

From waiting to working —just-in-time port calls & smart berth planning with heyport.

Bulk Terminals Conference 2025, Marseille



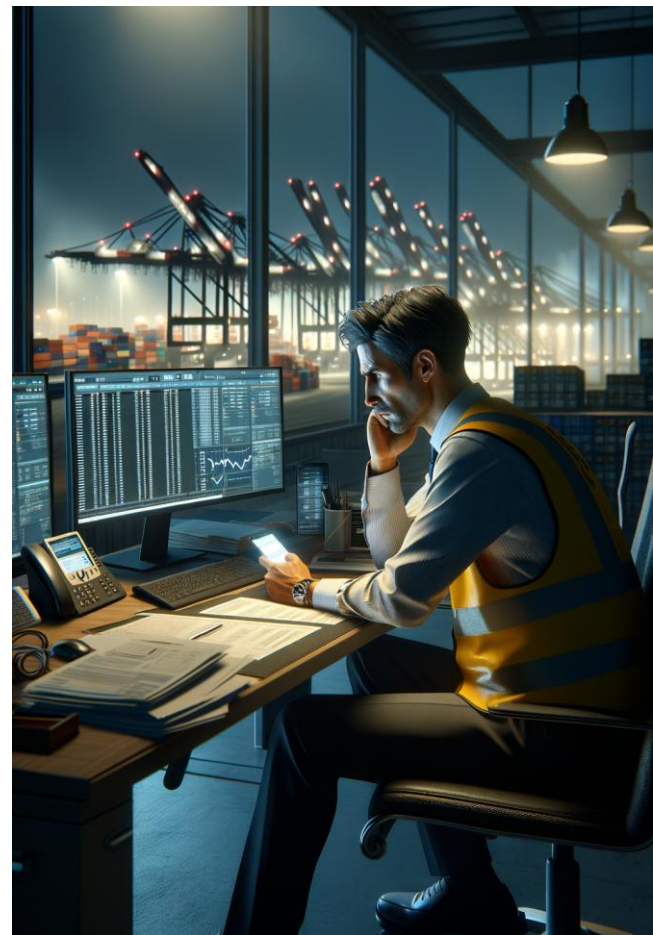
#1

JIT what?



Imagine it's 11 PM and you're the operations manager at a busy terminal...

—your phone just pushes a notification with a vessel delay for next morning, and you know the domino effects: missed berth window, idle resources, hectic updates of various planning spreadsheets and tools.





**Globally, €10 billion
is lost every year to
uncoordinated port
calls.**

Let's talk JIT—implementing just-in-time arrivals is a win-win situation for vessel operators, terminals and port communities.



Harmonised data / process definitions across ports



Enhanced predictability, reliability & efficiency



Reduced congestion & traffic in anchorage areas



Reduced emissions & costs



Better capacity planning



JIT adoption in bulk —challenges & enablers.



**Due despatch obligations,
laytime/demurrage**



**ETA predictability,
fragmented data**



**Behavioural: routines and
incentives block change**



**Contract frameworks:
BIMCO JIT Arrival Clause**



**Single source of truth;
standard exchanges**



**Clear decision rules for
re-planning**

Hurry up and wait—idle time as hidden industry tax.



#2

Hansaport case



Hansaport—highly automated end-to-end bulk handling.

15M tons
annual throughput

110,000 t/day ore;
70,000 t/day coal

2 deep-sea berths;
4 ship unloaders

14 km of rail tracks;
10 km of conv. belts

Before heyport at Hansaport —fragmented planning tools, manual communication, and constant re-planning.

- ✕ Disparate, non-connected tools created conflicting “truths” and errors
- ✕ Time-critical tasks (e.g., berth registrations) were tracked manually
- ✕ Manual authority steps drove heavy phone traffic with agents and VCC
- ✕ ETA changes and fragmented data forced constant re-planning



For bulk & general cargo terminals

See heyport in action.



