

OPEN ECOSYSTEM-BASED

UNIKIE POLO

DIGITALIZATION PLATFORM FOR PORTS and LOGISTICS

Anders Berg

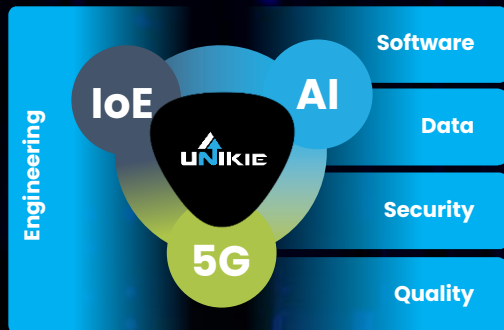
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WE ARE UNIKIE



We are a pioneering **engineering** company focused on activating **smart spaces** by bringing intelligence to machines, vehicles, and infrastructure.

FOUNDED 2015

ICT COMPANY 2021 (Tivi)

GROWTH DRIVERS

Global Business & Clients

Fast Growing Market

Embedded Meets Enterprise

Competitive Salary Model

Cutting-Edge Technologies



>50 M€

REVENUE (2022)

550+

EMPLOYEES (2022)

180+

GLOBAL CLIENTS

60+

EMPLOYEE NET PROMOTOR SCORE



Finland (HQ),
USA, Germany,
Sweden, Poland,
Estonia

WHAT? UNIKIE POLO CONCEPT

LAND LOGISTICS — PORTS — SEA LOGISTICS — PORTS — LAND LOGISTICS

Port
Community

Port
Management

Supply
Chain

Sustainability
and Emission
Control

Smart
Space

POLO Open Ecosystem Platform



VESSELS



VTS



TUG
BOAT



PILOTS



PORT



SHIP
AGENT



OPERATOR



CARGO



LOGISTIC
HUBS



HINTERLAND
INDUSTRIES



PUBLIC
DATA

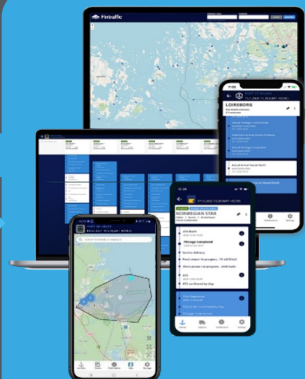
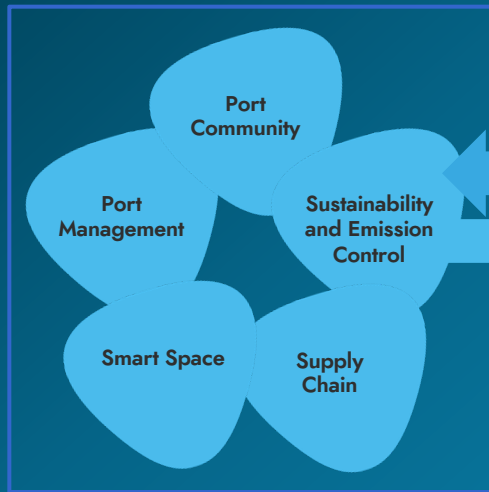
Open Ecosystem based End-to-End digitalization platform for Ports & Logistic



- Concept originally developed jointly with Nordic maritime authorities
- Started from Integration based Situational awareness and Port Community application
- Ecosystem Partners are expanding the scope, usage, and features to new directions
- Enables even whole new enterprise applications in top the platform

