

# **Integrating Exim with NW3**

Containerised Movements

# THE NEED

Identified Export & Import movements to Kerala Hinterland.

Vallarpadam ICTT induced new movements.

Emerging Domestic Trade

Kerala a Consumer State.

# A DIFFERENT PERSPECTIVE

Need is for consumer goods movement and not industrial.

What are the requirements of the Market ?

Safety, Speed, Insurance, Wide reach.

Last Mile Distribution

Low cost Waterways to Road interfaces.

A full Supply Chain Management System.

# A SOLUTION TO MEET THE NEED

A new design for a waterway craft.

A new supply chain design to meet Kerala's requirements.

A new design for a low cost Waterways to Road interface.

A design to meet the Door to Door need of the customer.

We need a NANO approach.

# DESIGN CONSTRAINTS

Waterway Craft - Air Clearance

Waterway Craft - Low Draught.

Waterway Craft - Anywhere discharging capability.

Waterway Craft - Dimensions for Bund Constraint.

# INTERFACE CONSTRAINTS

Low Cost transfer mechanism to road vehicle

Mechanical transfer mechanism to road vehicle

Short transfer time.

Unmanned landing point - Man only on berthing.

# HOW TO FIND A SOLUTION

Private Initiative

Public R&D funding.

Joint Public & Private designing and Testing.

Establishing Proof of Concept.

Marketing of concept to Customers.

Commercialization of Venture.

Making available Risk Capital to expand operation.

# WHAT NEXT

Audience response.

Discussions

Action Plan

Close of session