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Navis, ZPMC, Microsoft China and Moffatt & Nichol to Explore Potential Business Opportunities, Turnkey Solution for Automation

Team Brings Together Leading Software, Equipment and Service Providers to Ease Complexity and Drive Performance & Optimization of Automated Projects in the Ocean Supply Chain

Shanghai, China—November 15, 2017 — [Navis](#), a part of [Cargotec Corporation](#), and the provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain, together with Microsoft China, the technology partner of ZPMC, terminal equipment manufacturer [ZPMC](#) and global infrastructure advisory firm [Moffatt & Nichol](#), today announced the formation of a joint taskforce to explore opportunities and turnkey automation solutions. Bringing together industry-leading software, equipment and services, the non-exclusive team aims to deliver a single, integrated solution to initiate future terminal automation projects, as well as optimize and/or automate existing terminal infrastructures and systems, providing faster pathways to improved productivity, safety and sustainability as a result.

The taskforce members gathered on November 7 at ZPMC's Smart Terminal Solutions Forum in Shanghai to outline the approach.

With the global automated container terminal market expected to grow 25 percent by 2021 ([according to research from Technavio](#)), there is a significant need to support terminals as they work to achieve excellence in various phases of automation. The exploratory taskforce provides best-of-breed elements to a solution which would comprehensively address the industry's most complex automation readiness and optimization problems cost effectively, and with minimal risk. Customers could benefit from the collaboration of the following:

- **Navis:** With the world's leading market share of terminal operating solutions, customers have access to a range of Navis solutions and services, including the N4 terminal system and the XVELA cloud-based collaboration platform for terminal operators and ocean carriers.

- **ZPMC:** Serving as the general integrator, ZPMC provides turnkey solutions that span planning, simulation, equipment, logistics, warehousing, software, system commissioning, operation and maintenance.
- **Microsoft:** With the world leading technology in cloud computing, IoT, AI and big data, leveraging Navis and Moffatt & Nichol's solutions and services, Microsoft China is helping ZPMC provide intelligent solutions for port customers, and facilitating ZPMC's strategic transformation into a provider of digital port services.
- **Moffatt & Nichol:** With more than 650 employees in 36 offices in 7 countries, Moffatt & Nichol is a global infrastructure advisory firm, offering services that include automated container terminal planning and simulation. As a member of the joint exploratory team, the company will provide strategic, integrated planning and design solutions for customers.

Executive Quotes:

“The joint taskforce consisting of members from Navis, ZPMC, Microsoft China, and Moffatt Nichol has the potential to further extend Navis’ footprint and involvement in a majority of the world’s automated projects, including sites that are just getting started, as well as those like QQCTN on the cutting edge of terminal innovation. While much has been achieved to date, our experience tells us that the collective industry as a whole still faces challenges ahead in order to achieve the full potential offered by automation,” said Mark Welles, VP and General Manager, Asia Pacific, of Navis. “We are proud to join the team, standing united with other top leaders in the field to provide smart solutions for our customers, and at the same time, reinforce our commitment to PartnerShipping for Performance as a member of the greater ocean supply chain.”

“Partnering with joint taskforce members, supported by the China Communications Construction Company which has abundant terminal construction experience, as well as investment and financing platforms and the "Belt and Road Initiative", ZPMC, as the provider of Smart Terminal One-stop Solution, will help more operators achieve automation”, said Zhang Jian, VP of ZPMC. “On this basis, we will promote the intelligent development of the whole industry together.”

“Enterprises around the world, across various industries, especially traditional industries like manufacturing and shipping, are facing both opportunities and challenges brought by digital transformation that are powered by technological advancements in IoT, big data, cloud computing, and artificial intelligence,” said Yen Tseng, General Manager of Microsoft China Enterprise & Partner Group in Greater China Region. “As a leading technology provider, Microsoft is cooperating with leading partners in bringing the best-in-class technologies, platforms and services to further accelerate customers’ digital transformation. We are proud to join the team as a testimony of our mutual cooperation.”

“In combination with our other team members, Moffatt & Nichol, as a leader in master planning, designing, and integrating automated container terminals, looks forward to providing clients with all of the key pieces to successfully deliver a state-of-the-art automated container terminal,” said Ashebir Jacob, Vice President, Moffatt & Nichol. “With Navis, ZPMC, and Microsoft, we bring together automated terminal solutions as leaders in the industry.”

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 terminal operators and ocean carriers. Navis combines industry best practices with innovative technology and world-class services to enable our customers to maximize performance and reduce risk. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a holistic approach to operational optimization, providing customers with improved visibility, velocity and measurable business results. www.navis.com

About Cargotec Corporation

Cargotec (Nasdaq Helsinki: CGCBV) is a leading provider of cargo and load handling solutions with the goal of becoming the leader in intelligent cargo handling. Cargotec's sales in 2016 totaled approximately EUR 3.5 billion and it employs over 11,000 people. www.cargotec.com

About Moffatt & Nichol

Moffatt & Nichol is a global infrastructure advisory firm of approximately 650 employees in 36 offices and 7 countries. We provide practical solutions to clients in the marine terminal, transportation, energy, environmental, federal, and urban development markets around the world. We are a multidiscipline professional services firm with specialized expertise in structural, coastal, and civil engineering; environmental sciences; economics analysis; inspection & rehabilitation; and program management solutions.

About Microsoft

Microsoft (Nasdaq “MSFT” @microsoft) is the leading platform and productivity company for the mobile-first, cloud-first world, and its mission is to empower every person and every organization on the planet to achieve more. Microsoft China is the wholly owned subsidiary of Microsoft in China.

About ZPMC

Shanghai Zhenhua Heavy Industry Co., Ltd. (ZPMC) is a famous heavy-duty equipment manufacturer, and a part of China Communication Construction Co., Ltd. (CCCC), which is one of top 500 companies in the world. As the top crane supplier for 19 consecutive years, ZPMC’s products are exported to 99 countries and regions, more than 300 terminals. ZPMC has participated in more than 70% of global automated terminal project. We are committed to providing full life cycle service and comprehensive terminal one-stop solution for customers.



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