



TỔNG CÔNG TY TÂN CẢNG SÀI GÒN
SAIGON NEWPORT CORPORATION

Welcome to Saigon Newport Corporation



ĐẾN VỚI TÂN CẢNG SÀI GÒN, ĐẾN VỚI CHẤT LƯỢNG DỊCH VỤ HÀNG ĐẦU
COME TO SAIGON NEWPORT, COME TO THE BEST QUALITY SERVICES

Vietnam, 30th March 2017



Solution Elements



- **Brief Introduction about Saigon Newport Corporation**
 - **Terminal System**
 - **Logistics Service**
- **Brief Introduction about SNP's warehouse system**
- **IT Solution**
- **Case-Study**
- **Understanding Requirements**

Milestones



Traditional Terminal Bulk Cargo

1989



Container Terminal Oriented

1992



Launching Deep-sea Port in Cai Mep – Vung Tau

2000

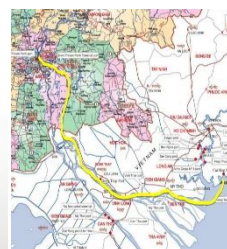


Launching Terminal 128 in Hai Phong

2008

Going Live TOPX in Terminal Operation

2007



Launching Terminal in Quy Nhon, Mekong Delta PhnomPenh

2010

Going live INFO WMS in Warehouse Operation

2010



Launching Terminal 189 in Hai Phong

2011

Starting Deep-sea Port Project in Lach Huyen Hai Phong



2016

Going live Oracle Transportation Management System

2016



Extending WHS & DC Network in Binh Duong

Extending WHS & DC Network in Dong Nai



Extending WHS & DC Network in Hai Phong

End-to-End Supply Chain Solution



3 KEY ACTIVITIES OF SAIGON NEWPORT CORPORATION



PORT OPERATION

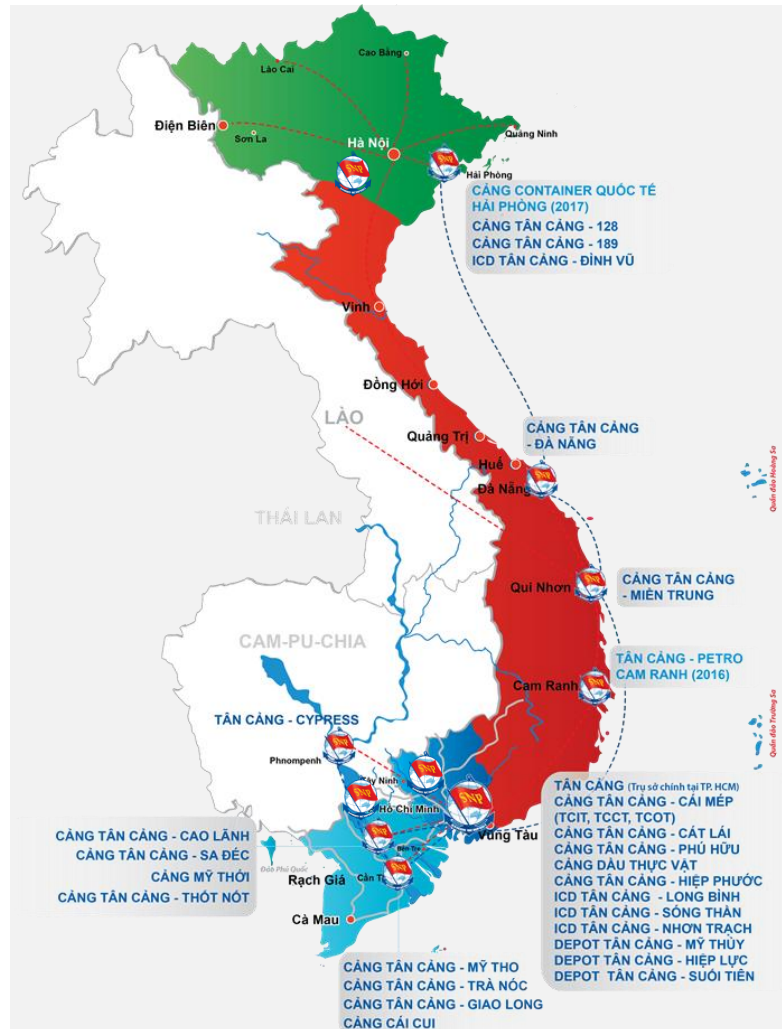
LOGISTICS SERVICE



DOMESTIC SHIPPING



SAIGON NEWPORT'S TERMINAL SYSTEM



Seamless Terminal System
throughout the country

Biggest Container Terminal in
Vietnam

1st Deepwater Terminal in
Vietnam

Terminal chain for barging in
