

Ad Hoc Expert Meeting on

**Addressing the Transport and Trade  
Logistics Challenges of the  
Small Island Developing States (SIDS):  
Samoa Conference and Beyond**

11 July 2014

**Far beyond TEUs, Passengers and Tonnes!  
Which framework to ensure a sustainable  
growth for Small Island Developing States?**

Presentation by

**Dr. Yann Alix**  
General Delegate  
SEAFACIL Foundation, Le Havre - FRANCE

# *Far beyond TEUs, Passengers and Tonnes ! Which framework to ensure a sustainable growth for Small Island Developing States ?*

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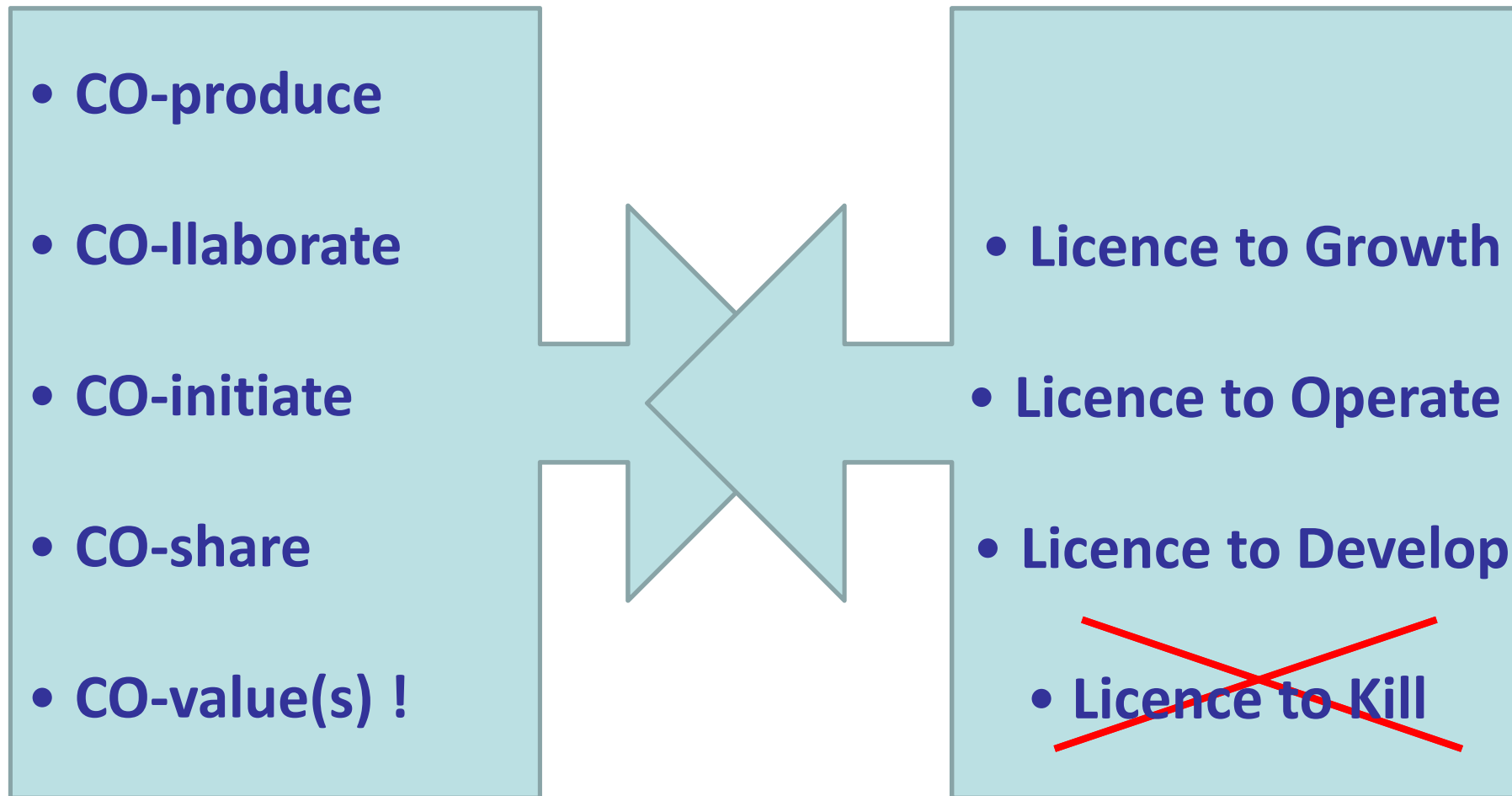
**Dr. YANN ALIX**  
General Delegate  
**SEFACIL Foundation**  
Le Havre – France





