33rd UN/CEFACT Forum
Conference:
Expanding the horizon for MSMEs in international trade: Role of e-Services

Example: Ecosystem DAKOSY

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Agenda

1. DAKOSY
   - Company profile
   - Port Community System (PCS)

2. Enabling participation in cross-border e-services - the DAKOSY-experience
   - Rulebook DAKOSY
   - From PCS to Single Window to Ecosystem
   - Last resort: PCS to offer solutions for participation
   - Lessons learned
Company profile

Facts and figures

Management Board: Dieter Spark, Ulrich Wrage
Employees: 180 employees
Capital: 1.53 mil. Euro
Founded: 1982
Shareholders: Seaport Industry of Hamburg
Turnover 2018: 30 mil. Euro
Service times: 24/7
Locations: Hamburg (head office), Bochum, Frankfurt and Freiburg
Subsidiary: CargoSoft Bremen, 80 employees

Shareholder structure

Product lines

- Cargo Communication
- Customs
- Logistics
Port Community System for the Seaport of Hamburg

Single Window, integrating the supply chain

> 2,500 Companies
Enabling participation in digitized logistics - DAKOSY

Port Community System for the Airport of Frankfurt

FAIR@Link Collaboration Cloud

- Shipper
- Forwarder
- Declarant
- Truck
- Handling agent
- Airline
- Airport

Slot Booking  Customs  Statistics  Monitoring  Consolidation

Security  Rest Cargo  INFr8  Add App

Airport Operation System
The Single Window Principle

UN Recommendation No 33 (2005)

- „... a facility that allows parties involved in trade and transport to lodge standardized information and documents with a single entry point to fulfil all import, export and transit-related regulatory requirements. If information is electronic, then individual data elements should only be submitted once.“

A Port Community System is a very special kind of Single Window, it...

- .. is a neutral and open electronic platform enabling intelligent and secure exchange of information between public and private stakeholders in order to improve the competitive position of the sea and air ports’ communities;

- ...optimises, manages and automates port and logistics efficient processes through a single submission of data and connecting transport and logistics chains.

(Source: http://ipcsa.international/pcs)
Cargo Community Systems

- ~15 to 20 of the world’s largest seaports have a PCS
- 9 out of 10 of the largest seaports in the EU have a PCS, 7 of them state-owned / partially state-owned / under governmental control
- e – Quote Bill of Lading B/L worldwide ~ 55 %
  - Germany > 90 %

- 6 - 8 out of 20 of the world’s largest cargo airports have a CCS (HKG, SGP, DXB, AMS, CDG, FRA)
- EU Schiphol - Cargonaut, partially state-owned
  - Paris – CIN, partially state-owned
  - Frankfurt – FAIR@Link, private sector
- under construction Brussels Switzerland
- e – Quote AirWayBill worldwide approx. 50 % (IATA)
  - Frankfurt approx. 30 % (DVZ)
International Port Community Systems Association

The mission of IPCSA is to:

“influence public policy at the international level, principally by lobbying, in order to promote the adoption of e-logistics as the key element in the development of international maritime, shipping and logistics sectors.”

(http://ipcsa.international/mission)

Founding members:

- **SOGET**  [www.soget.fr](http://www.soget.fr)
- **Portbase**  [www.portbase.com](http://www.portbase.com)
- **MCP**  [www.mcpplc.com](http://www.mcpplc.com)
- **Portic**  [www.portic.net](http://www.portic.net)
- **Dbh**  [www.dbh.de](http://www.dbh.de)
- **DAKOSY**  [www.dakosy.de](http://www.dakosy.de)

Plus 41 members

Plus observers
PCS – A Trade Facilitation Tool

A PCS:
• Links administrative processes to operational ones
• Thus re-using data for both purposes and the re-use of existing Information Systems
• Creating Transparency & reducing trade burdens
• Can also act as a Gateway into a Single Window

PCS thus link **Administrative** and **Operational** procedures electronically via the exchange of messages on a end to end basis (machine to machine) with all stakeholders.
Cross-border with the PCS – Import

Forwarders

Carriers

Importers

Terminals

Datapool

other PCS

German Customs
EU-Customs,
Customs of USA,
Canada, Israel,
Japan

Authorities

National Single Window, Harbour Master’s Office, Office for Plant Health Control, Veterinary Office Border Control, Office for Health and Consumer Protection, Federal Agency for Agriculture and Food, Institute of Hygiene and Environmental Medicine, Water Police (GEGIS),...

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Enabling participation in digitized logistics - DAKOSY
Cross-border with the PCS – Export

Carriers

Forwarders/Exporters

Consignees

Terminals Container Freight Stations

Datapool

Other PCS

German Customs EU Customs, US + Canadian Customs

Authorities

Enabling participation in digitized logistics - DAKOSY
Participation in digitized logistics via a PCS

Customer
- In-house System
- 3rd party solutions
- Solutions by DAKOSY
- Web

Single Window DAKOSY

IMP, EMP
ZAPP Sea
ZAPP Air
TRUCKGATE
GEGIS
PRISE
VIP
Carrier Services
FAir@Link

DAKOSY platforms

Industry

Carriers
Forwarders
Warehouse / Packing Station / Depot
Terminal

Water Police, Authorities

PCS

other platforms

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Our DNA

- **Our aim**: speed up the port!!
- **Our role**: Trusted Third Party DAKOSY
- **Our mission**: build a community of as many participants as possible
  - include large, medium-sized, small and micro enterprises
- **We believe in transparency**: regarding rules, standards, interfaces and modes
- **Our principle**: non-discriminatory access,
  - i.e. enable data exchange for every budget
    - under own steam (qualifying own software)
    - using the solution of a software provider
    - using a portal provided by the operator of the platform
Building a community

- 90% talking, 10% doing
- Increased acceptance through collaboration and inclusion
  → working groups to discuss developments, open to every attendee of the community
- Respect the business of every single participant – regardless of size
- Find the common denominator
- Develop value added services to make participation interesting for everyone
- Include Authorities
- Offer a Trusted Third Party – service

Shareholder structure:

- DIHLA: DAKOSY Interessenorganisation Hamburger Linienagenturen GmbH (33.3%)
- DHU: Gesellschaft für Datenerfassung Hamburger Umschlagsbehörde mbH (33.3%)
- DIHS: DAKOSY Interessenorganisation Hamburger Spediteure GmbH (33.3%)

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Building a chain of information to support the chain of transport
- Pre-announcements
- Exchange and re-use of data
- Building event-driven workflows
- Allow and support automation

Technics → use and combine the existing, the old and the future
- Syntax: Inhouse formats and standard interfaces (EDIFACT, XML etc.)
- Canal: EDI, web services, online, APP, CSV-upload, …
- Geofences, OCR-gates, licence-plate-recognition, …
- Important: be downwards compatible
Last resort: solutions offered by PCS

DAKOSY as a Software Provider

The Challenge → participants are in need of technical solutions for participation

If no other possibility available, DAKOSY develops and operates software solutions tailored to the needs of the trade:

- Customs
- Logistics (TMS, SCM, CRM, VBS, …)
Lessons learned – a request

How to support e-cross-border

- The Public sector (Nation-States, Customs, Port Authorities etc.) should continue to further
  - Modernisation
  - Simplication
  - Facilitation
  - Optimization / Rationalization

- Institutions like UN-CEFACT, WTO, WCO, IMO should of course continue to work on
  - Standards
  - Norms
  - Frameworks
  - Harmonization
  - Certifications

  ➢ But we would need a change of mindset and focus on the process in future standardization and harmonization efforts
Thank you for your attention