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## **As Part of a Massive Investment in Ecuador's Newest Multipurpose Port, DP World Posorja Selects Navis N4 to Optimize Operations**

*Future deep water port aims to serve the growing needs of global markets; leverages Navis' industry expertise to deliver excellence across terminal operations*

**Oakland, CA—March 28, 2018**—[Navis](#), a part of [Cargotec Corporation](#) and provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain, announced that [DPW Posorja](#) has chosen to implement the N4 terminal operating system at its greenfield multi-purpose port project in Ecuador, currently under construction.

Dubai-based port and terminal operator DP World was awarded a 50-year concession from the Government of Ecuador to build the country's first deepwater port to help fuel economic growth and connect Ecuador with international markets. DP World estimates the total investment for this project at US \$1.2 billion and expects to create 500 jobs during the operation of the first phase. Construction kicked off in July 2017 for phase one of the project, which includes a 750,000 annual TEU capacity terminal with a 400-meter deep pier, 4 quay cranes, 15 RTGs, a 20 km road and a new and safer access channel to the Guayas River which is 16 meters deep and 21 nautical miles long. Additionally, a logistics and industrial park of 100 hectares contiguous to the port will be developed, which will be a Special Zone of Economic Development (ZEDE), representing a number of opportunities for national and international companies and will promote new investments.

As DPW Posorja plans for a target go-live in second half of 2019, it has tapped Navis as its TOS provider and will utilize N4 to offer customers the most innovative technology for operational excellence including high quality service, efficiency and reliability at the terminal. As part of the N4 implementation process, DPW Posorja will also utilize Navis' PrimeRoute, Expert Decking and AutoStow optimization modules. A leader in terminal operations, DP World remains committed to exploring automation technology and in

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addition to N4, has implemented an automated gate to reduce potential congestion at the gate and the yard.

"Innovation and technology are essential components to providing excellent and efficient service in the operation of all our terminals globally," said Jorge Velásquez, General Manager, DPW Posorja. "As the port of new opportunities, DP World Posorja will always remain at the forefront and we remain focused on delivering seamless operations to help improve the competitiveness of Ecuadorian exporters. We partnered with Navis because of their reputation as the premier TOS technology provider in the ocean shipping space and know they will help us achieve optimal productivity levels from day one of operation."

"DP World is a major player in South American terminal operations, already managing facilities in Argentina, Brazil, Peru and Suriname and we're excited to support them as they turn their focus to Ecuador," said Martin Bardi, Vice President and General Manager, Latin America, Navis. "Navis is currently the TOS of choice at 31 DP World terminals and the successful N4 implementation at Posorja will not only consolidate Ecuador as an important player in regional and global trade but will contribute to DPW Posorja's status as a world-class semi-automated facility."

To learn more about Navis visit [www.navis.com](http://www.navis.com).

### **About Navis, LLC**

Navis, a part of Cargotec Corporation, is a provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain. Navis combines industry best practices with innovative technology and world-class services to enable our container terminals and carriers alike to streamline their ocean supply chains and better collaborate together, transforming how goods are efficiently delivered. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a comprehensive set of solutions to optimize terminal performance, vessel performance and cloud-based collaboration that drives transparency, efficiency and profitability to a network of ocean carriers and terminal operators. [www.navis.com](http://www.navis.com)

### **About Cargotec Corporation**

Cargotec (Nasdaq Helsinki: CGCBV) is a leading provider of cargo and load handling solutions with the

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goal of becoming the leader in intelligent cargo handling. Cargotec's business areas Kalmar, Hiab and MacGregor offer products and services that ensure our customers a continuous, reliable and sustainable performance. Cargotec's sales in 2017 totaled approximately EUR 3.3 billion and it employs over 11,000 people. [www.cargotec.com](http://www.cargotec.com)

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