group case studies and problem solving methods will be used. Participants will be provided with advance study / reading material on each topic covered under deliverables.

Structure of the sessions

Structure (Daily sessions)

- 9.30-11.00,
- 11.30-13.00,
- 14.00-15.30,
- 16.00-17.30



Significance / relevance of the program

While container ships and specialized container terminals have made rapid inroads in the ports and terminals; traditional multi-purpose terminals are gradually becoming specialized. Based on the type of cargo required to be handled, the terminals are specifically being developed as Container, Liquid Bulk or Dry Bulk terminals. Unlike multi-purpose terminals, interchanging or substituting cargo in broader category from bulk to containers is not feasible. Therefore developing specialized terminals to handle singular group of cargo exclusively is challenging and prone to a number of market and commercial risks. Due to inherently greater market risks, the rewards are also better for specialized terminals. While container traffic has grown rapidly, dry bulk shipments continue to dominate world seaborne trade. Effective management of Ports and Terminals by efficient commercial and operational excellence assumes a great importance.

Bulk commodities like coal, ores, crude oil, minerals, cereals, fertilizers have relatively low value and logistics cost is the most controllable element in the entire value chain. Effective and efficient logistics management makes the most significant contribution in the profitability of business value chain. At both exports and imports end of the logistics chain, it is essential to create optimum infrastructure and handling, storage and hinterland connectivity /evacuation capacity in line with volume of commodity to be handled. The program will use a number of examples of Ports and terminals in different parts of the world and provide a broad overview to enable participants to draw on best practices which can be adapted as per their own operative environment

Who Should Attend

Government and public bodies responsible for Port and Terminal development; Port Authorities; Port / Terminal developers, Port / terminal operators; Port investors, Banks, PE, Financial Institutions; Port Service providers; Shipping Companies, Forwarders, Logistics companies, Intermodal Service providers; Port Equipment Suppliers; Port Designers / Planners; Port Consultants and all those connected with bulk and container trades – miners / suppliers / traders / users.

This program is designed for middle and senior management level participants for the working executives and managers with 3 years+ working experience in Maritime industry. For entry level and junior managers with graduate qualifications, another on line training program will be made available soon.





Mukesh Parikh

About the Course Director



This program will be conducted by Mr. Mukesh Parikh who is associated with Global Maritime Industry for over 40 years. He has a distinction of having hands on Maritime Industry experience with continuous involvement in Training and Development throughout his distinguished career. He has been conducting a number of executive training programs on ports and terminals at Singapore, UAE, South Africa and other international locations, in addition to his current position of Adjunct Professor at Adani Institute of Infrastructure Management. in their strategic DPA programs in Hands on Roles.

Mr. Mukesh Parikh has a post graduate degree in Management with specialization in Marketing and Finance. He attended one year training program Professional Shipping at Norwegian Shipping Academy, Oslo.

During his career of 18 years in the Commercial Shipping, he was associated with UNCTAD/UNDP as a Trainer and Course developer. He attended two weeks instructors' Workshop (Training for Trainers) organized by UNCTAD / UNDP in collaboration with The Ministry of Transport and Ports in Malaysia at Penang Port Commission. He conducted a number of training Programs in the Middle East, South East Asia and Indian subcontinent including developing a training program on General Shipping Management for Arab Maritime Transport Academy, Sharjah, UAE.

A sound foundation of Shipping Industry and clear understanding of market and customer expectation and requirement from service providers enabled Mr. Mukesh Parikh to build the next phase of his career in Ports and Terminal Industry.

He worked with The Adani Group in Senior Management position for 10 years from the inception stage of Mundra Port in India and made a major contribution to set up Business Development and Marketing team as well as establish Standard Operating Procedures for the entire spectrum of Operations in the port. He successfully built marketing and operations teams and trained them. His next role was Chief Operating Officer for setting up integrated Port Facilities at Dahej Port. All stages of Green Field Port development were covered – From site selection to Feasibility, Environment Impact Assessment and Environment clearance for the project, Detailed Project Report, Concession Agreement with Authorities for development of Port Infrastructure and facilities on Build, Own, Operate and Transfer model.

Since July 2014, Mr. Mukesh Parikh has taken up advisory and consultancy role for The Maritime Industry. His assignments cover Business volume estimation and hinterland mapping with competition analysis, Revenue forecasts for the life of the project and financial modelling, investment optimization in line with market potential; Commercial and legal aspects of logistics, cargo handling, warehousing contracts; business excellence and standardization of operating procedures; Organization development, structuring and Manpower planning and training. He has also advised a number of clients about the Concession agreements and entering in to sub-concessions.