Mekong Delta Area

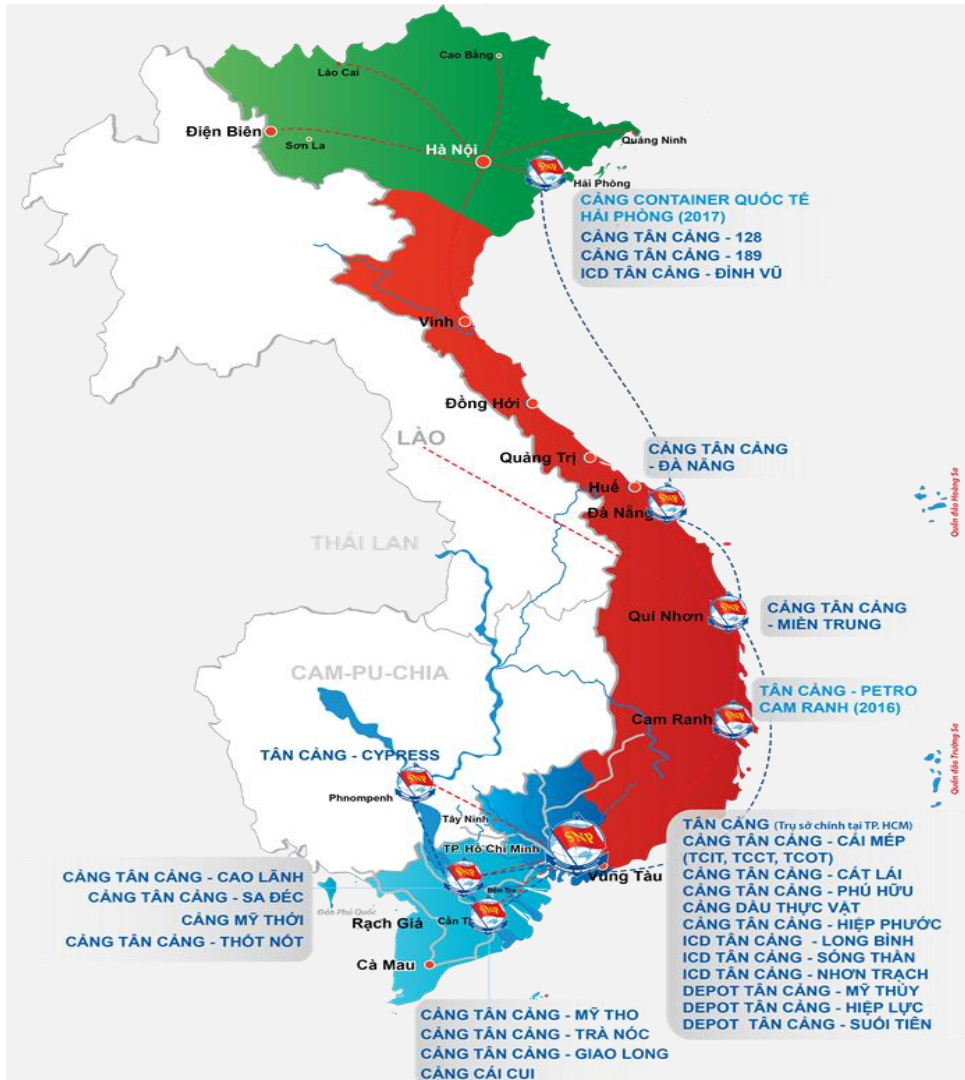
TAN CANG – CAT LAI TERMINAL



The biggest and most modern container terminal in Vietnam

TOTAL AREA	1,300,000SQM (130 ha)
NUMBER OF BERTH	07 (+01 FOR BARGE)
LENGTH OF BERTH	1,424 m
QUAYSIDE CRANES	20
RTG 6+1	60
TERMINAL TRACTORS	200
MAXIMUM VESSEL ACCOMODATED	45,000 DWT (max 2,900 TEU)
DEPTH AT BERTH	-12m
DEPTH OF NAVIGATION CHANNEL	-8.5m (WITHOUT HIGH TIDE -3m)
DESIGNED CAPACITY/ YEAR	4.6 MILLIONS TEU
CY CAPACITY	75,000 TEU
NUMBER OF VESSEL/ WEEK	60 (IN & OUT)
VOLUME OF 2014	3.6 MILLIONS TEU

SNP TERMINAL SYSTEM



- 4 deep-water terminals
(1 project in Hai Phong)
- 4 terminals in HCMC
- 8 barge terminals in Mekong Delta
- 2 terminal in Central Vietnam
(1 project in Central)
- 2 terminals in Hai Phong

CORPORATE CAPACITY

Terminals

Total Berth Length

6 km

Capacity

6,000,000 teus

Productivity

70 moves/h

Location

- Southern Vietnam:
Ho Chi Minh City, VN
Ba Ria VungTau Province, VN
Mekong Delta Areas, VN
- Central Vietnam:
Quy Nhon, Binh Dinh, VN
- Northern Vietnam:
Hai Phong, VN
- Cambodia:
Phnom Penh

WHS & DC

Total Size: ~4,000,000 m2

WH space: 500,000 m2

Human Resource: 850 persons

MHE: 85 forklift & reach stacker

Location

- Southern Vietnam:
Ho Chi Minh City, VN
Song Than, Binh Duong, VN
Long Binh, Dong Nai, VN
Provinces of Mekong Delta
- Central Vietnam:
Quy Nhon, Binh Dinh, VN
- Northern Vietnam:
Hai Phong, VN

Transportation

Inland Trucking

- 500 container truck heads
- 200 cargo trucks of 1-10 T
- Main routes:
Southern Vietnam
North-South
Vietnam – Cambodia...

