



IV HEMISPHERIC CONFERENCE ON COMPETITIVENESS, INNOVATION AND LOGISTICS: TECHNOLOGY AT THE SERVICE OF THE VALUE CHAIN

Latin American Meeting of the International Association of Ports and Harbors

SECURE PORTS = COMPETITIVE PORTS?

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Which port would you choose?



What makes a port competitive?



- Cost
- Performance
- Schedule



The security environment in a port affects all three

Security is a cost; but it also an investment

- “Investing” in security is a short term financial cost, but prevents greater costs of security incidents
 - Immediate Damage
 - Loss
- Avoids “internal” costs to a nation’s economy. Even though your port may not be directly competing with another port, poor security can impose costs
 - To importers
 - To exporters



But while some security is good, too much can be counterproductive

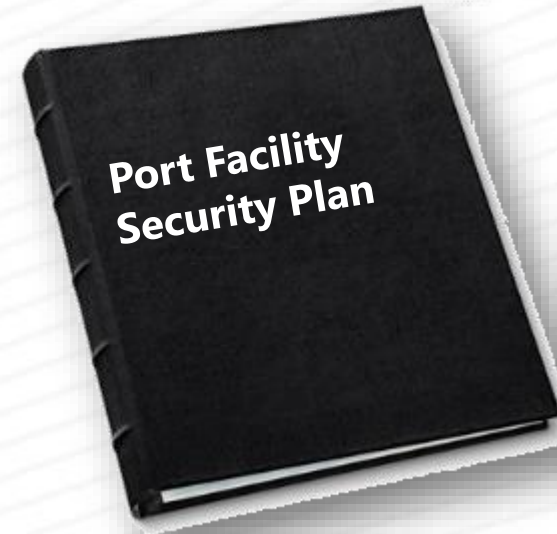
- Balance between protecting your investment and imposing un-necessary costs and delays
- At a minimum, measures should comply with international standards
- Security measures should be risk-based
 - Flexible and tailored to the facts and circumstances of the conditions



Security Management



- Access Control
 - Perimeter Barriers
 - Credentialing System
- Cargo and Ship's Stores Control
- Facility Monitoring
- Coordination with Ship
- Cyber Hygiene
- Auditing System
- Interagency Coordination and Cooperation
- Technology vs. People



Security Culture



- How do you manage the security force to ensure competence and prevent corruption?
 - Regular Training
 - Drills and Exercises
 - Rotate personnel randomly and frequently
 - “Sting” operations
 - Immediate and significant consequences
- Non-security personnel and stakeholders as force-multipliers



Security and Safety...

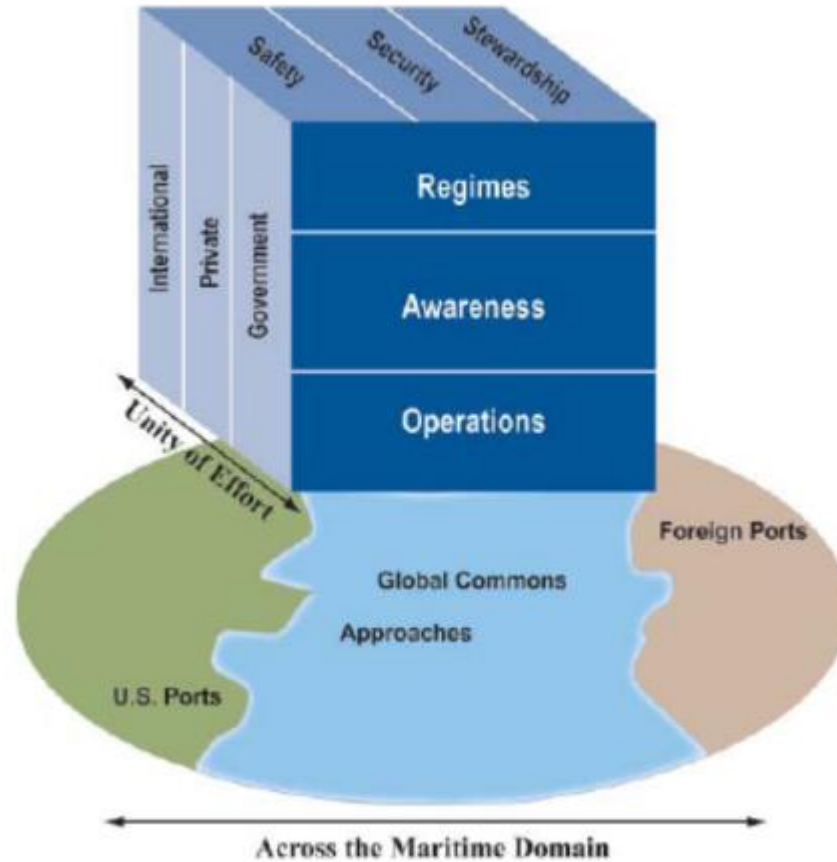
Two sides of the same coin



- A secure port will be more efficient, especially if safety is incorporated
 - Less down time due to accidents and investigations:
 - Customers have greater confidence that their ships, cargo and passengers will be protected
 - Reduce “Reputational Risk”



Systems Approach... Its all Inter-related



Final Thought



If you think security is yesterday's news, you are likely to be tomorrow's headlines!



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