Real-time, always up-to-date arrival data
—from predictions to vessel particulars



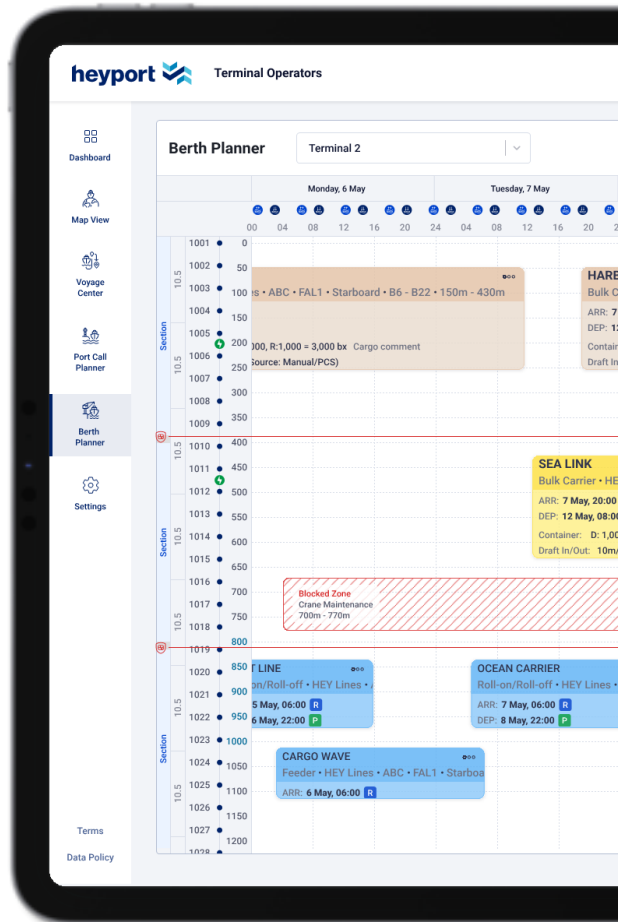
Integrated satellite positions
—no more blind spots, anytime



One shared timeline for all stakeholders
—intuitive and mobile-ready



<https://app.heyport.io/>





heyport comes with many integrations out of the box,

such as AIS satellite vessel positions. This significantly
reduces the manual tasks of our operational decision makers
—*Tobias Wiese, Operations Manager at Hansaport, Hamburg*