Waterway

- 75 barges for domestic routes
- 6 barges for Int'l routes
- Main routes:
Cat Lai - Cai Mep - Mekong Delta
Vietnam – Cambodia...

Domestics Shipping

- 04 vessels
- Main routes:
CAN THO - HCMC – DA NANG
– HAI PHONG

Dom & Int'l Freight Forwarding

- Sea Freight
- Air Freight
- Rail Freight

Information Technology

OTM

Fleet Management
Container track & trace
Transportation Optimization
EDI

INFO WMS / WMS-VN

Warehouse management
DC planning
Cargo track and trace
EDI

TOPX/TOPOVN

Terminal Operating
Auto Container yard planning
Real time Mgt
Container Pick-up Mgt
EDI



TRANSPORTATION



More than 500 container trucks are now operating in Vietnam – Laos – Cambodia.

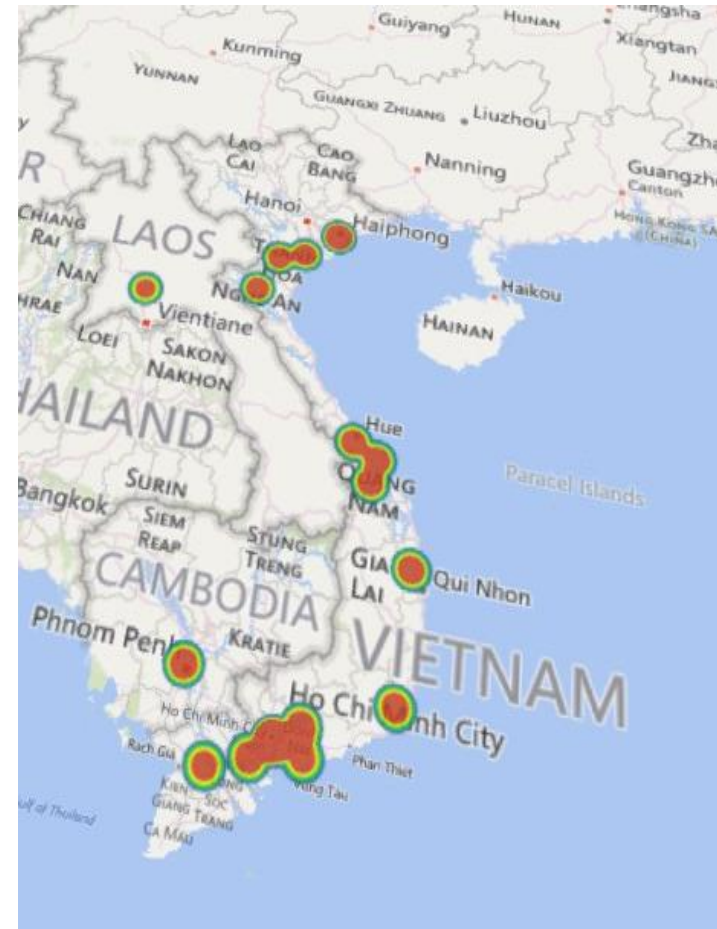
Nearly 200 small trucks (1-10 tons) are operating mainly in Southern Vietnam.

75 barges for domestics waterway transportation

6 barges for Vietnam – Cambodia waterway transportation

3 vessels for South – North ocean transportation

Operated and managed by **Oracle Transportation Management System (OTM)**



CUSTOMS HOUSE BROKERAGE



Import and Export Declaration Filing

Permits and Licensing Application Services

Duties & Taxes Advancement

Other Government Agency Services

Value added Services

Saigon Newport is one of the key customs house brokerage in Vietnam with professional & experienced staff who help us to understand customer's challenges and deliver customized solutions that ensure your transactions are compliant, confidential and avoidable to any delays, fines and penalties.

FREIGHT FORWARDING



Sea Freight

FCL/LCL services from any ports in the world to Vietnam as well as from Vietnam to the world

Air Freight

Real-time update with integrated system to carriers, fleet...

