

**Contact**

Derek Kober  
Navis, LLC  
T+1 510 267 5564  
[derek.kober@navis.com](mailto:derek.kober@navis.com)

Katie Vroom  
Affect  
T+1 212 398 9680  
[kvroom@affect.com](mailto:kvroom@affect.com)

## **Puerto Lirquen Terminal Improves Service Following Successful Upgrade to Navis N4**

*Terminal relies on Navis' agile software system to help optimize resources, increase volume of cargo and reduce operating costs*

**Oakland, CA— June 15, 2017**—[Navis](#), a part of [Cargotec Corporation](#) and provider of operational technologies and services that unlock greater performance and efficiency for the world's leading organizations across the shipping supply chain, today announced that Puerto Lirquen has successfully completed a terminal system upgrade to Navis N4. After signing a [licensing agreement](#) for the Navis software in June 2016, the implementation was completed in less than eight months and resulted in zero down time or system errors, which has been recognized as a great success by the terminal's customers.

Puerto Lirquen, located in the bay of Concepción in the Bío Bío region of Chile, is the largest private port of public service in the country. Puerto Lirquen manages 250,000 TEU annually and provides services for shipping companies, importers, and exporters, focusing on container and break bulk cargo. With excellent weather conditions in the region, Puerto Lirquen operates nearly 365 days per year and as a result, needed a terminal system that could keep up with the constant flow of information and improve efficiency and productivity for the terminal.

“Thanks to our implementation team and more than 50 years of experience operating port terminals, combined with top of the line software and technology like Navis N4, we have put a competitive stake in the ground as one of the best terminals in the region,” said Juan Alberto Arancibia, Managing Director of Puerto Lirquen. “Navis’ flexible system allows us to generate diverse reports that we need to monitor our progress and adapt quickly to the changes requested by customers and shipping companies, improving the level of service that we provide. With the new system in place, we can confidently ensure our customers that we are connected to the latest and greatest technology available and that gives us great confidence for our growth in the years ahead.”

Navis, LLC

55 Harrison Street, Suite 600, Oakland, CA 94607 USA Tel: +1.510.267.5000 Fax: +1.510.267.5100 [www.navis.com](http://www.navis.com)



Prior to upgrading to Navis, the terminal was operating on an old system and lacking the flexibility to adapt to changing industry requirements, affecting terminal service levels. Puerto Lirquen approached Navis as a recognized industry leader following the success of N4 at the terminal's sister company, [Puerto Central](#) and is expecting to improve productivity at the gate, yard and vessel, improve safety in operations and provide better tools to employees to respond quickly to customer and operational needs.

“Puerto Lirquen is well known in the region as a terminal that provides reliable and exceptional service to all members of the logistics supply chain via its modern operations and collaboration with outside partners such as Navis to meet its technology needs,” said Chuck Schneider, Vice President and General Manager, Americas, Navis. “Puerto Lirquen has a very aggressive goal of achieving 30 percent growth in the coming two years and in order to hit that target, having agile and efficient terminal operations will be crucial. In a very short window of time, we were able to help Puerto Lirquen replace its outdated software with the N4 system and we're happy to report that within a few short months of implementation, it has already begun to yield measurable results.”

For more information about Navis and N4, visit [www.navis.com](http://www.navis.com).

#### **About Navis, LLC**

Navis, a part of Cargotec Corporation, is a provider of operational technologies and services that unlock greater performance and efficiency for the world's leading terminal operators and ocean carriers. Navis combines industry best practices with innovative technology and world-class services to enable our customers to maximize performance and reduce risk. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a holistic approach to operational optimization, providing customers with improved visibility, velocity and measurable business results. [www.navis.com](http://www.navis.com)

#### **About Cargotec Corporation**

Cargotec (Nasdaq Helsinki: CGCBV) is a leading provider of cargo and load handling solutions with the goal of becoming the leader in intelligent cargo handling. Cargotec's sales in 2016 totaled approximately EUR 3.5 billion and it employs over 11,000 people. [www.cargotec.com](http://www.cargotec.com)

###

Navis, LLC

55 Harrison Street, Suite 600, Oakland, CA 94607 USA Tel: +1.510.267.5000 Fax: +1.510.267.5100 [www.navis.com](http://www.navis.com)