TRAINING PROGRAMME OUTLINE

Day 1

International trade scenario

A global perspective and strategic analysis of seaborne trade, shipping arrangements and markets for bulk cargo & ports, container cargo & terminals and need for private sector participation in the perspective of logistics and integrated supply chain management.

Privatization and Concession Agreements:

Level of privatization and legal / financial framework being adopted by various nations through different type of concession agreements between government policy makers and private sector. Understanding details of concessions and developing strategies for management and effective implementation of Concession Agreements.

Port / terminal Development process:

A systemic approach to step wise process of Ports and terminals development:

Stage 1 – Site selection, understanding statutory policies and requirement for bulk terminal, prefeasibility study and data collection, preparing roadmap for project execution

Stage 2 – Modelling and studies of marine conditions, Rapid Environment Impact Assessment, Assessment of Business and Cargo potential with hinterland mapping and competition analysis

Stage 3 – Market assessment and price sensitivity, Detailed Environment Impact Assessment, Detailed Project Report

Stage 4 – Financial analysis and Financial closure

Stage 5 – Construction contracting and Equipment procurement

Day 2

Dry Bulk Ports & Terminals

Markets, Operational and Commercial Excellence

Day 3

Liquid Bulk Ports & Terminals

- Markets, Operational and Commercial Excellence

Day 4

Container Terminals

- Markets, Operational and Commercial Excellence

Day 5

Revenue, Costs, Cash-flow and Financial Analysis

DAY 1 to 5

Details of Day 2,3 , 4 and 5 programs cover:

Master Planning and Spatial Planning

Understanding the perspective of Ports and Terminals Master plan and Spatial plan. Strategic inputs of market trend analysis and service level expectations. Building sustainable resilience in ports / terminals and optimizing infrastructure, superstructure and equipment investments.

Operational Excellence: Defining service parameters, Standard Operating Procedures, Work instructions and checklists as well as compliance review. Define Key Result Areas (KRAs) or Key Performance Indicators (KPIs). Operations of Ports and terminals should cover all areas of port operations in addition, hinterland logistics which forms an integrated part of Ports and terminals services.

Commercial Excellence: Hinterland Mapping, Market potential assessment and traffic volume forecasting. Understanding price sensitivity of terminal infrastructure usage and services offered to customers. Classification of customers – primary, secondary and tertiary customers of terminal services; customer value proposition and service level expectation. Identification of Unique selling proposition (USP) of the terminal and building customer value.

Revenue, Costs, Cash-flow and Financial Analysis:

Understanding port tariff and using pricing as a strategic tool. Using financial modelling based on volume of traffic and assumed revenue / operating costs; a group case study will be conducted to demonstrate practical financial aspects and preparing price sensitivity exercise for all level of participants' 360 degree understanding and applying the concepts on the job.

This live financial simulation aims to bring in different practical variations during construction and operation stage of ports and terminals and helps the participants to understand significance of different operations parameters and their impact on the financial result of the company.

DAY 2-5

In-house Training

Maximize on learning and reduce on company downtime by managing your employee training .

Designed for you

Tell us your training needs, and we will plan an agenda to address the issues that matter most to your organization Focus on your own company rather than generic examples, and maximize impact by incorporating presentations from your auditors or company management.

Run the training where and when you want it – at your own premises or at another suitable venue of your choice - anywhere in the world.

Rely on our experience

Receive first class support and advice from our dedicated team from planning to delivery and de-brief.

Work with CASI CA instructor best qualified for your organization and your business sector.

Tackle confidential issues and strategic challenges privately under the guidance of our specialists.

The benefits

Upgrade your team's skillset, invest in your staff and increase their job satisfaction through empowerment.

Our in-house courses qualify for professional education training credits (CPD) from relevant bodies.

Our cost effective In-House courses are priced per day with no limit to the number of participants. If you choose to train locally, you will save on course fees, travel expenses and time away from the office.

What are the Costs?

Every In-House Training session is different - we customize the training and that applies to the pricing too. Tell us about your project, and we will give you a specific training proposal and price according to your training needs. The price will be based on a per day (rather than per person) basis, and we place no limit on the number of participants.