Consolidation

Combined LCL service with our CFS facilities

Cost effective, reliable and consistent

Perishable and dangerous goods transportation and handling

PROJECT CARGO



Site inspection and project planning

Route surveys and selection of reliable carriers

Track and trace with en-route reporting

Customs Process Support

Final stage delivery



SNP's WHS SYSTEM



**CFS, Bonded warehouse
230,000 sqm**



**General warehouse
265,000 sqm**



**Dangerous cargo warehouse
1,600 sqm**



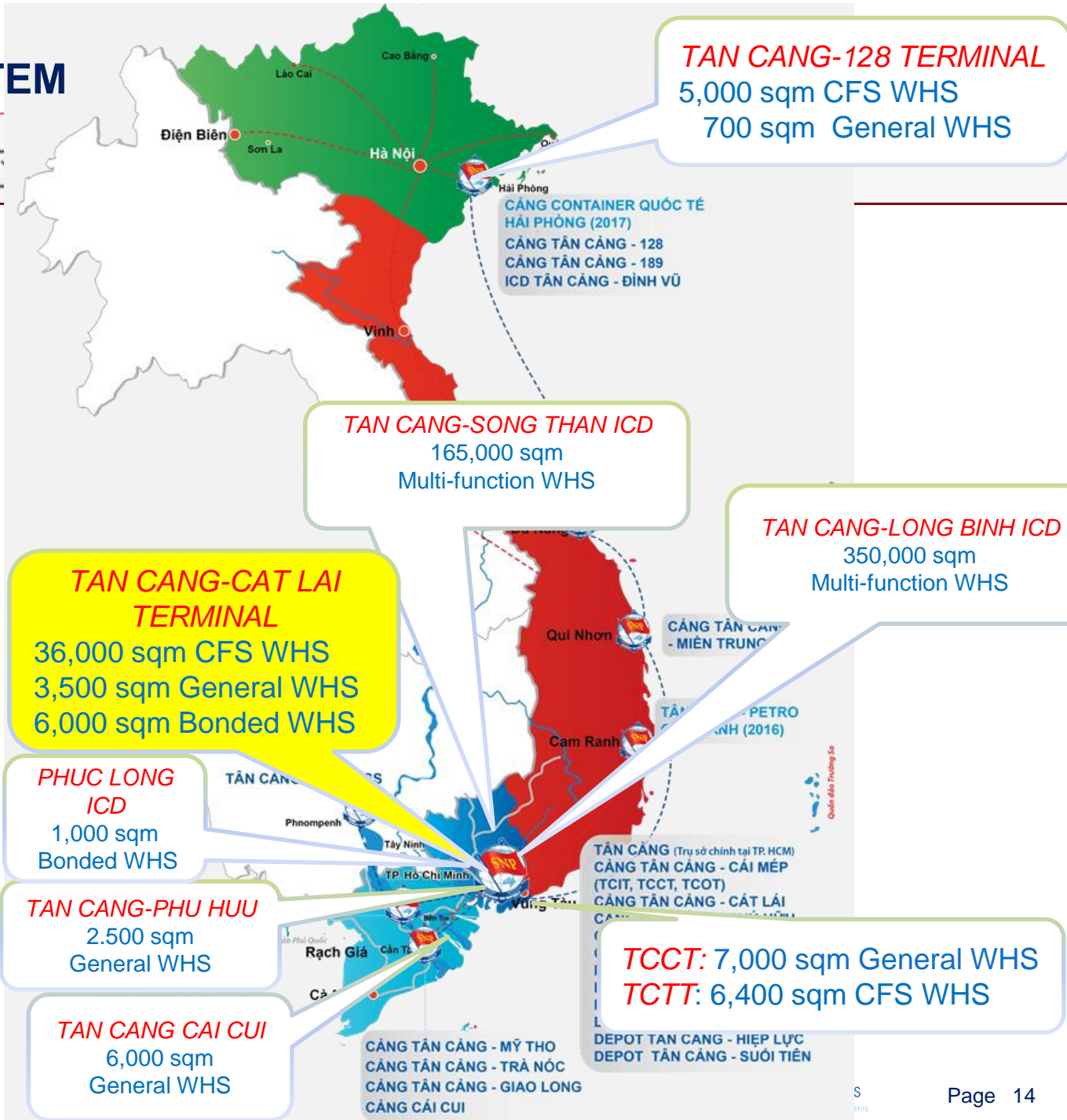
**Cool warehouse
3,500 sqm**

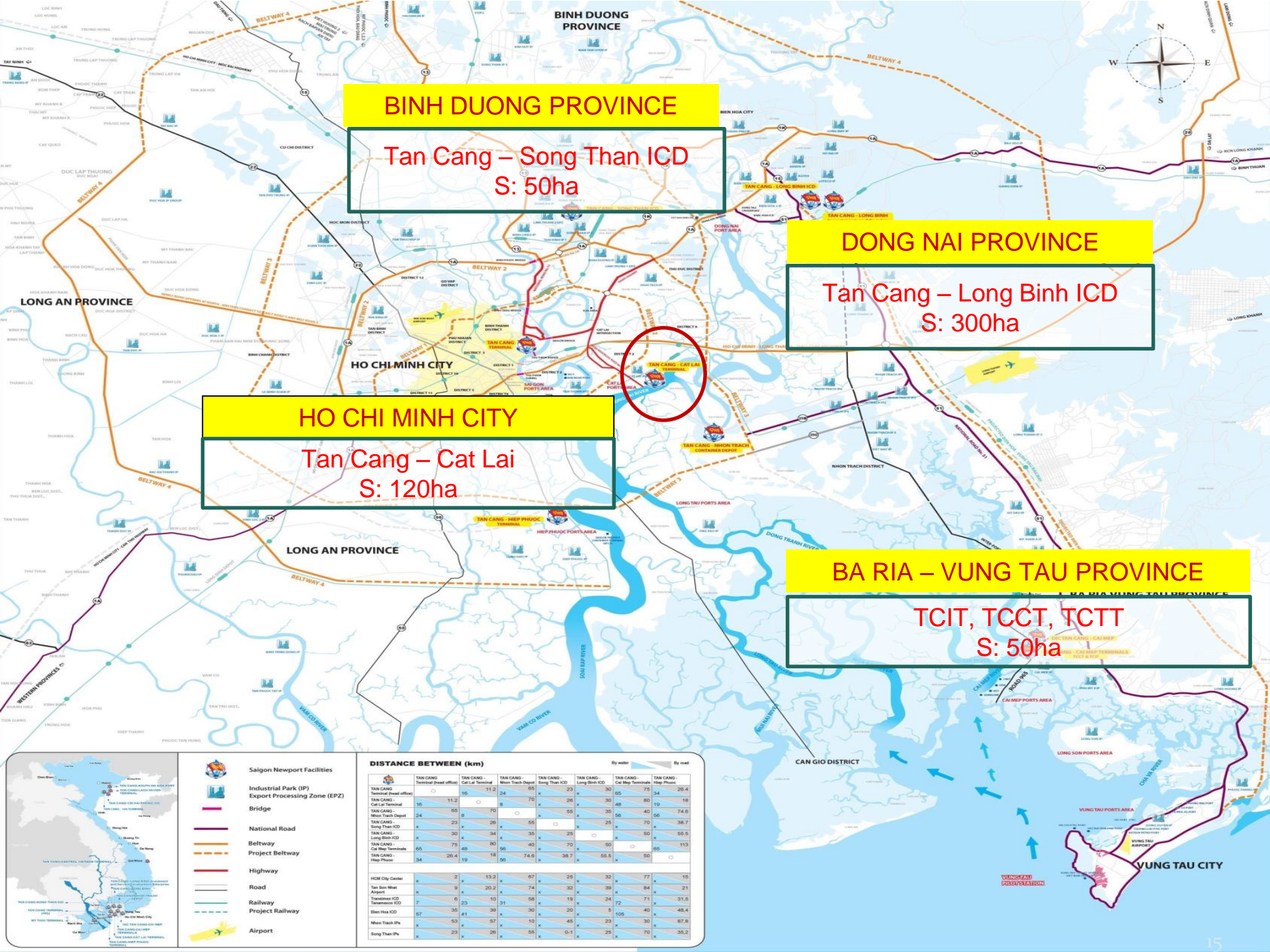


SNP's WHS SYSTEM



- Bonded WHS:
170.000 sqm
- General WHS:
265.000 sqm
- CFS WHS:
60.000 sqm
- Dangerous cargo WHS:
1.600 sqm
- Cool WHS:
3.500 sqm





BINH DUONG PROVINCE

Tan Cang – Song Than ICD
S: 50ha

DONG NAI PROVINCE

Tan Cang – Long Binh ICD
S: 300ha

HO CHI MINH CITY

Tan Cang – Cat Lai
S: 120ha

BA RIA – VUNG TAU PROVINCE

TCIT, TCCT, TCTT
S: 50ha

DISTANCE BETWEEN (km)

	TAN CANG Terminal (head office)	TAN CANG Cat Lai Terminal	TAN CANG – Nhon Trach Depot	TAN CANG – Song Than ICD	TAN CANG – Long Binh ICD	TAN CANG – Cat Ray Terminal	TAN CANG – Hiep Phouc Terminal
TAN CANG Terminal (head office)	x	11.2	24	65	23	36	25.4
