

**Contact**

Jennifer Grinold

Navis, LLC

T+1 510 267 5002

[jennifer.grinold@navis.com](mailto:jennifer.grinold@navis.com)

Geena Pickering

Affect

T+1 212 398 9680

[gpickering@affect.com](mailto:gpickering@affect.com)

## **Octopi by Navis Announces Expanded Customer Base Including Adding Several Intermodal and Marine Terminals to its Roster**

*Octopi continues to gain momentum in the small to mid-sized marine and intermodal terminal market due to increased demand for cloud-based solutions*

Oakland, CA — **April 28, 2021**— [Octopi](#), part of [Navis](#) and [Cargotec Corporation](#), the provider of operational technologies and services that unlock greater performance and efficiency for leading organizations throughout the global shipping industry, announced today that it has expanded its customer base with the addition of four new intermodal and marine customers including Arrow Terminals Inc., Coastal Cargo Company, Savage and its first European intermodal customer, MBOX Terminals. With the addition of these terminals, and as a result of the increased demand for cloud-based solutions due to the pandemic, Octopi by Navis has continued to gain momentum in the small to mid-sized marine and intermodal terminal market

With Octopi as a strategic partner during this unprecedented time, global terminals have been able to incorporate a cloud-based solution into their business strategy that can be implemented quickly via remote assistance from the Navis team - giving stakeholders increased visibility and access to real-time information, all without the added IT investment. The terminals that have signed subscription agreements with Octopi, have demonstrated the global need for the cloud-based TOS in the ocean shipping industry and the desire for easier technology implementation for better business results.

- [MBOX Terminals](#) - As the first intermodal terminal in South and Central Serbia, MBOX Terminals DOO offers direct access to regions of Central and Southern Serbia, Western Bulgaria and Northern Part of North Macedonia. MBOX Intermodal Terminal will operate as the new gateway to the Serbian market and will open the door for new ports to the region via ocean and rail connections. Octopi by Navis was selected as the TOS at its intermodal location because it is a contemporary platform that will help their team increase visibility of cargo movements for all carriers and other clients.
- [Arrow Terminals Inc.](#) - Arrow Terminals Inc. handles breakbulk cargo, mainly focused on aluminum, lumber and wood pulp at its terminal in Port Manatee, FL. When Arrow Terminals was looking to upgrade its TOS to a more modern, flexible and secure platform, it chose Octopi's cloud-based TOS to meet its needs due to its easy implementation process, as well as its ability to seamlessly accommodate its existing business processes with a more modern solution.
- [Coastal Cargo Company](#) - Coastal Cargo operates with stevedoring and port terminal operations capabilities to handle a mix of cargo at its facility in New Orleans, LA. The terminal has ample berth and warehousing space on-site and also provides easy access to rail and the interstate highway system, which gives it a competitive edge over other terminals in the region. As Coastal Cargo had plans to upgrade to a more modern TOS to support their changing business needs, Octopi was the natural choice because it offered an implementation process with no additional IT costs, and provides training options for its terminal operators with both virtual and in-person experiences.

- **Savage** - Savage is building and operating the first intermodal rail terminal in the state of Idaho, which will provide a more efficient, cost-effective and environmentally option for agriculture producers and shippers to transport their products to Northwest seaports for export to Asia and other global markets. Savage signed a subscription agreement with Octopi to help them deliver tangible value to this terminal's overall productivity that will result in business growth for the terminal.

“During this year, our company has been a strategic partner to those terminals who are looking to adapt their business models to accommodate the changes in the industry brought on by the pandemic,” said Luc Castera, Director of Product, Octopi by Navis. “We are pleased that our customers around the world are seeing value in our TOS and the benefits it brings to their businesses and due to the success, we have additional plans for the cloud-based solution to grow through the rest of the year, including expanding into more intermodal sites, globally.”

For more information visit [www.navis.com](http://www.navis.com) and [www.octopi.co](http://www.octopi.co).

### **About Octopi**

Octopi is the leading developer of cloud based software solutions for port terminal operators. The Octopi Terminal Operating System (TOS) helps cargo terminal operators manage their operations, track their cargo, and communicate electronically and in real-time with their commercial partners. The Octopi TOS provides small terminal operators the agility and adaptability required to modernize and efficiently run their operational ecosystem. [www.octopi.co](http://www.octopi.co)

### **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 organizations across the cargo supply chain. Navis combines industry best practices with innovative technology and world-class services, to enable our customers, regardless of cargo type, to maximize performance and reduce risk. Through its holistic approach to operational optimization, Navis customers benefit from improved visibility, velocity and measurable business results. Whether tracking cargo through a terminal, improving vessel safety and cargo capacity, optimizing rail network planning and asset utilization, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis helps all customers streamline operations. [www.navis.com](http://www.navis.com)

### **About Cargotec Corporation**

Cargotec (Nasdaq Helsinki: CGCBV) enables smarter cargo flow for a better everyday with its leading cargo handling solutions and services. Cargotec's business areas Kalmar, Hiab and MacGregor are pioneers in their fields. Through their unique position in ports, at sea and on roads, they optimise global cargo flows and create sustainable customer value. Cargotec has signed United Nations Global Compact's Business Ambition for 1.5°C. The company's sales in 2020 totalled approximately EUR 3.3 billion and it employs around 11,500 people. [www.cargotec.com](http://www.cargotec.com)



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