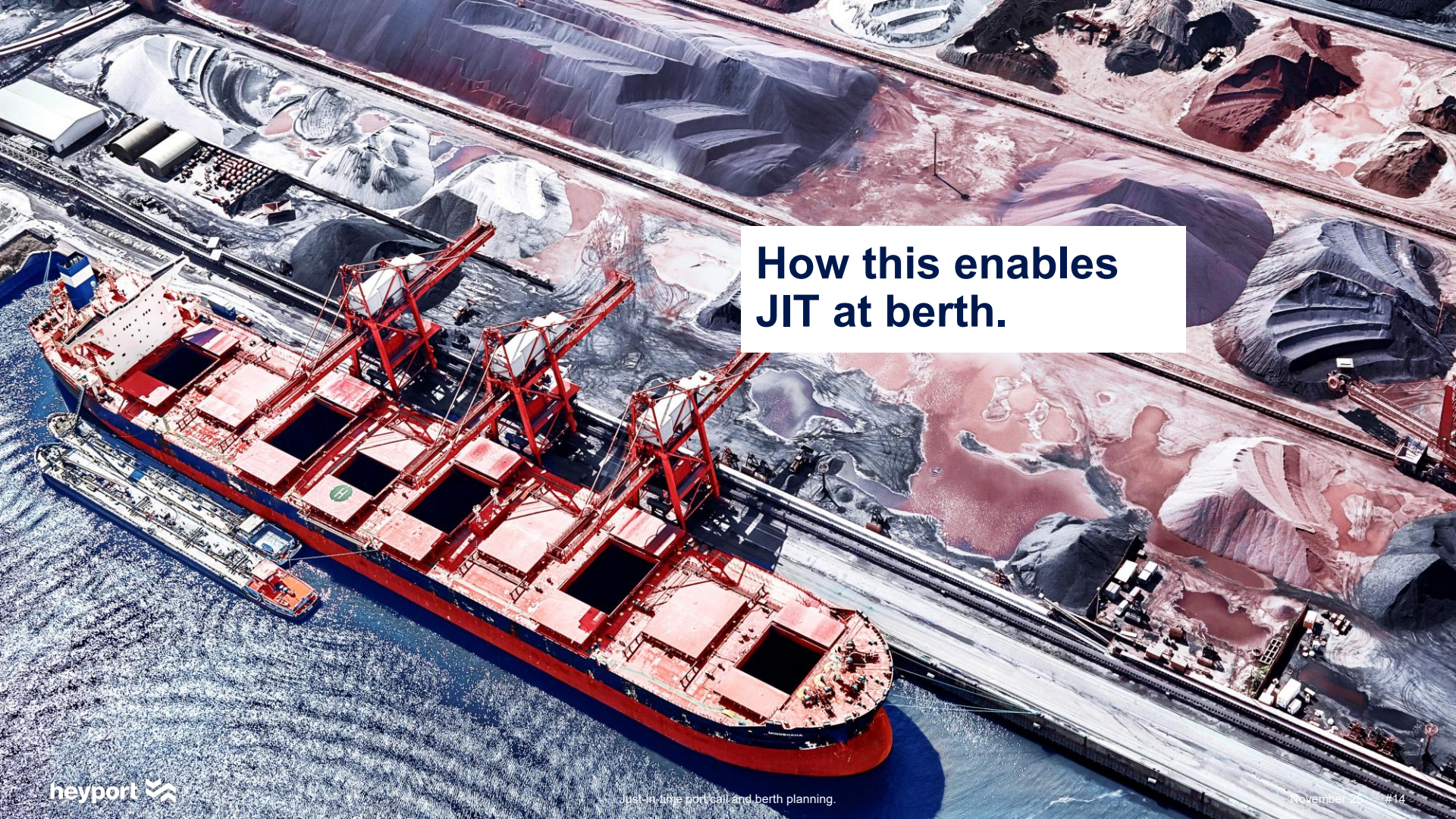




With heyport, we've been able to reduce daily calls with agents, vessel coordination centre, and others by 90%

— *Michael Schwarz, Terminal Planner*

- ✓ Integrated resource planning keeps maintenance and services up-to-date across teams
- ✓ Out-of-the-box integrations (satellite AIS vessel positions, official tides) cut data-gathering time
- ✓ PCS integration automates registrations, improving authority/VCC coordination
- ✓ Accurate AIS-powered arrival prediction enables earlier, more reliable planning



**How this enables
JIT at berth.**

#3

Smart berth planning playbook





From ‘midnight surprises’ to predictable port calls—what winning looks like for you.

- 🌊 No more message-in-a-bottle communications—get real-time updates, first-hand
- 🌊 Predictable port calls—cut over-hours for you and your team
- 🌊 Stress-free coordination for every stakeholder—so, you can focus on what matters

Take your terminal to the next planning level—your tailored 4-week free trial and beyond.

What to expect—our proven 3-step path to success:



Free trial period

Step 1: Quick start with full access

Ready to use out-of-the-box —satellite positions, schedule updates, and more.

Expert onboarding support on standby.



Configuration period

Step 2: Identify gaps & improve

Together, we map your processes, spot improvement areas, and close operational gaps.

Seamless integration with your existing systems.