TAN CANG – Cat Lai Terminal	11.2	x	70	55	26	34	19
TAN CANG – Nhon Trach Depot	24	70	x	55	35	46	74.6
TAN CANG – Song Than ICD	65	55	35	x	56	70	38.7
TAN CANG – Long Binh ICD	23	26	35	56	x	50	55.5
TAN CANG – Cat Ray Terminal	36	34	46	70	50	x	113
TAN CANG – Hiep Phouc Terminal	25.4	19	74.6	38.7	55.5	113	x
HCM City Center	x	2	13.2	x	67	29	77
Tan Son Nhat Airport	x	3	20.2	x	74	33	84
Tan Cang ICD	x	6	10	x	58	19	31.5
Tan Cang ICD	7	23	31	58	19	24	72
Ben Hoa ICD	67	38	41	38	30	20	105
Nhon Trach ICD	x	53	x	57	13	45	23
Song Than ICD	x	23	x	28	55	0-1	25

TAN CANG CAT LAI WAREHOUSE



Scale & capacity

- ✓ Total area : **40.000 sqm**
 - **18,000 sqm CFS WHS (import)** – 12,500 plts
 - **6,250 sqm CFS WHS (export)** – 3,500 plts
 - **6,250 sqm Bonded WHS** – 3,500 plts
 - **8,500 sqm General WHS**
 - **1,000 sqm Chilled warehouse**
- ✓ Productivity: 300 containers per day
- ✓ Handling capacity:
Forklift: 41 battery pcs (indoor) type 2.5MTs
55 diesel pcs (outdoor) type 2.5- 4.5MTs
- ✓ Fully equipped with CCTV & fire fighting system



TAN CANG CAT LAI WAREHOUSE



Consolidation Freight Station (CFS)



Bonded warehouse General warehouse/Chilled warehouse



ICD TAN CANG – LONG BINH



- Number of WHs: 21
- Total Area in sqm: 440.000 sqm
- Smallest WH: 1.000 sqm
- Largest WH: 38.000 sqm