# The 5 Co's & The 3 L

in order to think about the design  
of the next gen of SIDS Sustainable Growth Model of the Future !



# The 5 Co's

for Gvt, Port Authorities, Shipping Lines, Freight forwarders, shippers  
& all the stakeholders in moving cargo in the Caribbean Sea !

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- **CO-produce** some regional integrated transportation & logistics solutions tailor-made for shippers & « Caribbean cargo » and definitely not only oriented to serve transshipment bonanza !
  - **CO-laborate** to erase bottleneck into the regional transportation system (Customs, Demurrage, surcharges, dwell time, and so on) and put in place a productive & efficient regional business environment
  - **CO-initiate** a Regional Business Intelligence Unit in order to anticipate the needs and the solutions of tomorrow
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# The 5 Co's

for Gvt, Port Authorities, Shipping Lines, Freight forwarders, shippers  
& all the stakeholders in moving cargo in the Caribbean Sea !

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- **CO-share** a common strategic vision for the next decade  
... and beyond...to improve the conditions of the regional market  
to serve your customers and your clients

- **CO-value(s)** for not being only a pure transshipment area in  
which the creation of value-added services on the cargo would  
not be in your hands !

*Look at some past experience in Malta or Cyprus Island and today  
the strategic volatility of the cargo in Tanger Med or Alexandria...*

**To keep the control of your own collective destiny  
and continue to create wealth and value ....**

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# The 5 Co's are based on the concept of Fluidity !

THE INFO related to the cargo need to be released on a secure, efficient, Productive, value added & confident way to enhance the fluidity in our business into the entire Caribbean Market Area ...

A fluid information process mean the end of wasting your time, your energy and your money to solve information issues related to the cargo...

Direct Impact  
on cargo & assets ...

No info...