Open Ecosystem based End-to-End digitalization platform for Ports & Logistic

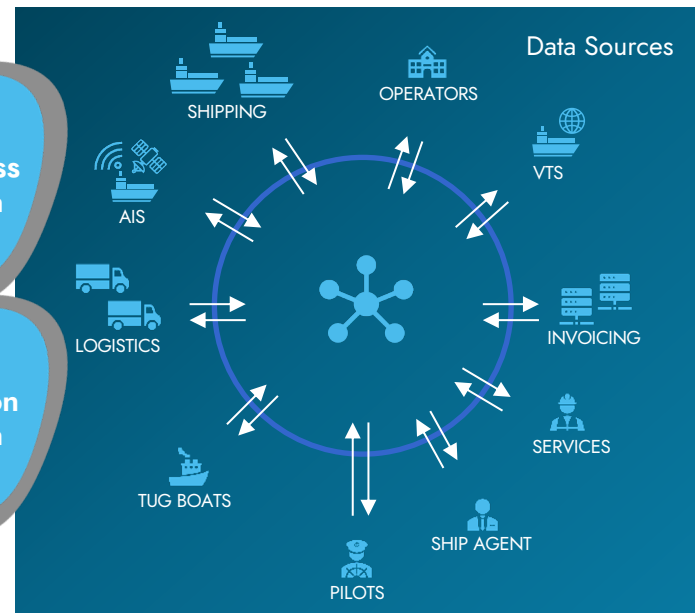
Main Functionalities



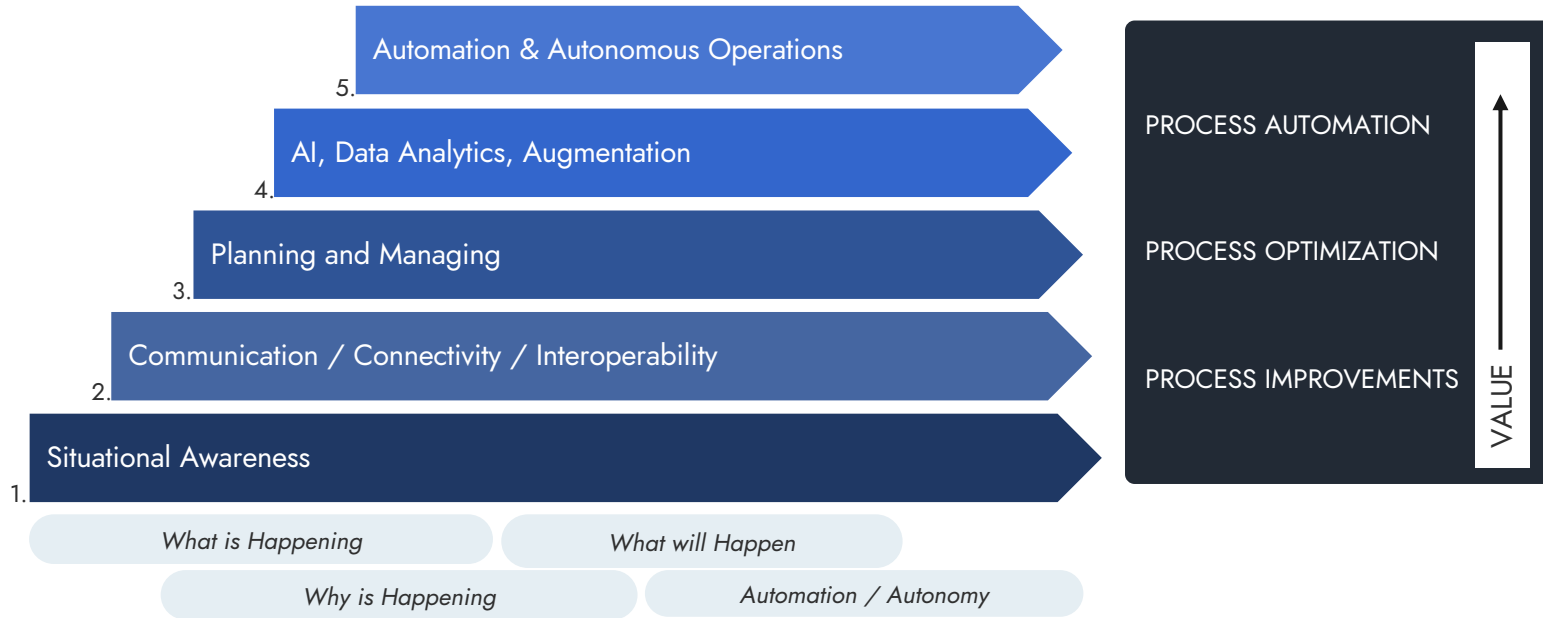
Application

Awareness Platform

Integration Platform



SITUATIONAL AWARENESS AS A KEY IN DIGITALIZATION PROCESS



UNIKIE POLO – DESIGNED TO GROW WITH YOUR NEEDS



Professional, flexible and personalized UI in mobile & desktop

- Designed for professional daily use, both mobile and desktop.
- Features, Functionalities & Data depends on User Rights and Organization
- Platform and application architecture are planned for customized views and functionalities
- Data visualization as maps, dashboards and timelines
- Planning and prediction tools based on real needs
- Basic and optional features
- Private or Co-creation based customization and feature development
- The most cost-efficient platform for customized features

EXAMPLES OF PORT AND MARITIME ECOSYSTEM PARTNERS AND CUSTOMERS

Ports, Port Authorities, Officials



Shipping companies, Operators

Technology & machinery providers

Time Slot Gävle



Port of Gävle

Time Slot Gävle Web Form

Send ETA to outer port area of Port of Gävle to start Time Slot Gävle request process

Please fill this form and press **Send slot request**. You will receive an e-mail to the address(es) given below.