ICD TAN CANG – LONG BINH



High Dock with leverlers



50 forklifts



Portable fire extinguishers

CCTV System



2 Firer Trucks



ICD TAN CANG – LONG BINH



Loading area : 24 gates



Container checking before stuffing



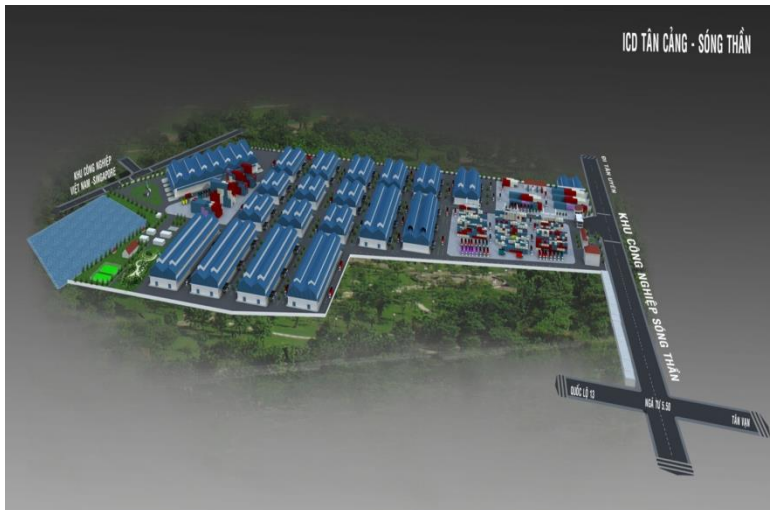
Cargo checking outside and inside box



ICD TAN CANG – LONG BINH



ICD TAN CANG SONG THAN



SECURITY – ACCESS CONTROL



FOR VISITORS:

- ID card is required all entries
- Visitors must wear Visitor badge and be escorted by warehouse employees
- Visitor records



FOR EMPLOYEES:

- Safety regulations: shoes, jacket
- Wear uniform
- Private transport motobike license



SECURITY



SECURITY GUARDS

- 24/7
- 3 shifts per days
- 1 guards per warehouse per shift

FENCING:

- 3m height, half concrete wall + half metal mesh

PARKING AREA:

- Separate parking areas for private cars and motorcycles away from the loading and cargo area
- Private parking area for trucks and trailers



REGULAR TRAINING TO ENSURE SAFETY



PERFORMANCE MANAGEMENT

Operation Control – SOP, KPI



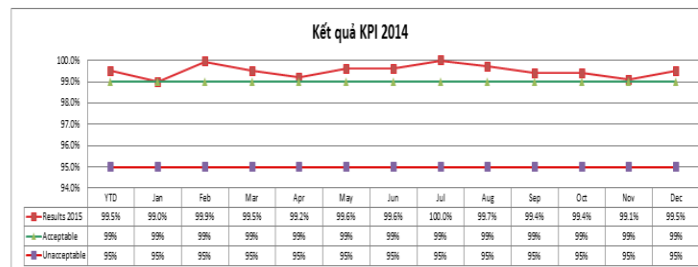
Each operation procedure detail ensures that we can perform any service correctly according to quality, quantity, and process requirements

Every operation maintains a report that highlights customer-specific KPIs and reports these to SNP and Customer top-level management on a weekly & monthly basis

Date:/2014

CUSTOMER NAME: ...
SOUTH DISTRIBUTION CENTER SCORECARD
Vendor: ICD TÂN CẢNG SÔNG THẦN
Reporter: NGUYỄN TẤN CHÁNH

Description	YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Results 2015	99.5%	99.0%	99.9%	99.5%	99.2%	99.6%	99.6%	100.0%	99.7%	99.4%	99.4%	99.1%	99.5%
Acceptable	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%
Unacceptable	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%



CUSTOMER NAME: ...

EU CHỈ ĐO LƯỜNG NĂNG LỰC TRUNG TÂM PHÂN PHỐI MIỀN NAM
DISTRIBUTION CENTER SOUTH DC SCORECARD

ch vụ Vendor: ICD TÂN CẢNG SÔNG THẦN
o cáo Reporter: NGUYỄN TẤN CHÁNH

Ngày/Dat: 7-Feb-15



CÔNG TY CỔ PHẦN LOGISTICS VÀ DỊCH VỤ HẢI SẢN PHƯỚC ANH						Tân Cảng Sông Thần ICI									
DISTRIBUTION CENTER SOUTH DC SCORECARD						Tối thiểu >= 99%									
thực hiện bởi Vendor: ICD TÂN CẢNG SÔNG THẦN						95% <= Cần cải thiện < 98.99%									
o báo cáo Report: NGUYỄN TẤN CHÁNH						Ngày/Dat 7-Feb-15									
						Yếu kém <= 94.99%									
						Kết quả (Results)									
IT Nhóm (Group)		Tiêu chí đánh giá (Key Performance Indicator)	Điểm trừ vi phạm (Violate deduct)	Xử lý vi phạm (Penalty)	Mục tiêu (Target)	Đánh giá tổng quan (Overall assessment)	Tuần 1 (Week 1)	Tuần 2 (Week 2)	Tuần 3 (Week 3)	Tuần 4 (Week 4)	Tuần 5 (Week 5)	Tháng (Month)	Số lần vi phạm (Week 1)	Số lần vi phạm (Week 2)	
1		Phân loại tình trạng chất lượng theo yêu cầu KC	0	-Đánh giá KPI - Trừ chỉ phí thiệt hại, phát sinh									0	0	0
2		Độ chính xác của kiểm kê (dựa trên biến số tuyệt đối)	0	-Đánh giá KPI - Trừ chỉ phí thiệt hại, phát sinh	99.98%	99.63%	100.00%	100.00%	100.00%		98.50%		1	0	0
3		Báo cáo và Chứng từ lưu đầy đủ và chuyển giao đúng thời gian	0	-Đánh giá KPI									0	0	0
4		Hàng hoá nhận theo đúng kế hoạch yêu cầu	1	-Đánh giá KPI - Trừ chỉ phí thiệt hại, phát sinh									0	0	0

