

The Digital Helm: Steering Port Performance with Real-Time Insight

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Your Presenters



Thomas Forrestall
Account Executive
Nicom Maritime



Mike Hatfield
Chief Technology Officer
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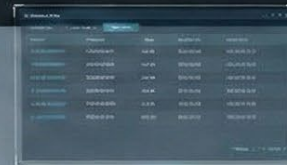


Todd Neely
President & Principal Consultant
Neely Port Advisors

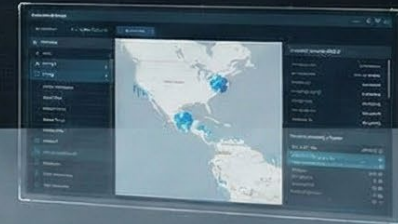
The Challenge



DATE	CARRIER	VESSEL	STATUS	ESTIMATED ARRIVAL
2013-01-15	MSC	MSC MARIANA	ARRIVED	08:00:00
2013-01-15	MSC	MSC MARIANA	ARRIVED	08:00:00
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Data Lives in Silos

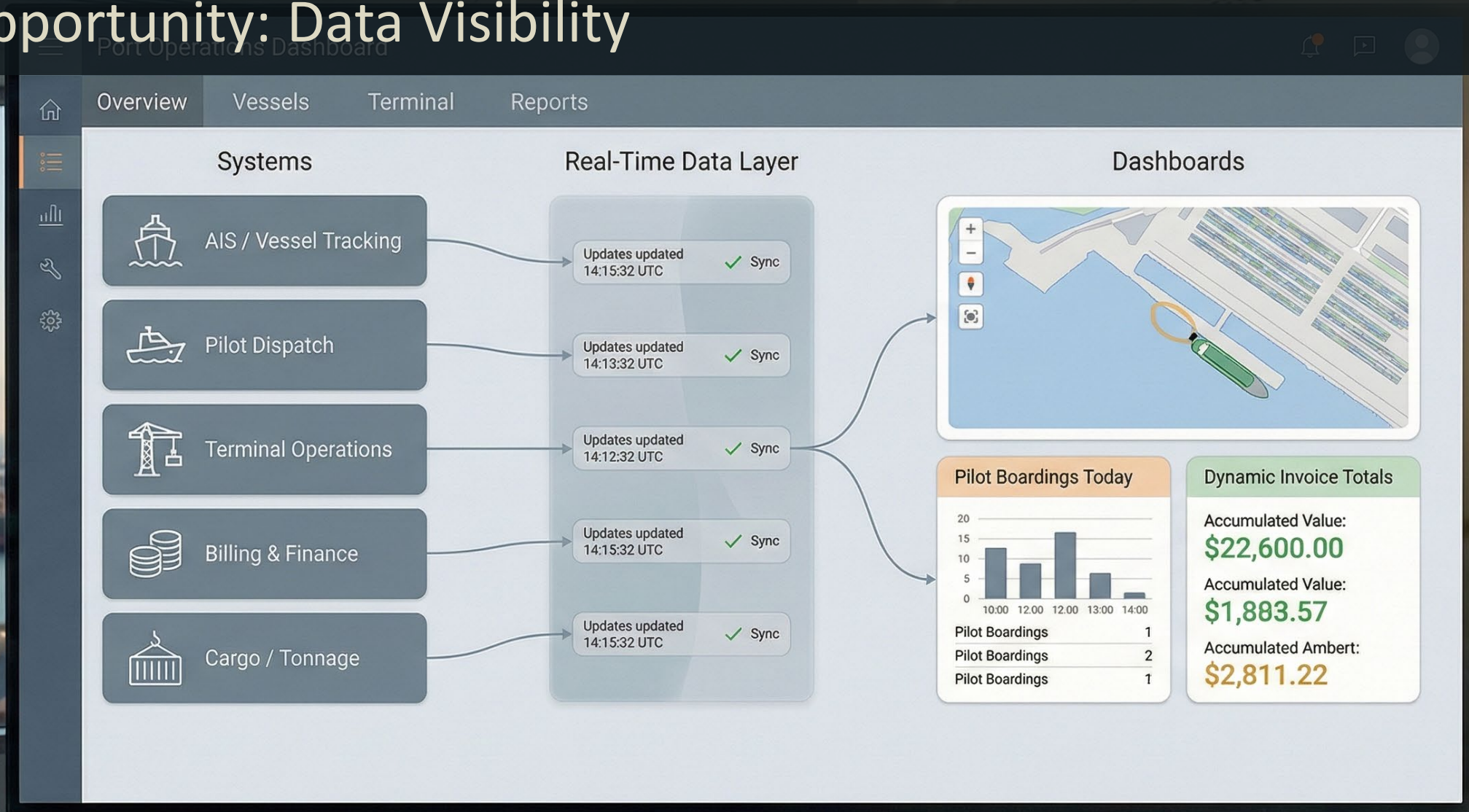


Week	Day	2016-08-16	USD	High	Terminal Fee	Person
Week 21	Sunday	2016-08-14	USD	0.0000	1	25.25
Week 22	Monday	2016-08-15	USD	0.0000	1	15.00
Week 23	Tuesday	2016-08-16	USD	0.0000	0	15.00
Week 24	Wednesday	2016-08-17	USD	0.0000	0	15.00
Week 25	Thursday	2016-08-18	USD	0.0000	0	15.00
Week 26	Friday	2016-08-19	USD	0.0000	0	15.00
Week 27	Saturday	2016-08-20	USD	0.0000	0	15.00
Week 28	Sunday	2016-08-21	USD	0.0000	0	15.00
Week 29	Monday	2016-08-22	USD	0.0000	0	15.00
Week 30	Tuesday	2016-08-23	USD	0.0000	0	15.00
Week 31	Wednesday	2016-08-24	USD	0.0000	0	15.00
Week 32	Thursday	2016-08-25	USD	0.0000	0	15.00
Week 33	Friday	2016-08-26	USD	0.0000	0	15.00
Week 34	Saturday	2016-08-27	USD	0.0000	0	15.00
Week 35	Sunday	2016-08-28	USD	0.0000	0	15.00
Week 36	Monday	2016-08-29	USD	0.0000	0	15.00
Week 37	Tuesday	2016-08-30	USD	0.0000	0	15.00
Week 38	Wednesday	2016-08-31	USD	0.0000	0	15.00
Week 39	Thursday	2016-09-01	USD	0.0000	0	15.00
Week 40	Friday	2016-09-02	USD	0.0000	0	15.00
Week 41	Saturday	2016-09-03	USD	0.0000	0	15.00
Week 42	Sunday	2016-09-04	USD	0.0000	0	15.00
Week 43	Monday	2016-09-05	USD	0.0000	0	15.00