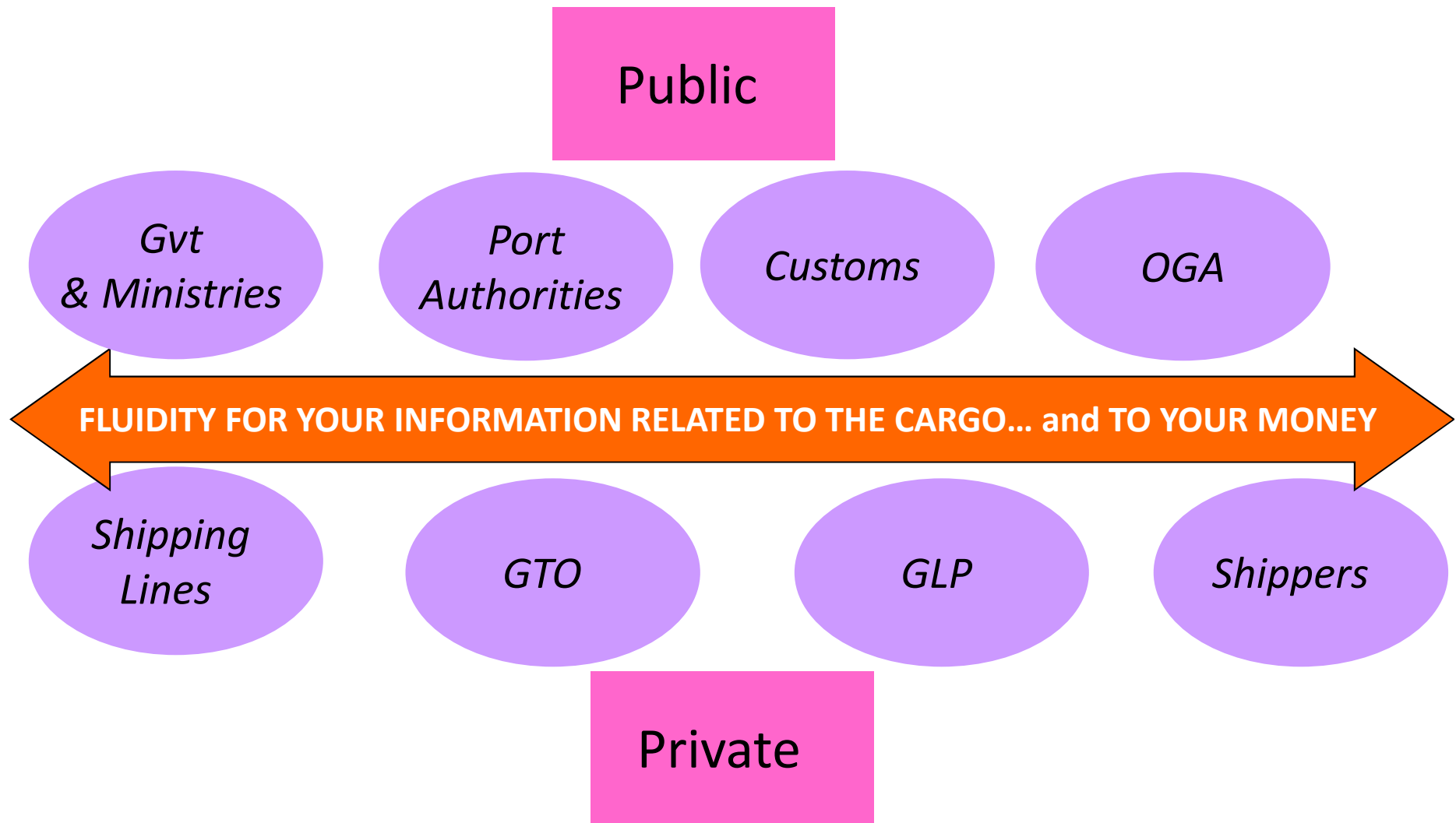


Less money...



# The 5 Co's are based on the concept of Fluidity !

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White Paper

“ Fluidity  
for your business ”

By Dr. Yann ALIX



- 3 Introduction
- 4 Welcome in a fluid world-economy
- 5 Fluidity, connectivity, competitiveness
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**Toward a new model of PPP  
including mandatory commitments to create  
sustainable jobs & values for Local People of SIDS**

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- **Licence to Growth... *for the Public***
- **Licence to Operate... *for the Private***
- **Licence to Develop... *for the Partnership between Public & Private***

**GAME CHANGERS REQUIRE STRATEGIC PLANNING**

*Rodolfo Sabonge VP, Market Research & Analysis Panama Canal Authority – 2011*

***How can we change, BY LAW, the terms of the development of SIDS  
by a more balanced mix between Social & Human benefits  
with Economic & Financial ROI on a long-term perspective ?***

# Toward a new model of PPP including mandatory commitments to create sustainable jobs & values for Local People of SIDS

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“Like the new terms for port concession allocation in Rotterdam that require a firm commitment of the private sector to promote modal split to reduce the additional costs of transport and land congestion...,

why not:

- Set **as a winning condition of a concession** for island territories invested of port concessions (and to a lesser extent, airports) :
  - the addition of jobs,
  - the addition of services
  - and bring added-value for population, environment, social care, well-being...
- **Develop dividends on the real, sustainable economy** of the island system **in the contract award.**

