



CONSTANTA PORT COMMUNITY SYSTEM

DEVELOPMENT OF SPECIFICATIONS FOR THE DESIGN AND
IMPLEMENTATION OF A PORT COMMUNITY SYSTEM IN THE
MARITIME PORT OF CONSTANTA

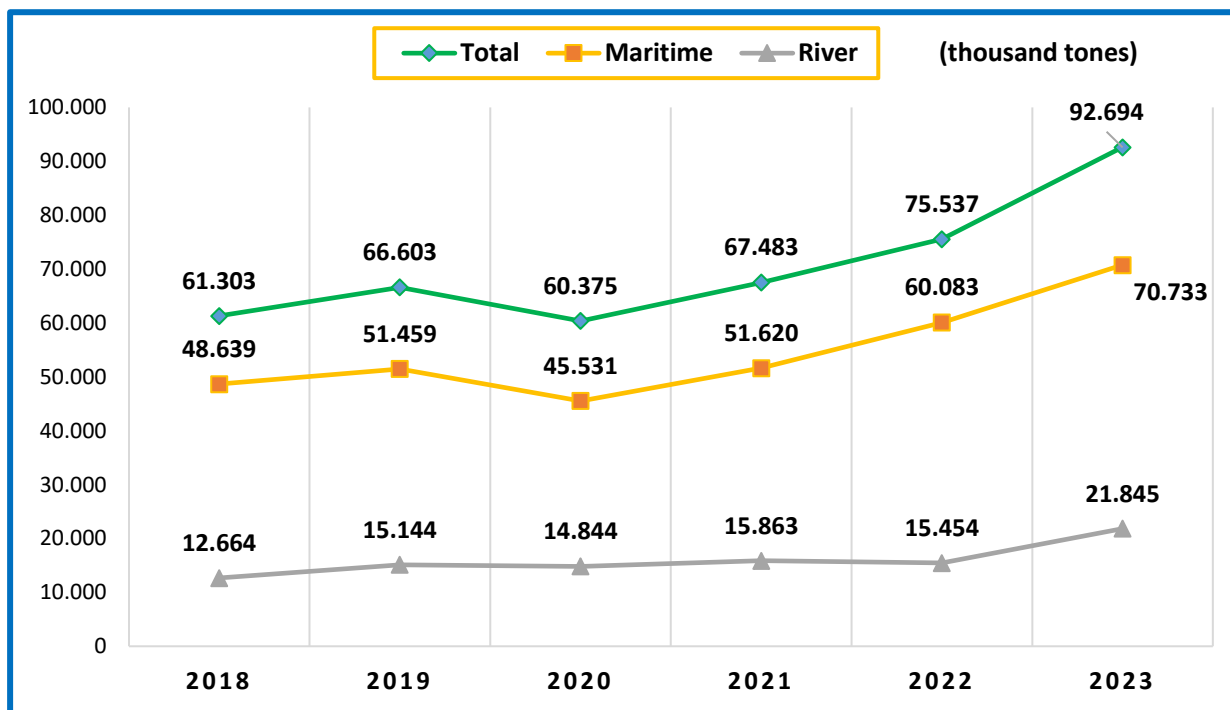
March 2024

CONSTANTA PORT STRUCTURE AND LEGAL LANDSCAPE



- The National Company Maritime Ports Administration SA Constanta (CN APM SA Constanta) was established by the Romanian Government Decision no. 517/1998, with the subsequent modifications and completions
- CN APM SA Constanta is a joint stock company, designated by the Ministry of Transport and Infrastructure to carry out activities of national public interest, as a port administration. The company fulfills the function of port authority in the port of Constanta (with the Constanta area, the Midia area, the Basarabi area and the Mangalia area) and the Tomis marina.