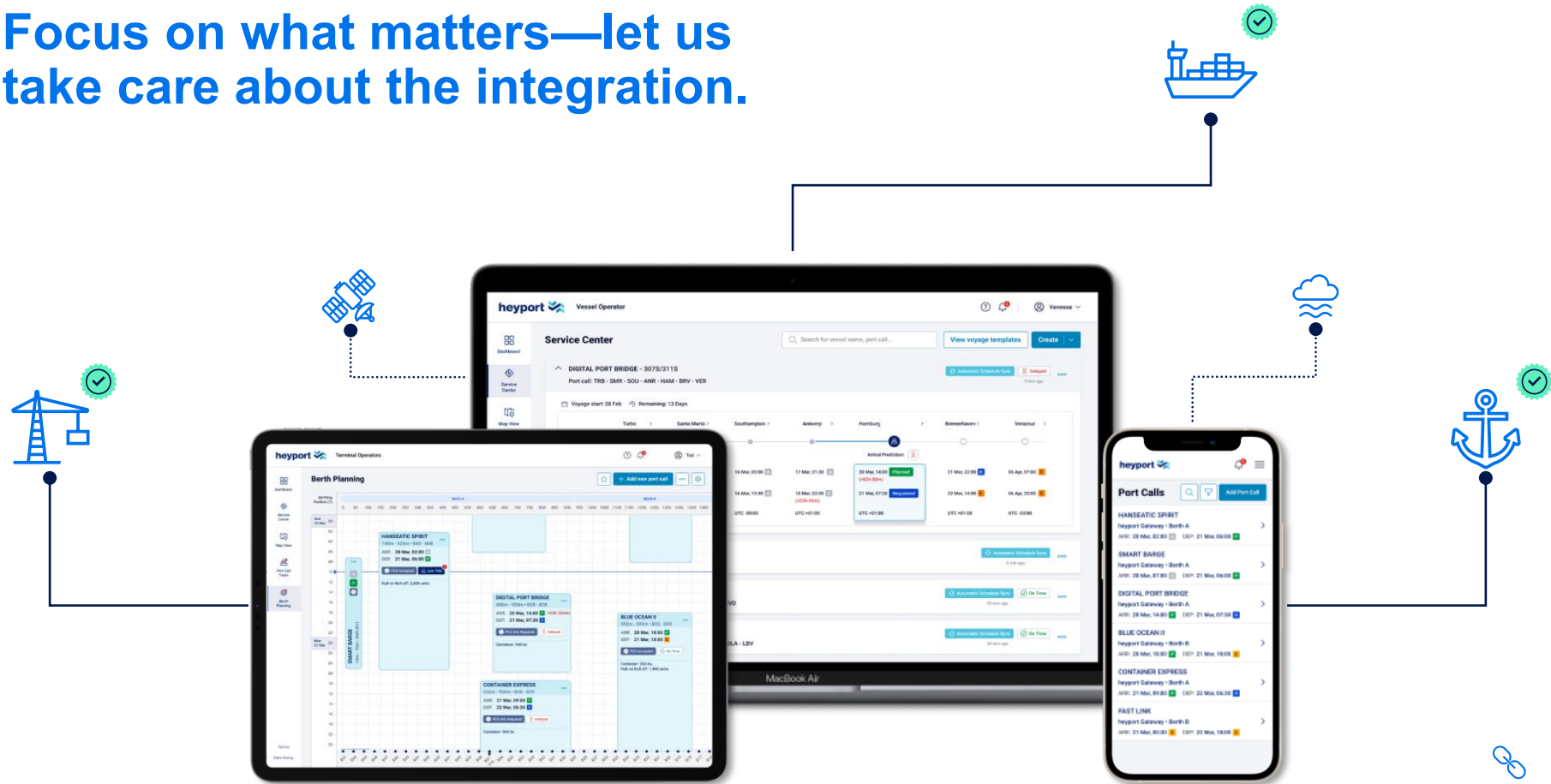
Go-live & stay ahead

Step 3: Flexible roll-out & support

Ongoing feature updates tailored to your needs.

Access to the heyport community, process transformation, and continuous support.

Focus on what matters—let us take care about the integration.



heyport is more than a tech solution—it transforms whole planning teams.



Innovate together for greater impact

Grow your terminal's capabilities and join a community of innovators.



Seamless integration

Connect heyport to your existing TOS or local PCS —no disruption.



SaaS platform hosted in EU

Optimize your planning with real-time collaboration and data.

Proven by 10,000+ port calls on the platform from container, ro-ro & bulk terminals so far.

“heyport enables reliable planning of port calls well ahead of time. This is a great advantage especially in complex and dynamic berthing scenarios.”—HHLA CTA, Hamburg

Trusted by industry leaders:

**MARSA
MAROC**



C. Steinweg Hamburg





heyport has become essential for boosting our productivity

by giving us real-time visibility of equipment availability. This allows us to turn gaps between two port calls into productive maintenance time—*Bernd Mann, CEO of iSAM AG*



Let's accelerate just-in-time port calls together.



SCAN ME



Questions? Let's talk!



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Q&A



Thank you!