Week 44	Tuesday	2016-09-06	USD	0.0000	0	15.00
Week 45	Wednesday	2016-09-07	USD	0.0000	0	15.00
Week 46	Thursday	2016-09-08	USD	0.0000	0	15.00
Week 47	Friday	2016-09-09	USD	0.0000	0	15.00
Week 48	Saturday	2016-09-10	USD	0.0000	0	15.00
Week 49	Sunday	2016-09-11	USD	0.0000	0	15.00
Week 50	Monday	2016-09-12	USD	0.0000	0	15.00
Week 51	Tuesday	2016-09-13	USD	0.0000	0	15.00
Week 52	Wednesday	2016-09-14	USD	0.0000	0	15.00
Week 53	Thursday	2016-09-15	USD	0.0000	0	15.00
Week 54	Friday	2016-09-16	USD	0.0000	0	15.00
Week 55	Saturday	2016-09-17	USD	0.0000	0	15.00
Week 56	Sunday	2016-09-18	USD	0.0000	0	15.00
Week 57	Monday	2016-09-19	USD	0.0000	0	15.00
Week 58	Tuesday	2016-09-20	USD	0.0000	0	15.00
Week 59	Wednesday	2016-09-21	USD	0.0000	0	15.00
Week 60	Thursday	2016-09-22	USD	0.0000	0	15.00
Week 61	Friday	2016-09-23	USD	0.0000	0	15.00
Week 62	Saturday	2016-09-24	USD	0.0000	0	15.00
Week 63	Sunday	2016-09-25	USD	0.0000	0	15.00
Week 64	Monday	2016-09-26	USD	0.0000	0	15.00
Week 65	Tuesday	2016-09-27	USD	0.0000	0	15.00
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Week 159	Friday	2016-12-30	USD	0.0000	0	15.00
Week 160	Saturday	2016-12-31	USD	0.0000	0	15.00

Container Manifest - Voyage 2304B

Terminal	Voyage	Container Date	Container Dues	Container Berth Dues	Container Security	Container Misc Dues
1						
2						
3	CONTAINER 2304B	KWYTH0000000	21/03/2023 00:36:00	PW0	100	2.500
4	CONTAINER 2304B	AKGTYAD000000	21/04/2023 00:16:00	WDF	2416	10.200
5	CONTAINER 2304B	QWYTY0000000	28/00/2023 00:36:00	WDF	3000	3.350
6	CONTAINER 2304B	KWYTY0000000	23/10/2023 00:35:00	KZF	3100	3.800
7	CONTAINER 2304B	AKGTY0000000	21/00/2023 00:00:00	WDF	3000	6.000
8	CONTAINER 2304B	ADYTY0000000	28/01/2023 00:00:00	WDF	2928	40
9	CONTAINER 2304B	ADYTY0000000	28/01/2023 00:00:00			