Verification code (available from port)

E-mail(s). Comma to separate addresses.

VESSEL INFORMATION

IMO

Confirm IMO

Vessel name

LOA

Beam

Draft

ETA TO OUTER PORT AREA

Sweden local time, yyyy-MM-dd HH:mm

Estimated jetty laytime (HH:mm)

Primary berth

Secondary berth

Send slot request

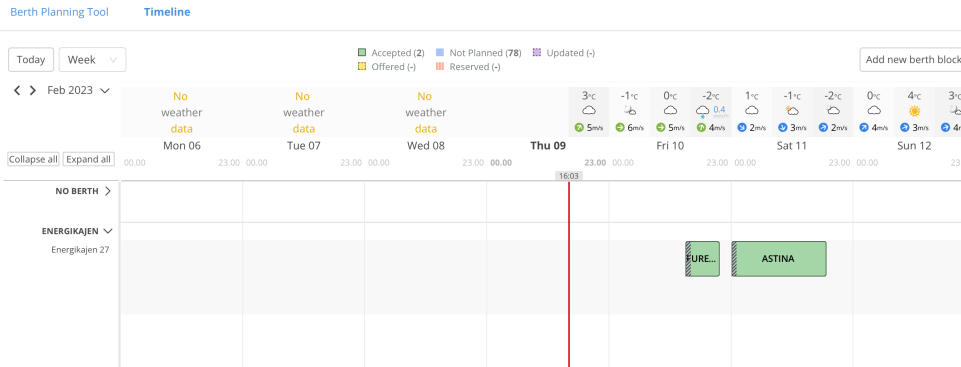
Vessel or representative of vessel apply for queue slot 36hrs before arrival

