Port Evolution Management

"Port-Evo" Port Evolution Management is a new organisation which combines practical experience in the field of port development and contacts in the port evolution business into one data base. This enables government and private port operators to have a single source of information on management expertise and resources on all aspects of port development.

Our experience – from concept through to operation of green field sites and the development of existing facilities includes all aspects of negotiation with governments and port organisations, planning, site interrogation, construction, finance, equipment and management/IT systems and associated financial, legal and insurance support. Our expertise also includes reviews of existing facilities that require modernisation and sourcing development capital to raise the performance or capacity to meet market demands.

Port-Evo draws together experts in specific fields and companies who have demonstrated skills in port development with strong track records and customer lead strategies to ensure that new port developments not only reflect the Ports needs but also the customer’s needs and the growing market demand - well into the future.

Our partners have proven track records that know the Port and shipping business and can deal with restraints in planning, finances, operational restrictions and new markets, which are all part of our portfolio that we have worked with on in the past. New developments have to be on time and on budget to satisfy investors and clients alike. Having practical “hands on” knowledge and our expertise alongside we can reduce lead times, planning and operational errors, contract over runs, equipment short comings, missed schedules and capital and operational cost increases.

"Port-Evo is here to serve you to provide an independent view point from a practical perspective"
Evolutionary Services

- Government or Privatisation: Practical issues. Options.
- **Concept review:** Why, where and when.
- **Market review:** Is it needed? Prospects and competition.
- Geography: Local conditions and advantages.
- Maritime Review: Access, vessel operations & planning.
- Support services: dredging, Harbour Authority, tugs, Fire & Hazard, Pilots.
- Planning and Design: Optimisation of the site.
- Pre construction review: Surveys and all infrastructure
- Selection: Construction and equipment companies.
- Contracts: Construction and equipment and legal framework.
- Government and international support: contacts and assistance.
- Local issues: operational restrictions, law, regional government, risk.

**Finance: Sources and application**

- Manpower and training: Sourcing and skills.
- Unions: Negotiations and role.
- Customers: Source and support
- **Marketing:** Worldwide, local and resources. Competition.
- **ISPS:** Compliance, Terrorism, Emergency Procedures.

Port-Evo can provide any elements of the above or a complete “beginning to end” tailored operation to suit the client depending on the desired outcome of the development or proposal.

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Managing Change

Port operations worldwide are changing. Governments are considering or have completed full or partial privatisation, subcontracting, outsourcing or a combination of government site development and third party leasing/operation.

Private operators are constantly needing to review site expansion, equipment requirements, planning approvals, infrastructure connections, client requirements, vessel access, manpower, IT Systems and competition to maintain or cope with predicted volumes.

Running a port is a full time operation. 24:7:365. Organising port evolution and development is distracting to management, time consuming and it usually diverts the most able management away from their daily tasks, with the inevitable effect of poorer operational management during the development process. There are many examples of ports losing business during a development phase or a new initiative that does more harm than good in the short term. Using a consultant isn’t always the answer. Using someone who has the track record is.

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Port-Evo: We don’t just talk about it, we’ve done it!

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Previous Developments

- Management of change from Union control to Non Union control
- **Privatisation of a Municipal Port into the Private sector**
- Re-allocation of labour and training. Multi-skilling.
- Flexible remuneration systems for 24 hour working.
- Integration of Maritime operations and Pilotage and associated Statutory Harbour functions
- Development of a riverside steel coil terminal and rail connection.
- Development of a dockside reeled paper store and associated handling systems/IT.
- Container Terminal development: Small port operations
- Ferry terminal operations.
- Re-financing: Multi million pound port refinancing projects. UK.
- **Acquisitions: Multi million pound funding of a major port acquisition and management. UK.**
- Port Floatation and Stock Market Listing. UK.
- Management and Non Executive appointments.
- Legal and financial support.
- Project and Policy: reviews, guidance and commentaries on overseas Government and private port projects.
- **Direct support to Government: UK Trade and Industry port advisory group.**

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Experience Counts

The UK has made a conscious effort to privatise its major ports and consequently it is a leader in the world of port privatisation and union management. Many UK government owned ports have been through privatisation, Stock Market listing and then privatisation again as pension funds and other investors have seen the fundamental value hidden in these assets and the long-term stability of earnings being a very attractive asset.

This process has enabled Port-Evo to build an almost unique knowledge of the process of privatisation and development of port assets, which other countries and their governments are now embarking on. This is in addition to the development from a “blank page” of a green field site to provide a major container terminal in the Baltic for a private operator.

If we can assist your port development or development of a new policy or simply review existing facilities with a view to new development then we are here to help from a practical perspective and one that will not put a strain on existing resources.

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