CONSTANTA PORT STATISTICS 2017-2023



✓ 2023 – 92.7 mil. tons, highest volumes operated in Constanța Port

✓ 77 % - maritime traffic and 23 % - river traffic



PORT HINTERLAND



- Hinterland represented by Danube countries: Bulgaria, Serbia, Hungary, Slovakia, Croatia, Austria, Czech Republic, Germany and Moldavia.
- Starting with 2022, Constanta became the maritime port for Ukrainian cargo

2023 - UKRAINE	thousand tons
GRAINS	15,335
OIL SEEDS, OILY FRUITS AND FATS	5,367
IRON ORE, IRON SCRAP	3,043
OIL PRODUCTS	741
NATURAL AND CHEMICAL FERTILIZERS	551
METAL PRODUCTS	542
MISCELLANEOUS	314
SOLID MINERAL FUELS	268
RAW AND PROCESSED MINERALS	191
EQUIPMENT, MACHINES	21
NON-FERROUS ORES AND WASTE	18
OTHER CHEMICAL PRODUCTS	12
CHEMICAL PRODUCTS DERIVED FROM COAL AND TAR	2
CEMENT, QUICK LIME, MATERIALS FOR CONSTRUCTION	1
TOTAL	26,406



THE CONTEXT



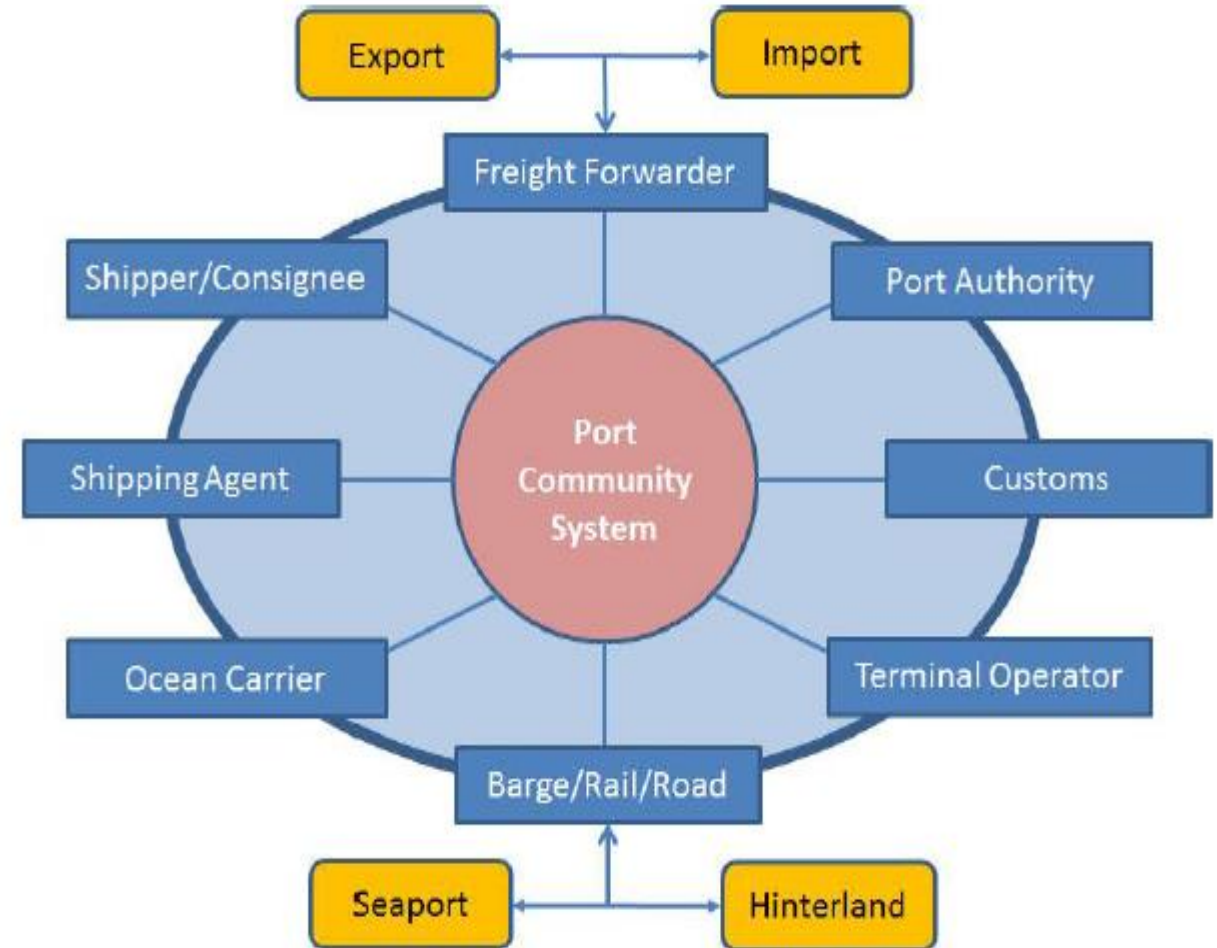
- Starting with 2022, cargo from Ukraine flooded the Romanian territory and Constanta Port
- Many civil works were started in the Port consisting of rail repairs and extensions, road repairs and extensions to be able to accomodate the cargo coming from Ukraine
- Digital projects were started, first and most important - the application for booking of the trucks into Terminals, in order to avoid the congestion at the Port's Gates, which will also be adapted for the barges that are causing bottlenecks at the entrance from the Danube Canal to the Port
- [Port Community System](#), as a digital platform that helps all the stakeholders come together and benefit from Electronic Data Interchange (EDI) fast and efficient information exchange, reuse and centralization, available 24/7/365, saving time and increased efficiency by conveying information to port authorities electronically, better coordination of transport agents in terms of booking, purchase and document processing through a single electronic interface, faster collecting of customs duties, faster declaration of goods by customs agents by filling online documents for customs processing and online payment and many other advantages