POLO generate an RTA based on berth availability

Vessel confirms RTA and the vessel is guaranteed a spot on the berth on arrival

ETA allowed to deviate 2hrs from RTA

Time Slot Gävle

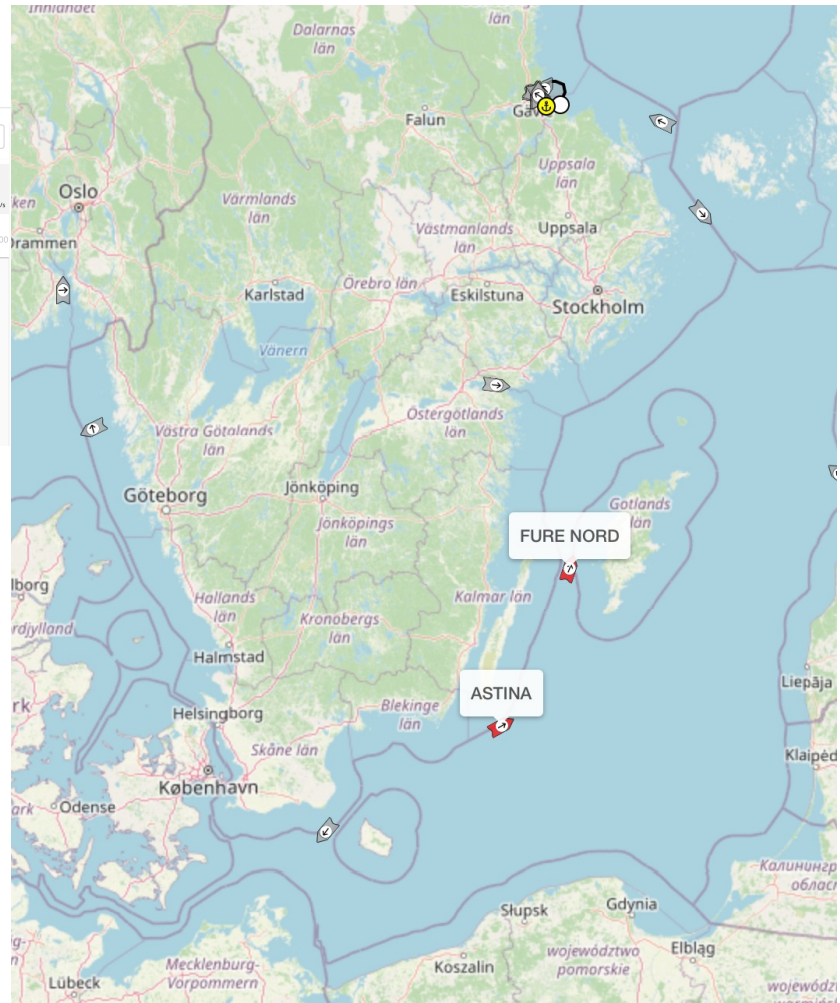


Vessels can slow-steam or “EcoDrive”

No need to worry that another vessel steal their berth slot time

First come first served

“On a trip Göteborg - Gävle, we can save up to ten tons of fuel”, Lennart Knutsson, commander of the ship Tern Fors



Time Slot Gävle

ENERGIKAJEN >

10:15

PORT OF GÄVLE
23.02.2023 10:15 (GMT +01:00)

Queue - Time slot Gävle Arrival

Current queue is updated automatically due to vessels confirm Time slot Gävle ETA. ETA to "Outer Port Area" and ETD from berth. Queue regulations to be find at www.gavlehamn.se/trafikinformation

1. **Accepted**

RTA	23.02.2023 08:00
Time slot	23.02.2023 09:00
ETA	
Live ETA	OK 23.02.2023 05:50
ETD	23.02.2023 19:00

2. **Accepted**

RTA	24.02.2023 19:00
Time slot	24.02.2023 19:00
ETA	
Live ETA	OK 24.02.2023 18:34
ETD	27.02.2023 06:00