TMS: ORACLE TRANSPORTATION MANAGEMENT SYSTEM 6.3

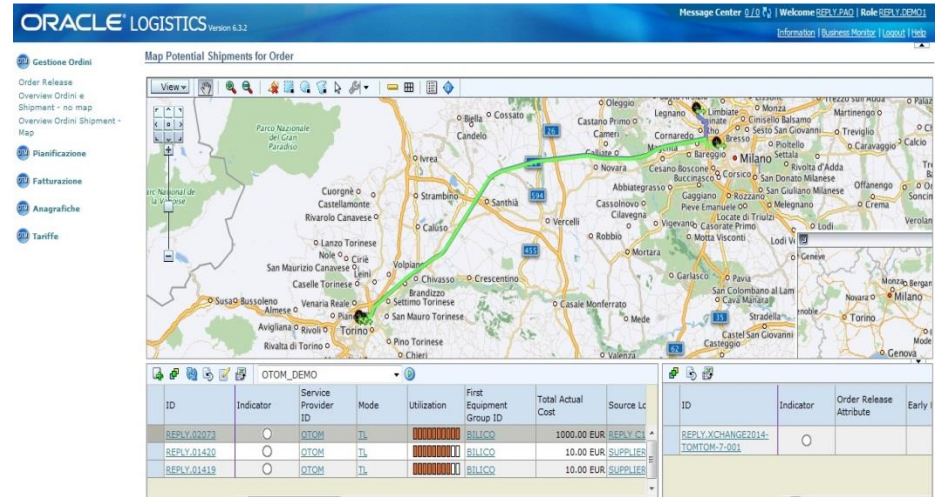


KPI & BI



Integrated Logistics Management

SNP Logistics Introduction



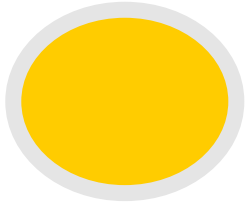
Order visibility



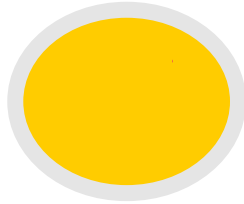
Open to EDI with Customers' System

IT SOLUTION

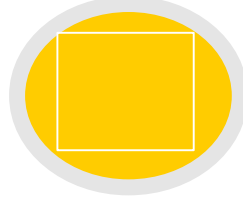
WMS: INFOR SCE 10.3



5 of the top 10 Soft Drinks and Beverages

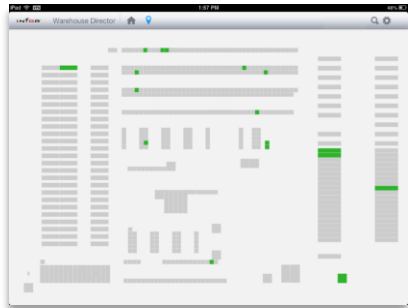


26 of the top 35 retailers



More than 5,500 manufacturers

INFOR SCE 10.3 is trusted by many leading companies all over the world and helped them save billions of operation cost



CARGO POSITIONING & CONTROLLING



PERFORMANCE MANAGEMENT & BUSINESS INTELLIGENCE

IT SOLUTION

WMS: INFOR SCE 10.3



HOME

INBOUND

OUTBOUND

INVENTORY

LABOR

WMS Dashboard View

RECENT ITEMS

- Shipping Report
- Picking Performance
- Out of Stocks

FAVORITES

- Shipments on time
- Loading Summary
- Labor Forecast
- Delivery Performance
- Daily Shipping Report
- Replenishment
- Out of stocks

ALERTS

Alerts

Order not picked	5
Pick variance	3
Load approaching	3
Not processed	5

TASKS

Picking	Review: 0
Loading	Review: 10

REPORTS

- Shipping Summary
- Shipping Accuracy
- Out of Stocks
- Shipping Labor Forecast
- Delivery Performance