CONSTANTA PORT COMMUNITY SYSTEM



WHAT IS PCS?

- neutral and open **electronic platform** that allows **intelligent and secure information exchange** between public and private sector stakeholders operating in the port area
- its modules allows port operators to improve their competitiveness
- PCS interface **optimizes, manages and automates the processes** involved in port and logistics activity through a **single data transmission** and linking transport and logistics chains
- PCS interface is a **“Single Window” portal**, allowing trade and transport stakeholders to submit **standardized information and documents**

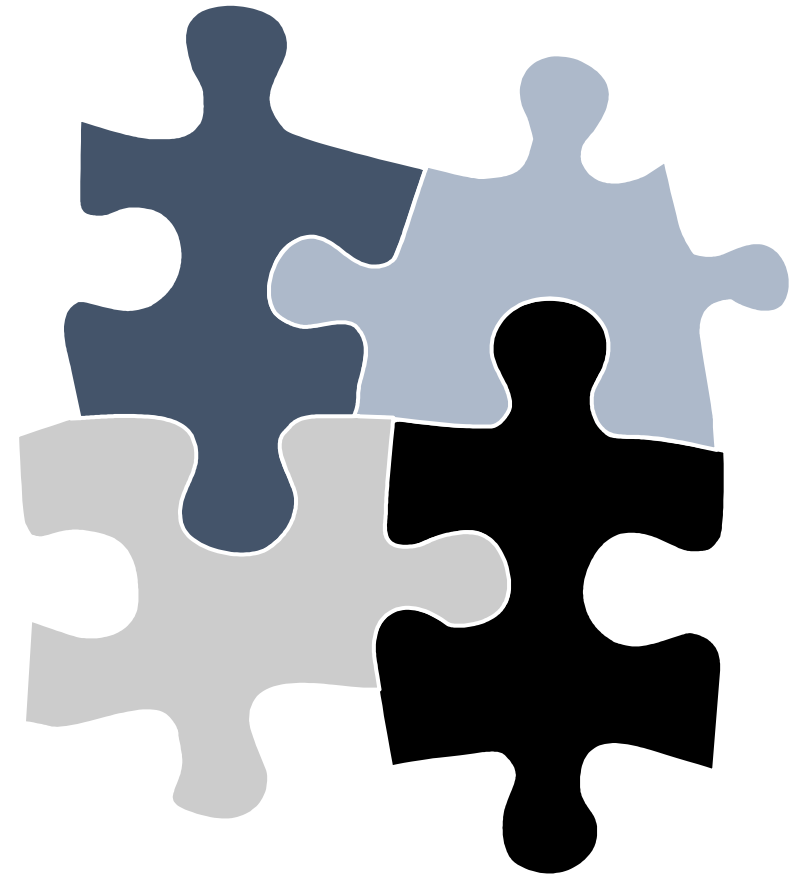


CONSULTANT CONSORTIUM



CRITICAL TECHNOLOGIES SRL, HPC HAMBURG PORT CONSULTING GMBH, E.N. SHIPPING SERVICES OU AND SAARESALU OU

- Four companies from three different countries with relevant background experience, technical expertise, and port community environment knowledge
- A team of experts with a high level of expertise acquired through involvement in complex projects for similar beneficiaries
- Having proof of smooth collaboration in the past, makes the prospects of repeating the same in the future even stronger