The Opportunity: Data Visibility



A Day in the Connected Port - 05:30 Vessel Approaching

Port Operations Dashboard



Berth Assignment

B-14 (Ready)

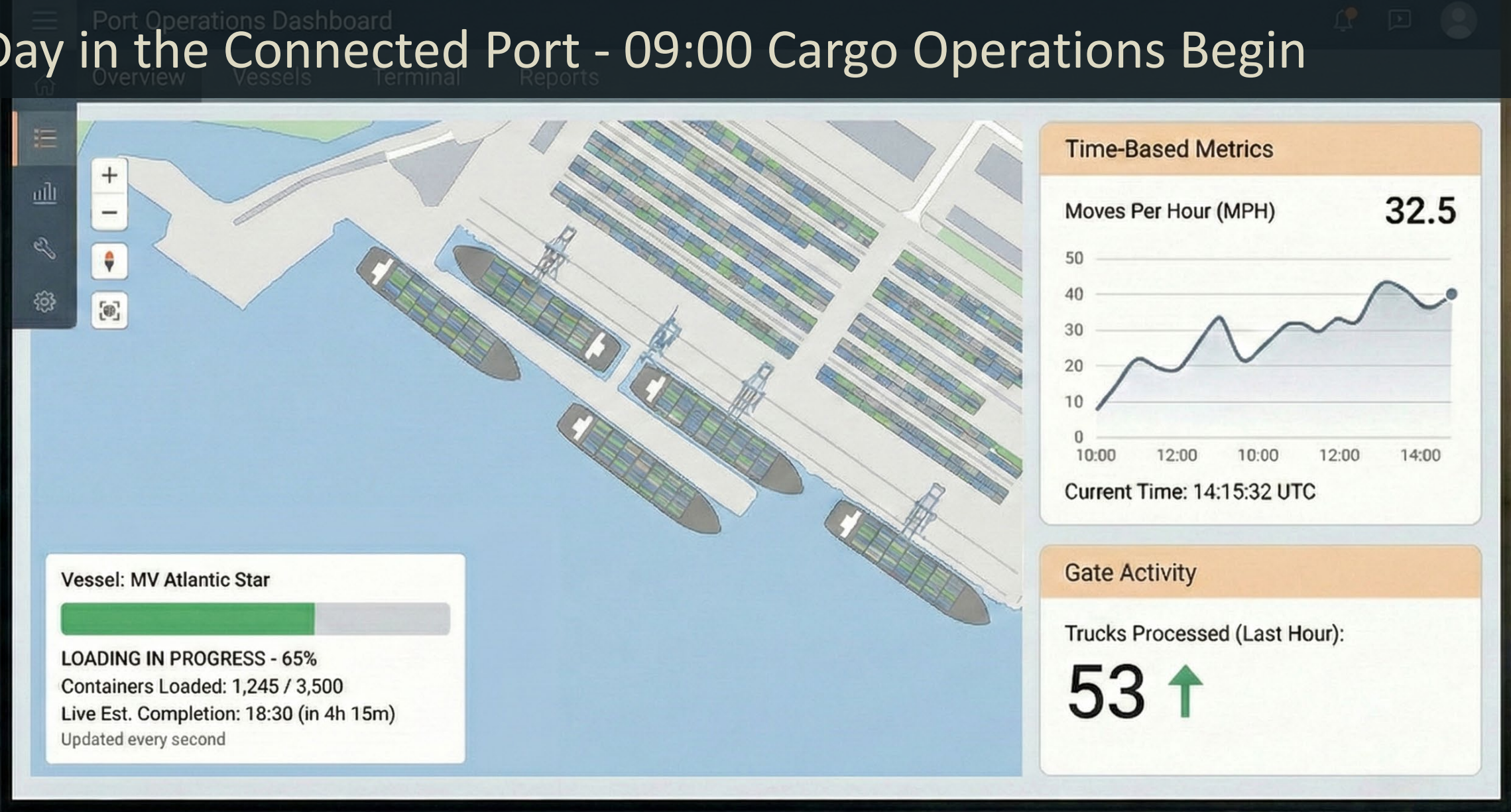
Pilot Assignment

Capt. J. Smith (Onboard)

Status Updates

**All Clear
Weather Calm
Tugs on Standby**

A Day in the Connected Port - 09:00 Cargo Operations Begin



A Day in the Connected Port - 18:00 Departure Triggers Final Billing and Forecast Updates.