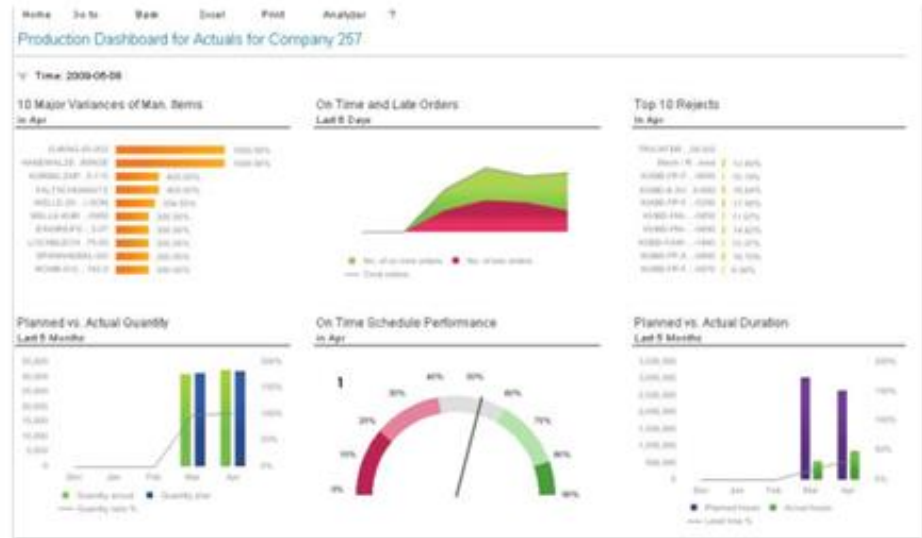
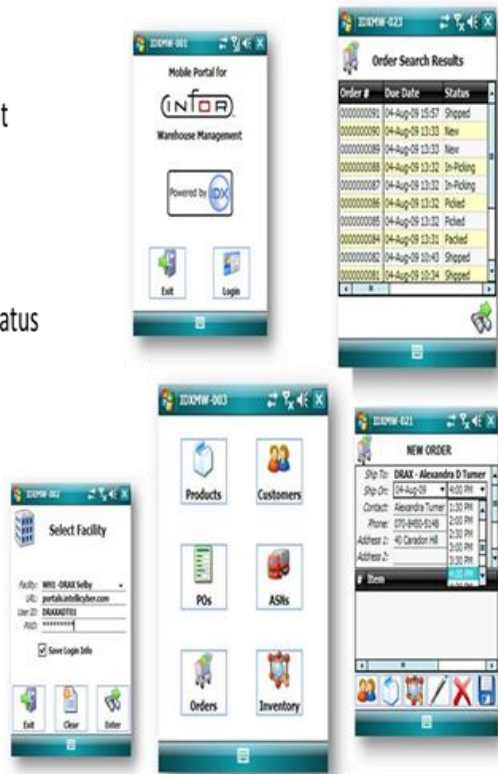
IT SOLUTION

WMS: INFOR SCE 10.3



Mobile Warehouse

- ▶ Real-time document Management
 - ▶ Purchase Orders
 - ▶ ASN's
 - ▶ Shipment Orders
- ▶ On-line Inventory Balances and status
- ▶ Master information setup
 - ▶ Customers
 - ▶ Products (and packs)
- ▶ Use available network infrastructure – wi-fi or GPRS
- ▶ Supports Multiple Languages
- ▶ Windows Mobile™ clients



RANK NO.1 IN TOP 20 LOGISTICS SERVICE PROVIDER IN VIETNAM



VIETNAM VALUE AWARD 2010 – 2012 – 2014 - 2016



Case - Study



Project summary:

- ❖ Customer: US based company, global brands, Leading FMCG - #1 Vietnam in its category (above 40% market share).
- ❖ Project scope: Built-to-suit facility, full DC management, 05 year contract.
- ❖ Location & size: Located in ICD Tan Cang - Song Than, 24,000sqm, 33,000 pallet spots, fully racked (07 levels selective & double deep).

Operation Data & Rules

- ❖ Number of SKU: ~300 active SKUs
- ❖ Inventory management method: FIFO, Shelf-life & Batch management
- ❖ Volume throughput: 60,000 cbm per month
- ❖ Domestic sales dispatch & import/export activities.
- ❖ Order picking, replenishment & fulfillment



Case – Study (cont.)



KPI achievement (exceeded target):

- ❖ Inventory accuracy (based on absolute variance) : 99.98%
- ❖ Goods receipt on time and accuracy : 99.00%
- ❖ Order fulfillment on time and accuracy : 99.00%
- ❖ Near-Miss & LTI (in last 24 months) : Zero.

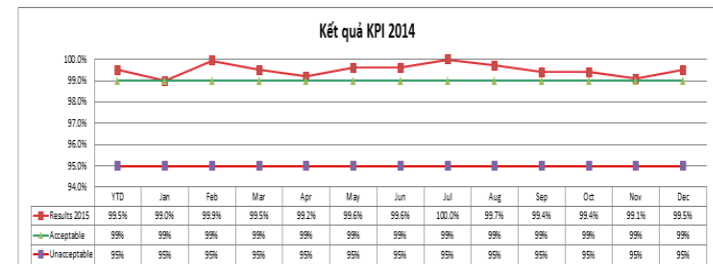
Gaining Benefit

- ❖ Huge savings of Logistics expense budget.
- ❖ Total cost deduction on other related activities (transportation, terminal handling, etc.)
- ❖ SC Customer service excellence achievement

Date: .../.../2014

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Acceptable	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%	99%
Unacceptable	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%	95%





Thank You!

SAIGON NEWPORT CORPORATION

SNP Logistics

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