

// CASE STUDY

2017

# OSCAR

## OSCAR IMPLEMENTATION TO IMPROVE PRODUCTIVITY AT TERMINAL OF MARTINIQUE (CMA CGM)

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REPORT BY TGI MARITIME SOFTWARE

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## PORT OF MARTINIQUE PROFILE

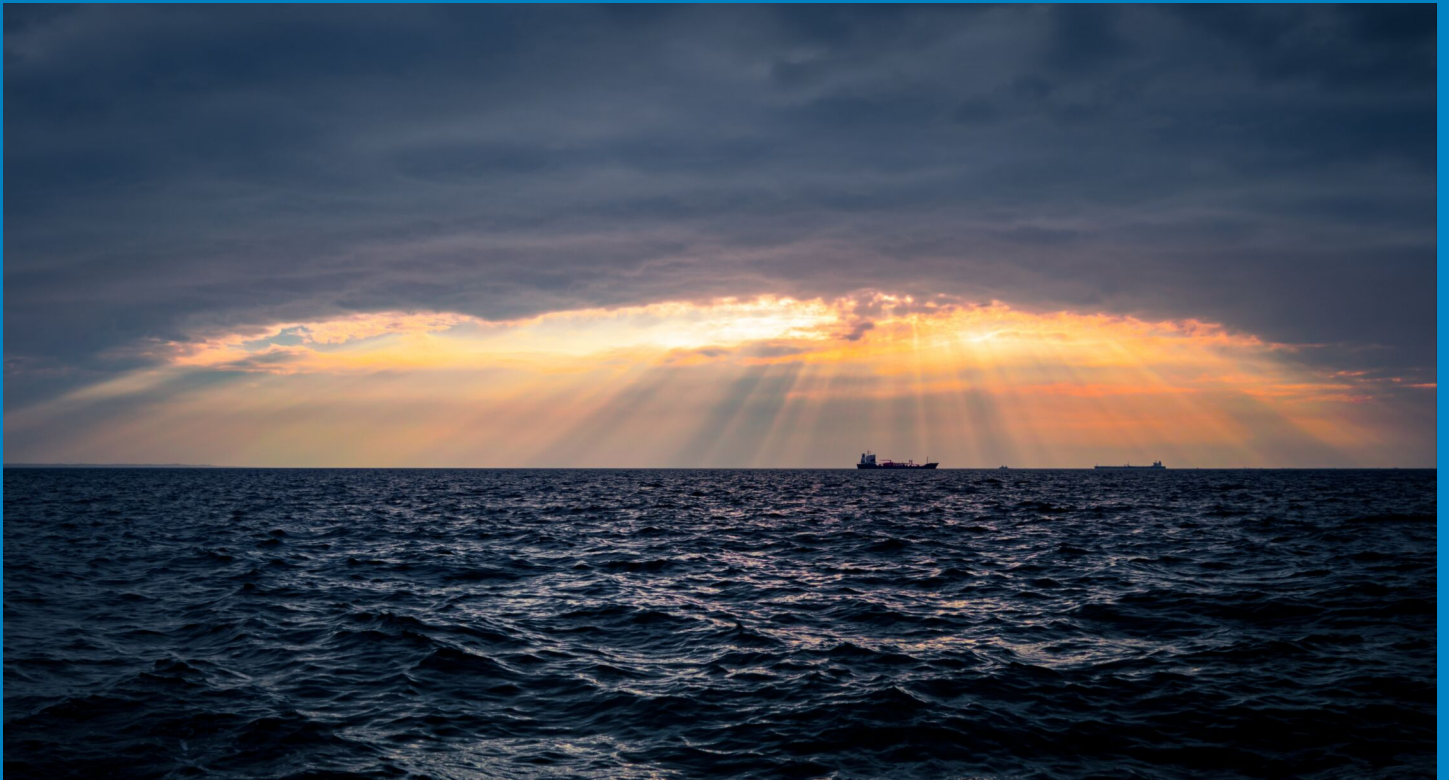
- Container terminal of Pointe des Grives, located in Martinique
- Specialized in the banana traffic
- Larger import/export terminal within its geographic zone
- 20 straddle carriers, 3 gantry cranes

## SERVICES PROVIDED

- Pre-trip
- Emptying
- Loading / unloading
- Vehicles delivery
- Just-in-time logistics

## CHALLENGES PURSUED BY CMA CGM

- Comprehensive turnkey solution as part of TOS replacement
- Structured partnership in processes evolution to change to yard and operations shared between stevedores
- Incoming data easily integrated in OSCAR and others directly
- Transmitted inside and outside the terminal
- Training "super users" teams
- Mastering all terminal operations



## THE CONTEXT

CMA CGM is a world leader in shipping and logistics and a major contributor to the Martinique island's development.

In order to support the acceleration of Martinique's economic and maritime development, the CMA CGM Group has invested more than 12 million euros there over the past ten years.

In the last few years, the Terminal of Martinique has been carrying out works aimed at increasing its capacity, reducing turnaround times and improving rotations.

In 2017, The Terminal of Martinique has chosen to implement OSCAR TOS to replace its old terminal operating system, the first step in a much bigger plan of modernization of the terminal.

The old system was said to be struggling to keep up with operational needs, resulting in unproductive moves which gave rise to additional costs and delays.

# A PROVEN AND PRAGMATIC IMPLEMENTATION

Upgrading to a new TOS is a major transition for terminal operators and their teams but it is a necessary step to enhance the quality of service delivered to your clients.

CMA CGM activities at Terminal of Martinique have gone from strength to strength with OSCAR Terminal Operating System.

To optimize gross profit margin, CMA CGM also opted for MARCO software, the administrative and financial back-office software of TGI.

*"When you change a TOS, what you do is run the old one and the new one in parallel.*

*You get local teams fully integrated with operating the new system for maximum efficiency and then, once you are ready, you turn the tap on for the new one and turn the tap off for the old one. Changing a TOS is more complicated than implementing a new one. Local procedures should be taken into consideration. We must ensure the transition quickly and efficiently. This type of project demands high availability." said Alexandre Cornille, OSCAR Project Manager at TGI Maritime Software*



# RESULTS\*



450 containers entering and leaving the terminal



250 trucks for the receipt and delivery of containers



25 minutes: transit time on terminal



Gantry cranes operate 24 movements per hour

*On an average day \**

# ABOUT OSCAR TOS

OSCAR is a user-friendly Terminal Operating System (TOS) that optimizes container terminal operations and helps to power human and material resources. The modular design of OSCAR Terminal Operating System gives greater flexibility to meet specific requirements and to adapt to business progress.