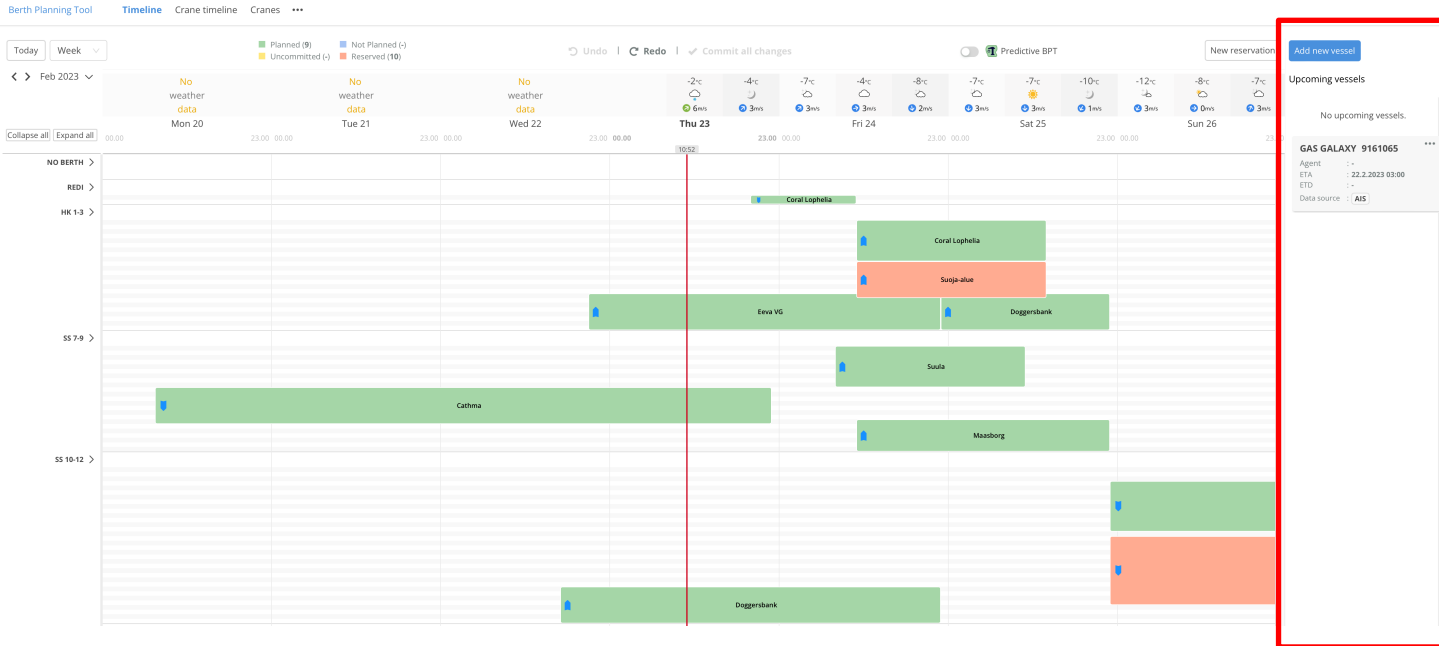
SC... SUULA TERN F... AL YAMAMAH

Activity Queue Push Notice Map More

Current queue situation to Port of Gävle

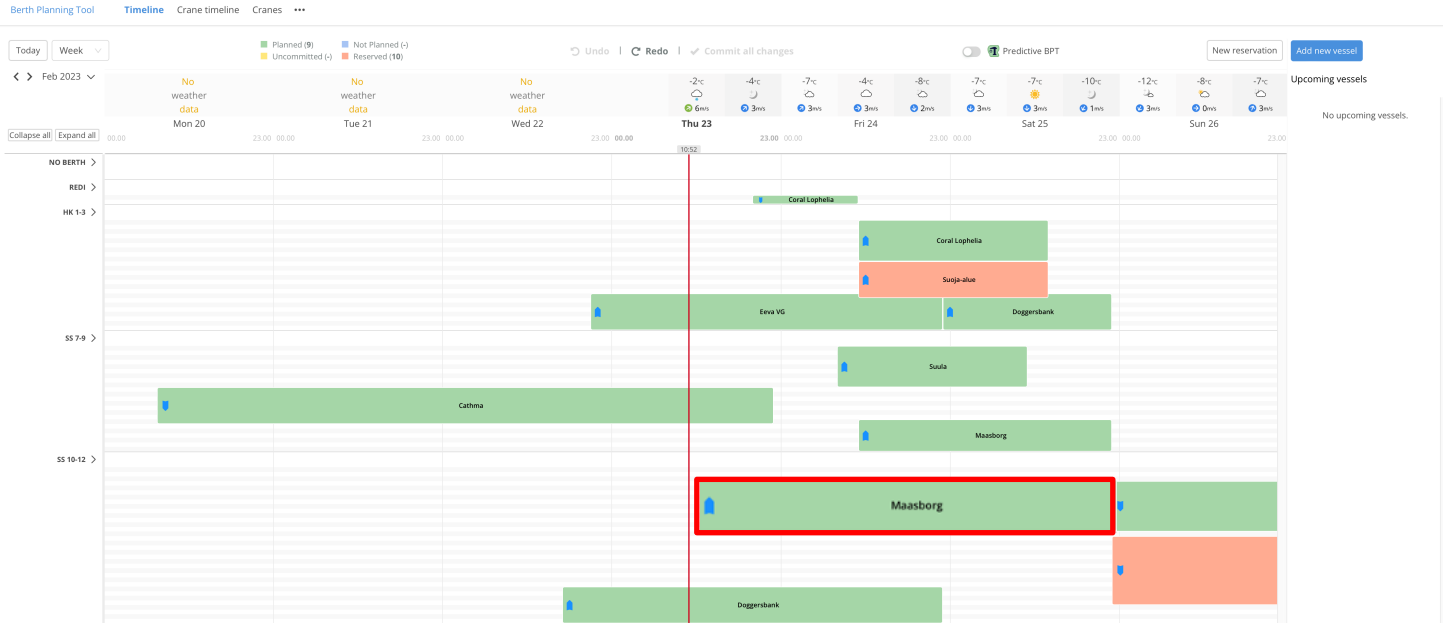
Port of Kokkola implementation

Shipping company plan their vessel at their own planning system. By integration this comes to:



