



PORT AUTHORITY OF GUAM

REQUEST FOR INFORMATION TERMINAL OPERATING SYSTEM

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1.0 OBJECTIVES

The Port Authority of Guam (PAG) is soliciting information from interested vendors for the upgrade or replacement of its Terminal Operating System (TOS).

Any information submitted in response to this RFI will be considered during the development of the RFP/IFB(?). Any response to this RFI does not guarantee that the information offered will be integrated into the RFP/IFB(?), nor shall it prohibit any vendor from receiving or responding to the IFB when and if it is issued. The lack of response to the RFI will not preclude a vendor from participating in the RFP/IFB(?) process.

The specific objectives the PAG intends to accomplish through this RFI are as follows:

- Identify a TOS solution that delivers a simple to use interface in keeping with the relatively simple operations at the terminal. The overall approach of the TOS should not be so complex that a small, simple terminal will not find it practical to use. For this reason, the ability to scale-down a mainstream full-functioned TOS is essential.
- Identify a TOS solution that will deliver nearly all desired functionality as a configured standard product. Software customizations must be minimized so that they are not a burden to maintain during subsequent upgrades.

2.0 BACKGROUND INFORMATION

About 40.5 acres of the terminal is a container yard, including wheeled and grounded areas, with 858 dry container trailer stalls and 124 reefer trailer stalls. Stacked containers are handled by top-lifts. The break-bulk area includes a container freight station (CFS) and open storage. The terminal has a truck gate served by clerks in booths with computers, including three dedicated lanes in and one out. Three 40LT Panamax quay cranes work a 1945-foot berth of a 35-foot depth. Annual throughput in FY 2021 was about 87,000 TEU. TEU throughput per acre per year is about 1,500. Tonnage in the same period was about 1.1 million tons, where 90% of tonnage is container and 10% is breakbulk. Tonnage is 66% import, 24% export, and 10% transshipment. PAG is expecting cargo volumes to double between 2024 and 2030 due to the military buildup on the island.

The primary special characteristics of the terminal are:

- There is a relatively low container throughput, but a high fraction of reefers.
- Containers are both grounded and stored on wheels.
- The terminal has military cargo significance and must serve as a strategic seaport. This may result in a future surge in cargo volumes.
- The terminal handles containers, as well as bulk and general cargo.
- The terminal includes many support functions, such as CFS, flat-rack banding, transloading, and other value-added services.
- Ship planning is done by line representatives.
- The truck gate is a single stage with a clerk in the booth, using a PC-data entry system.
- There is no rail on terminal.

PAG's current TOS (Navis N4, rel. 2.6) was installed in 2016. This version of N4 will be supported by Navis for less than another year and therefore requires upgrade or replacement. The terminal uses limited technology that interfaces with the TOS. Technology includes tablets, use of standard EDI, and the integration of the Port's tariff with the N4 billing module. The Port uses a J.D. Edwards financial system that is not integrated with the TOS or billing system. The terminal makes limited use of a community access portal from Navis. The Wi-Fi coverage is incomplete and leads to delays in system updates of cargo disposition.

2.1 EXPECTED BENEFITS

PAG desires a modern TOS that enables the following benefits:

- Long-term support to minimize disruption
- More efficient terminal operations and potential to improve productivity by refining operating practices over time
- Ability to configure software changes initially and over time, rather than a system that is tightly integrated to related systems and difficult to change
- Ability to easily make modifications to EDI messaging
- Ability to make BAPLIE and vessel file administration easier
- Streamlining of billable activity capture and invoicing
- Flexibility to adjust access permissions, operating logic, and truck gate screens as needed
- Capability to exchange information effectively with existing systems that will remain
- Enabling of future addition of modern technology for truck gates and inventory tracking
- Enabling of future integration with the Port Community System to be installed
- Ability to integrate with the Guam Customs system planned for the near future
- Strong Cyber Security provisions
- Better use of equipment and resources
- Cost efficiency
- Improved customer service
 - Cost-efficient solution for the terminal's size

3.0 STATEMENT OF NEEDS

While it is the intention of the PAG to solicit information from the widest possible audience, we also understand the need to narrow down this information to appropriate TOS providers towards solutions that fit our needs. Does your TOS solution manage loaded containers on trailers as a standard function? Does your TOS allow for relatively sophisticated billing functions for container and general cargo activities? Do you provide your service to several customers that are of the same scale as PAG?

If you answered yes to the above three questions, we want to hear more from you. Kindly fill out the attached soft copy questionnaire.

4.0 PLANNING

- **Interested Vendor or Party Background:** Provide information regarding any names or relevant company history.

5.0 RESPONSES

Inquiries: Inquiries of substance may be directed to:

Mark Carbrera
PAG Procurement Division
macabrera@portofguam.co
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Submission: Submit or email a copy of the requested information, along with any supplementary materials.

Responses to this document and related announcements must be received no later than **5:00 p.m., Chamorro Standard Time (GMT +10), Tuesday, December 13, 2022.**

Responses must be emailed to:
procurement@portofguam.com

Format: Information should be organized in the format and information sequence found in this document.