Real-Time Billing Totals (YTD)

Current Billing:

\$45.2M ↑ 8%

Pending Invoice:

\$12.5M ↑ 2%

Total Receivables:

\$57.7M

Top Billable Activities

Service Type	Volume	Revenue
Services Service	1,500	\$45.2M

Monthly Revenue Forecast



Billing Summary by Vessel Class

Vessel Class	Billable Calls	Avg. Billing	Total Revenue
Class	34	\$32.7M	\$45.2M
Services	20	\$16.0M	\$87.3M
Containers	11	\$12.5M	\$57.7M

A Day in the Connected Port - Billing Complete

Vessel Operation Summary

Status: Vessel Departed

Total Cargo Handled:

45,000 Tons

Total Billing:

\$45.2M

Departure Time:

2026-01-05 14:00 AST

Invoice Status



Invoice Generated & Sent

Invoice #INV-2026-001
Recipient: MSC Shipping
Sent Date: 2026-01-05

Final Operation Report

Activity	Details	Status
Cargo Handling	Completed	Verified
Piloting	Completed	Verified

Financial Reconciliation Summary

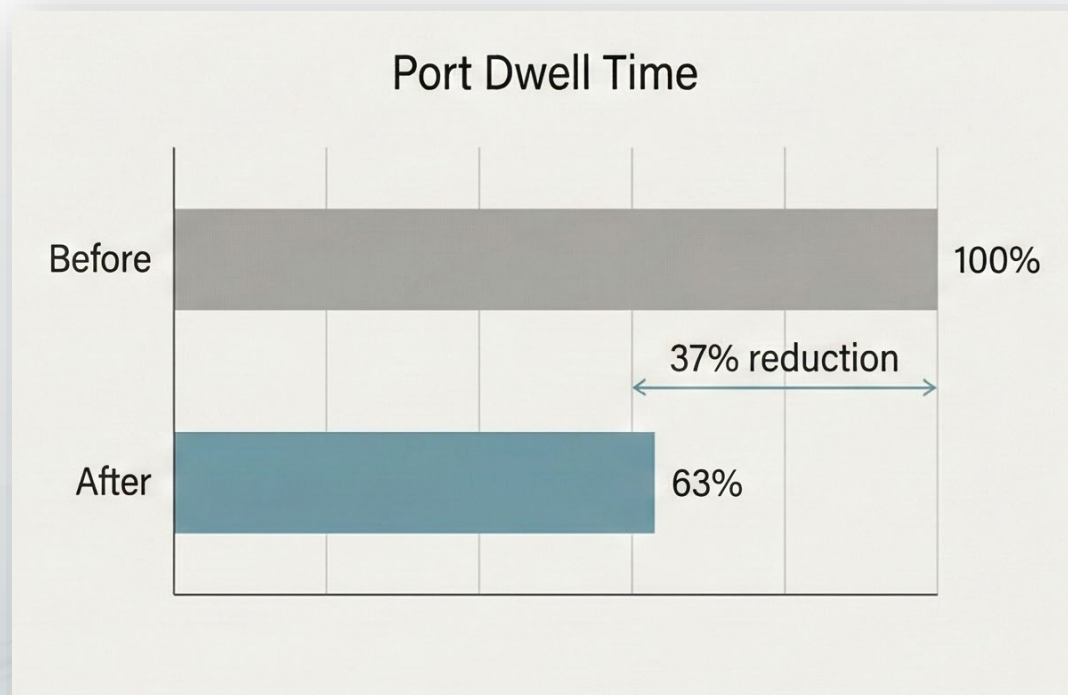
Item	Amount	Status
Base Fee	\$32.7M	Paid
Services	\$12.5M	Paid

Lessons and Impact

- Integration beats replacement
- Shared visibility reduces handoffs and rework
- Finance works best when it sees operations in real time
- Small connections deliver outsized impact



Before & After



“By using the systems developed by Nicom, we were able to reduce our dwell time by 37%.”

CEO, Northeastern American Port.



Key Takeaways

- Integration delivers value faster than replacement
- Visibility across teams reduces delays and rework
- Finance performs best when it sees operations in real time
- Incremental connections create outsized impact
- A connected port improves every hour of the day

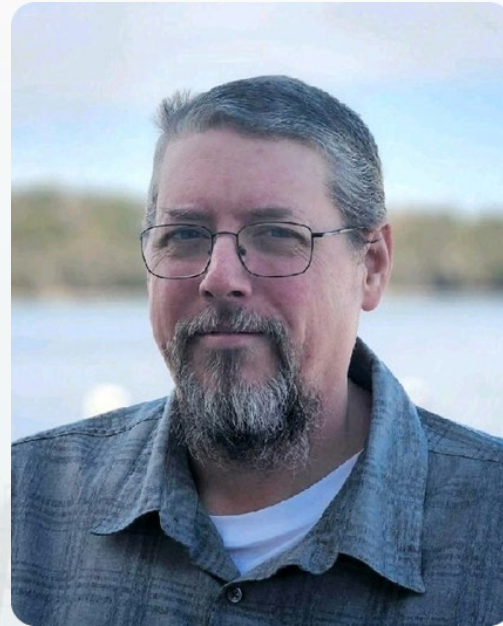


Contact Us



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