Ad Hoc Expert Meeting on

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

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

Presentation by

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

Dr. YANN ALIX
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Remoteness & Transport connectivity

Market Size & Economies of scale

Trade imbalances & Transport dependence

Pure Transshipment Activities...

World Logistics Centers...

Sub-Regional for the Caribbean & South-North

Labor force & skilled people

Strategic location on Circum West-East Services

Sea-Locked Systems

Round the World and other
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!

- CO-produce
- CO-laborate
- CO-initiate
- CO-share
- CO-value(s)!

- Licence to Growth
- Licence to Operate
- Licence to Develop
- Licence to Kill
The 5 Co’s for Gvt, Port Authorities, Shipping Lines, Freight forwarders, shippers & all the stakeholders in moving cargo in the Caribbean Sea!

- **CO-produce** some regional integrated transportation & logistics solutions tailor-made for shippers & « Caribbean cargo » and definitely not only oriented to serve transhipment 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
The 5 Co’s
for Gvt, Port Authorities, Shipping Lines, freight forwarders, shippers & all the stakeholders in moving cargo in the Caribbean Sea!

• **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 transhipment 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....
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...

No info... Less money... Direct Impact on cargo & assets...
The 5 Co’s are based on the concept of Fluidity!

FLUIDITY FOR YOUR INFORMATION RELATED TO THE CARGO... and TO YOUR MONEY

Gvt & Ministries
Port Authorities
Customs
OGA
Shipping Lines
GTO
GLP
Shippers
Private

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Dr. Yann ALIX
Toward a new model of PPP
including mandatory commitments to create
sustainable jobs & values for Local People of SIDS

• 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?
“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

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
Thanks again!
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