



## Joining Forces with OPUS Container Solution

# ONE

OCEAN NETWORK EXPRESS

*With the merger of three established shipping companies, Ocean Network Express can boast of a heritage of over 350 years and an anticipated annual global turnover of US\$11 billion.*

In 2017, Japanese shipping companies, Nippon Yusen Kabushiki Kaisha (NYK), Mitsui O.S.K. Lines (MOL) and Kawasaki Kisen Kaisha (K-Line) joined forces to set up Ocean Network Express (ONE). The company began trading in April 2018, with its global headquarters located in Singapore—a significant port hub and major international maritime center from where it carries out operations in 120 countries with a container fleet of over 1.5 million TEUs.

### CHALLENGES

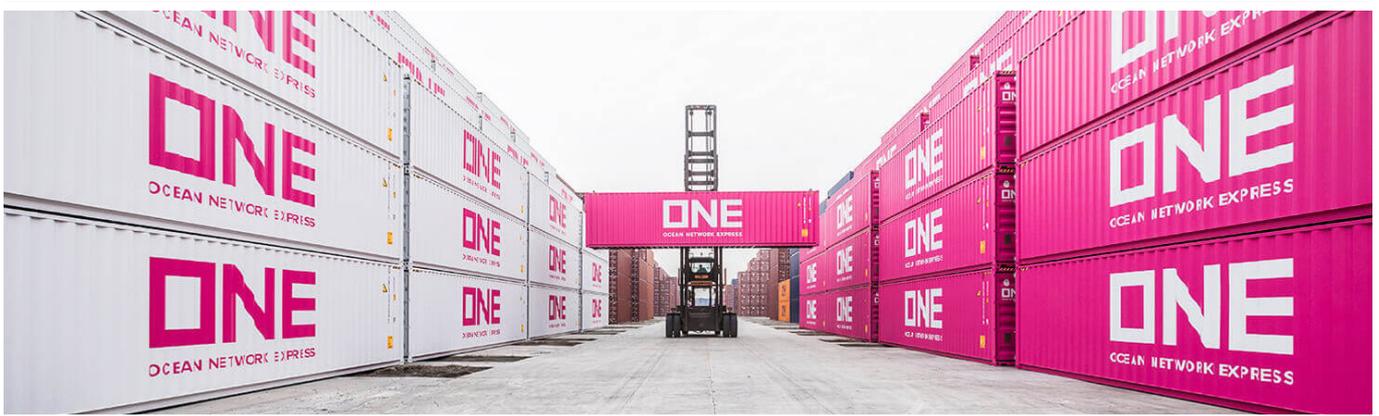
The strategic alliance created opportunities for overhauling the entity's digitalization efforts to support its growth as a key player in East-West trade and intra-Asia trade. For that to happen, the three companies had to assess ways of sharing systems and resources, and rethink how their core processes could enhance their value proposition to customers and raise innovation standards in the maritime industry.

*They identified that they would need a comprehensive integrated shipping operations solution to:*

- Manage the varied and extensive portfolio of services delivered by the three companies
- Provide a single platform for cost management
- Enhance organization-wide efficiency and productivity via automation and digitalization
- Generate accurate comprehensive reports in real time
- Enable the large global post-merger team to easily adopt the new processes and hit the ground running from day one
- Meet customers' service delivery expectations through digitalization to optimize the shipment cycle

*“ OPUS Container's compatibility with the wide range of services and products in use at three companies, as well as its feature-rich options and scalability, are key components of our strategic efforts to drive innovation in global maritime trade. OPUS Container has been key to ONE transitioning smoothly to its new position as a global leader in the sector. ”*

**Jeremy Nixon**  
CEO



## RESULTS

*In ONE's audit and evaluation of the post-merger assets, it was shown that OPUS Container, which was already embraced by NYK, would meet and exceed the business requirements above.*

A key strength of the solution was its capacity to enable end-to-end visibility of containers and cargo, which is mission-critical, especially for high-value, temperature-sensitive cargo. Such timely visibility and traceability of every shipment cycle are made available to the customers themselves, who can access real-time data about the journey of the goods through an integrated track-and-trace web-based interface. ONE's staff can retrieve container status and vessel schedules 24-7 anywhere, on any Internet-enabled device to provide prompt service to their customers. Kosuke Wada, Senior Vice-President of Business Processes Information Technology, said, "The user-friendly interface, as well as CyberLogitec's expertise in training, enabled us to deliver according to key milestones, which is no small feat considering we were bringing 10,000 users up to speed on a new system."

OPUS Container's data interoperability with ONE's enterprise resource planning (ERP) system translated into a customizable technology stack, enabling a seamless user experience. This has facilitated freight rate and contract management, among other functions, leading to faster, better responses to customer needs and improved operational efficiencies.

The move to such technologies has not come easy as the previous companies had manual processes and data yet to be digitalized. In addition, the merger required an exchange

of information about the companies' business practices, an evaluation of them, and the decision on the digital systems, resources and processes to adopt. The CyberLogitec team supported ONE in creating a comprehensive digitalization strategy for addressing data migration and process automation. Additionally, they applied expertise on merger control to enable the companies to comply with competition law regulations while achieving timely data migration.

The successful launch of the OPUS Container solution is a significant milestone in ONE's strategic efforts. Not only has ONE achieved a richer portfolio of services for its customers, internal stakeholders across all levels of the company have benefited from improved efficiencies, performances, and new business opportunities. As ONE continues to push boundaries in the maritime sector, it has started to explore blockchain technology and other digital initiatives to reinforce its competitive edge over other players.

**“** *The CyberLogitec team has proved to be a reliable and outstanding partner: they worked continuously to provide solutions and ensure best-in-breed practices are deployed at all times. For instance, the team advised on how best to conduct conversion of rate agreement data, enabling us to generate quality data in a short period of time. There is no doubt: this partnership is for the long haul.* **”**

**Kosuke Wada**

Senior Vice President | BPIT Strategy and Innovation

CyberLogitec empowers the world's supply chain with advanced technologies that solve operational challenges and meet the exacting demands of our industry. From maritime shipping operations, port and terminal operating systems to logistics forwarding and warehouse management, our integrated solutions help your business respond swiftly to changing operational needs. Our technology's advanced algorithms digitize and automate data exchanges to improve efficiency, competitiveness, productivity, and service, no matter which part of the global supply you operate within.

**OPUS Container is now available as Allegro.**

For more information on CyberLogitec, please contact us at: [sales@cyberlogitec.com](mailto:sales@cyberlogitec.com) or visit us at [www.cyberlogitec.com](http://www.cyberlogitec.com)