Contact our team of training consultants today to discuss your specific requirements. register@casits.co.za

Registration

- Complete the registration on the last Page
- Select delegate package
- Submit scanned copies to register@casits.co.za
- Receive invoice , Make payment , Complete pre-workshop Questionnaire
- Attend Session



www.casits.co.za

To register Email: register@casits.co.za

Contact Numbers +27 87 700 5633 /+27 78 027 2649

Delegate Registration form-Jm

www.casits.co.za +27 (0) 87 700 5633

Email scanned copy to : register@casits.co.za

By completing this form, Web submission or Booking via email , you are acknowledging that you have read the terms and conditions and that you have committed to attend this event. Please send this registration form or names only once you have obtained approval - as your company will be liable for costs once this information has been received by us.
If the minimum number of delegates required is not met, the delegates will be moved to attend the next available confirmed class. local Flights/transport and accommodation will be covered by CASI

Delegate Details

Full Names : _____

ID number : _____

Position : _____

Cell Number : _____

Email : _____

Full Names : _____

ID number : _____

Position : _____

Cell Number : _____

Email : _____

Full Names : _____

ID number : _____

Position : _____

Cell Number : _____

Email : _____

Local Delegate Fees

R22 999 excl. VAT per delegate

R19 999 excl. VAT per delegate Group Booking 3+ delegates

fee includes online session Conference fees , material hand outs . Does not include Travel and Accommodation subscriptions or internet/ devices .

International Delegate Fees

US\$ 1 700 excl. VAT per delegate

US\$ 1 500 excl. VAT per delegate Group Booking 3+ delegates

fee includes online session Conference fees , material hand outs . Does not include Travel and Accommodation subscriptions or internet / devices.

Payment By Means Of Bank Transfer

All Payments Must be made directly into the CASI Bank Account provided on the invoice and proof of banking details

Please state the invoice number as reference .

We also accept card Payment and email with a link to payment will be sent out to you A copy of the bank deposit / Proof of Payment receipt must be emailed to accounts@casits.co.za

Invoice Contact

First Name : _____

Position : _____

Department : _____

Direct Line : _____

Cell Number: _____

Email : _____

I hereby acknowledge that I have read an understood all the terms and conditions of registration and have the authority to approve the registration on behalf of the company

Name _____ Position _____

Approving Managers Signature : _____ Date: _____ email: _____

Direct line: _____ Company Name: _____

Type of Business: _____ Company Registration# _____

Tel : _____ Fax: _____ VAT Number _____

Address: _____

P.O.BOX : _____

Terms and Conditions

Term "CASI" refers to CASI Construction Academy PTY LTD . The signed registration form is a legally binding contract. The signed registration form is a legally binding contract. Please take note that a booking submission made via email or web submission or Telephonic is considered legally binding and as such , the registered delegates must inform the organiser if they will not be able to attend failure to which the case will be handed over and penalties apply . CASI does not provide refunds for cancellations, however you may provide substitute delegates at any time. For cancellations received in writing more than seven(7) days prior to the conference you will receive 100% credit, subject to a 10% administration fee, to be used at another CASI conference for up to one year from the date of issue. For cancellations received seven(7) days or less prior to an event (including day 7), no credit will be issued. In the event that CASI cancels an event, delegate payment at the date of cancellation will be credited to one future CASI This credit will be available for up to one year from the date of issue. All participants must pay the registration fee prior to arrival at the conference venue. The same applies to live online sessions , all delegates must pay the fees before receiving a link to register to attend . Delegate fees on online live sessions only include course fees and course material which are provided to fully registered delegates . CASI reserves the right to change the LMS platform if deemed fit . In the event that CASI postpones an event, delegate payments at the postponement date will be credited towards the rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive 100% credit representing payments made towards one future CASI. This credit will be available for up to one year from the date of issue. No refunds will be available for cancellations or postponements. We reserve the right to postpone a seminar due to low enrolment. CASI reserve the right to amend any part of the Conference programme if necessary at any time. CASI suggests clients wait until a week prior to course commencement that a course has been confirmed to go ahead as scheduled before booking flight and accommodation. CASI is NOT responsible for cost associated with cancellation/ Postponement of classes such as flight and accommodation for clients. CASI will not be held liable for travel and accommodation costs. The conference fee for physical classes includes: conference material, lunches and refreshments, but excludes travel & accommodation. CASI has a strict no cash Refund Policy . We reserve the right to cancel delegate registration if delegate conduct is not followed .CASI is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/ postponement of an event. CASI shall assume no liability whatsoever in the event this conference is cancelled ,rescheduled or postponed due to a fortuitous event, act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labour strike, extreme weather or other emergencies. Alterations to the program will be communicated to the fully registered delegates . Any venue listed must be treated as provisional . Please note: Upon receiving the registration form, an invoice will be issued electronically. Delegates are not permitted to record or reproduce any part of the online session . When payments are made, please supply the bank with your invoice number as reference. Fees include lunch, refreshments and conference documentation. The organisers reserve the right to make necessary changes to the programmes, speakers, venue or the dates should the need arise. All unpaid invoices will be handed over . Invoices must be paid within 5 days of registration .