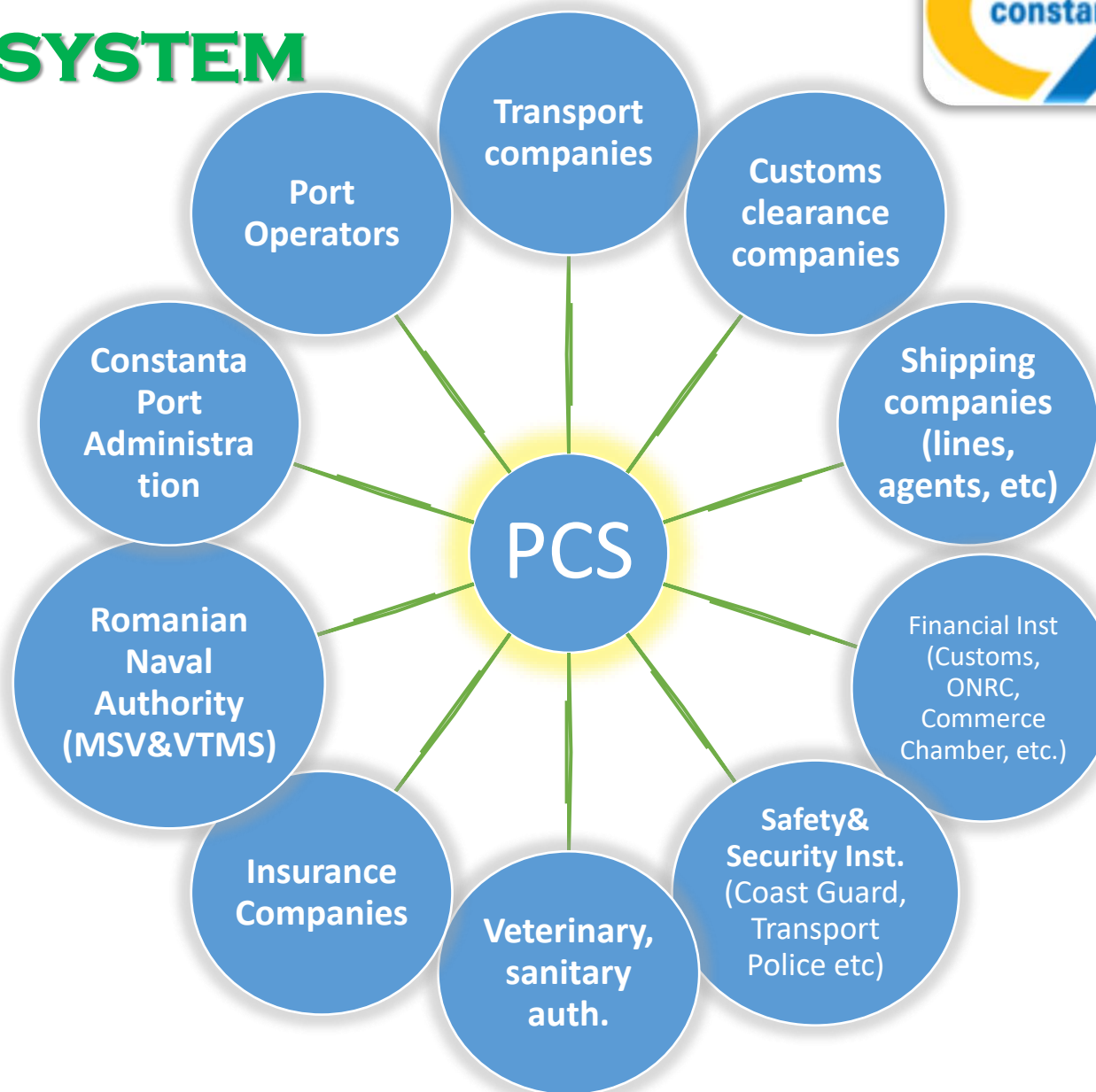


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PCS COMMUNITY

Stakeholder collaboration



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STAKEHOLDER COLLABORATION

- The PCS is a collaboration platform – for common benefit
- The PCS is a standardised flow of data
- Cooperation started at the design phase (current project) and it continues to the PCS development and post-development phase
- Cooperation mainly means the considering others' opinions and finding the common goal
- It does not mean the participants sharing the business secrets
- It does not mean replacing the internal IT systems

STAKEHOLDER COLLABORATION STEERING COMMITTEE



Members - the people with decision making authority

The tasks of the Steering Committee and its members are following:

- To address change management issues,
- To share information on the existing situation and Work Plan for the project,
- To feedback on open issues,
- To review the project's reports, issue written comments and feedback to the approach and content of the reports,
- To validate the project results and to contribute to the success of the project,
- To review Risk Register and to propose and act on measures for risk mitigation and management.



PRESENT SITUATION

Activity
Initiation Report and Detailed Management Plan with QA Plan submitted
Initiation Report and Detailed Management Plan with QA Plan accepted
D1 Process Analysis
D2 Data Security
D3 Feasibility Study, Governance Models submitted and accepted
D4 Feasibility Study, Business Models
D5 Technical and Functional Specifications for the Design and Implementation of a PCS, Incl.Proposal for PCS Implementation Steps
D6 Terms of Reference for PCS Implementation
D7 Risk Analysis and Impact Assessment Related to PCS Implementation
Draft Final Report submitted
Draft Final Report accepted – project delivered:

KEY TAKEAWAYS

- PCS is a fundamental part in the evolution towards a digitalised port
- PCS is an individual solution, tailored to the community business needs
- Stakeholder involvement is essential
- Overall efforts split: organisation 80 %, technology 20%
- Development of a PCS is a continuous journey
- The Consultant will deliver the ToR and feasibility study in July 2024, at the latest, and as soon as the funding is identified, Port of Constanta will launch the acquisition procedure for the PCS platform, with high hopes the in 2025 the PCS will be up and running





CONSTANTA MARITIME CLUSTER

The vision of the Constanta Maritime Cluster is to create a collaborative environment that fosters innovation, knowledge sharing, and business growth within the maritime industry in Constanta.

The cluster will bring together stakeholders from all sectors of the maritime industry, including shipping lines, terminal operators, logistics providers, maritime technology companies, and research institutes. By working together, these stakeholders can develop new solutions to address the challenges faced by the maritime industry, such as digitalization, automation, and environmental sustainability.

MAIN OBJECTIVES OF THE CONSTANTA MARITIME CLUSTER



- Improving the international competitiveness of entrepreneurs through the implementation of cooperative cluster projects
- Increasing the companies' added value by providing access to new markets and expertise
- Creating new products and services that meet the needs of the maritime industry
- Improving export turnover by facilitating trade and logistics processes
- Promoting cooperation between companies, as well as companies and scientific institutions, in the same or different sectors

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THANK YOU!

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