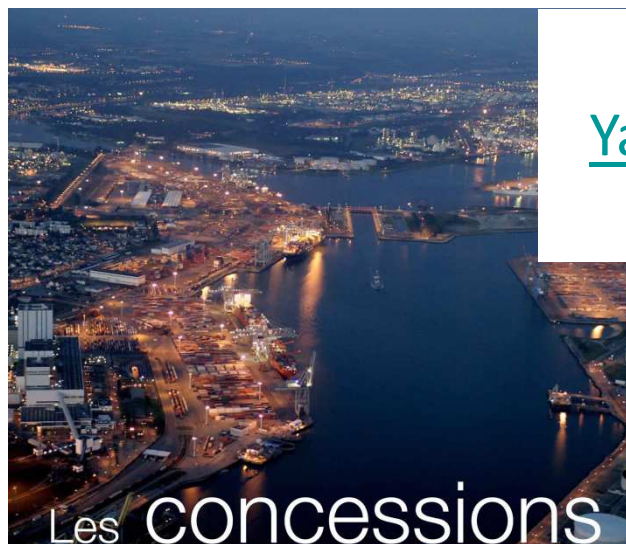
# Toward a new model of PPP including mandatory commitments to create sustainable jobs & values for Local People of SIDS

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## Why not think about :

Changing the scale (*of insularity!*) and changing the minds (*of Politicians & Population!*) to turn sea-locked States constraints' into regional opportunities for a collective & shared-development perspective...

- Develop opportunities & framework for **"multi-site" port concessions with large, medium and small-sized terminals within an integrated regional vision** (i.e., the generation of economies of scale for undersized, sub-regional environments).
  - Island states should **pool their public investment efforts** to form a sub-regional island approach with *pro rata* formulas based on the means of each island state for instance.
  - Engage partnerships between the Government & Private Sector to consider the lifespan of a concession necessary **to train and brain the next generation** so that they attain expected skills required to drive a sustainable sub-regional economic & social insular society
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# Les concessions Portuaires

Jean Grosdidier de Matons

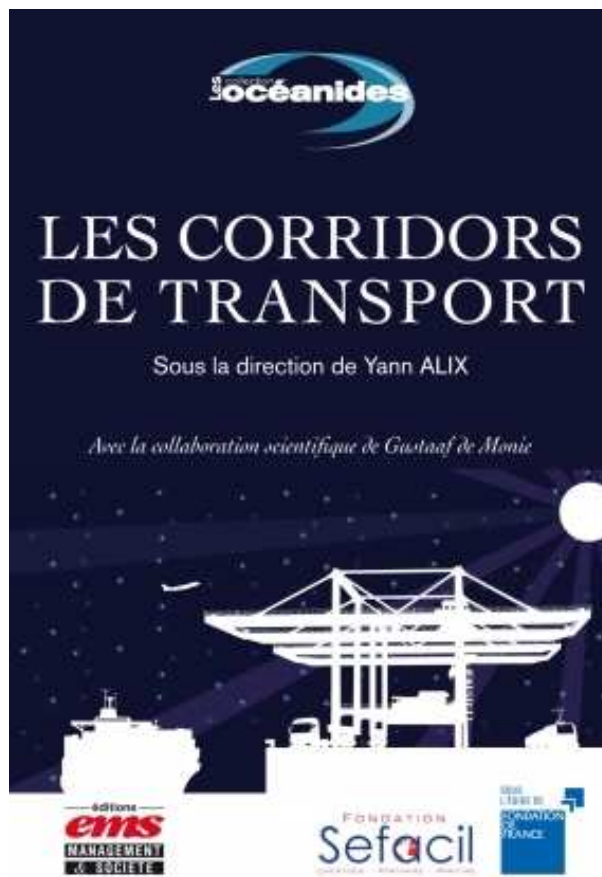
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LOGISTIQUE - PORTUAIRE - MARITIME

SOUS  
L'ÉGIDE DE  
FONDATION  
DE FRANCE

**Thanks again !**  
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