Port of Kokkola implementation

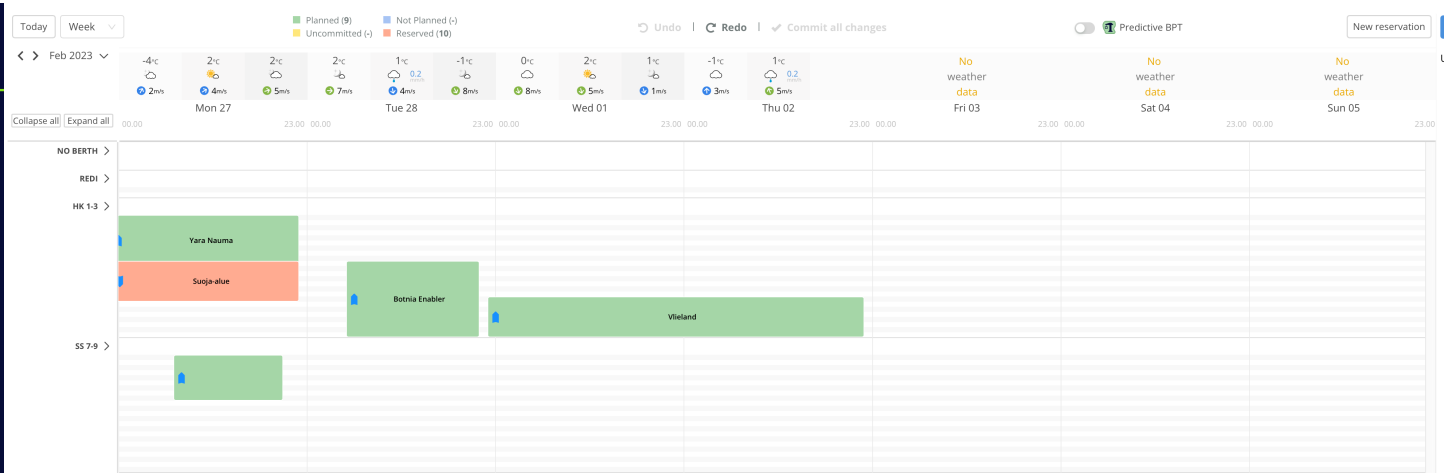
Port of Kokkola plans the vessel in the Berth Planning Tool and if they change time (ETA and/or ETD): automatically by the integration this information goes back to Shipping companies planning system.



Port of Kokkola implementation

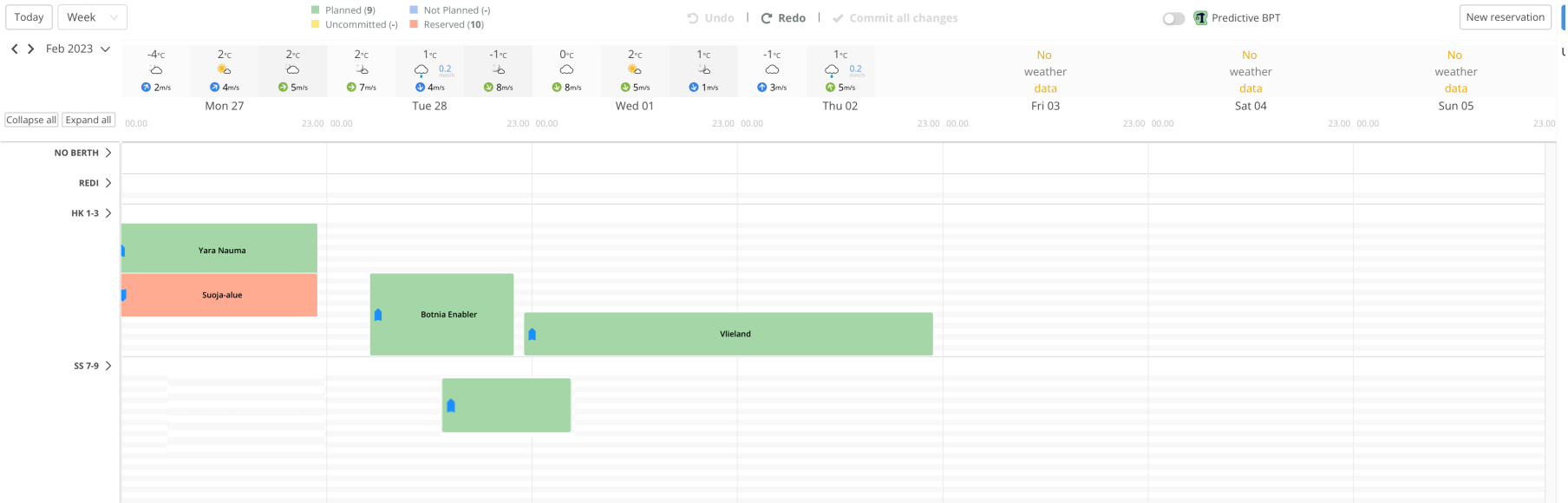
Shipping company planning system has a service that communicate updated information to their vessels by SMS and/or E-mail + information directly how much fuel they can save.

- ETA (to berth, Portnet) 27.02. 13:00
- Customer ETA PBP 27.02. 07:00
- ETA Live Pilot Boarding
- ETA Live VTS Berth
- Dead Reckoning ETA
- PTA 27.02. 07:00
- Pilotage Estimated
- Pilot Ordered
- Pilotage Commenced
- At Pilotage Zone
- ATA
- Pilotage Completed
- ETD 28.02. 01:00
- Customer ETD 27.02. 21:00
- PTD 27.02. 21:00

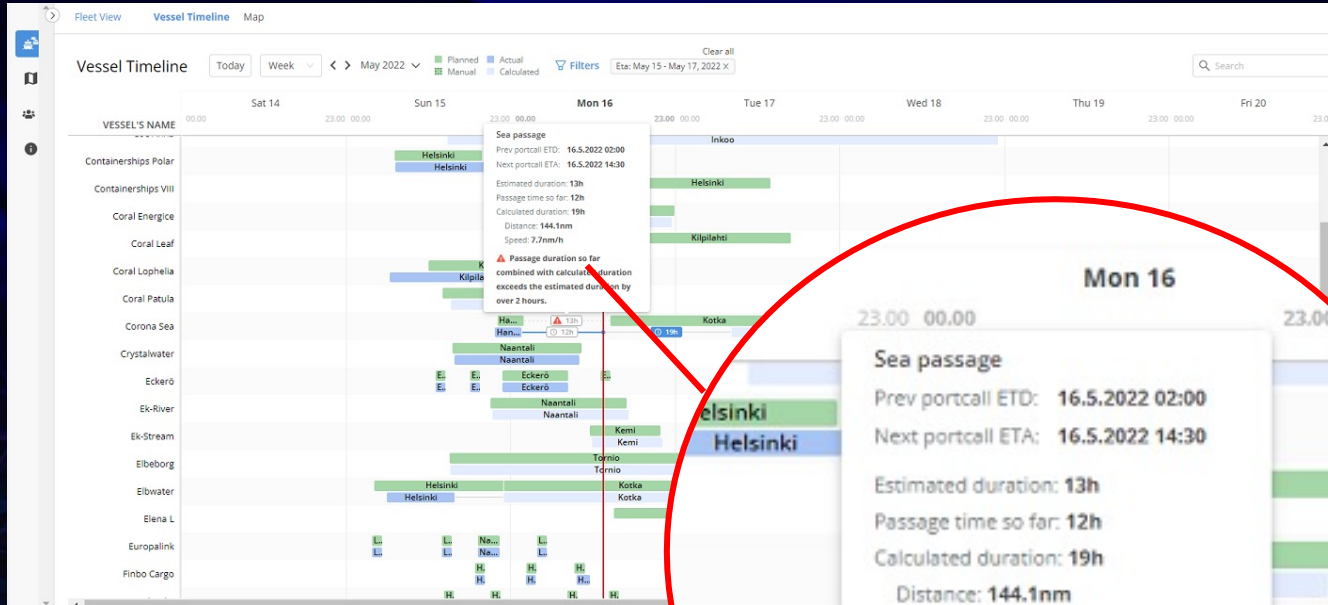


Port of Kokkola implementation

Shipping company planning system has a service that communicate updated information to their vessels by SMS and/or E-mail + information directly how much fuel they can save.



UI EXAMPLE: FLEET VIEW WITH SEA PASSAGE TIME



Fleet view with Sea-Passage time

- Whole fleet or all the vessels of certain port in one view
- Shows previous and upcoming ports
- Estimates travel times and compares to planned times

Conclusions

"- On a trip like this, we can save up to ten tons of fuel, says Lennart Knutsson, commander of the ship Tern Fors, which has just arrived to Port of Gävle from Gothenburg."

"With POLO, we streamlined the port call process"*

"The cool thing about Time Slot Gävle is that we can influence the entire journey to the port"*

"We make it possible for all vessels coming here to choose to drive eco-driving."
Linda Astner, Head of Sustainability, Port of Gävle

"Shipping is a good example of how important it is that we work with interfaces between organizations and system connections. Everyone wants to change, but we need to work together to remove the obstacles."

* <https://www.mynewsdesk.com/se/gavle-hamn/pressreleases/unique-investment-in-port-of-gaevle-enables-eco-driving-for-vessels-3234394?>



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