



U.S. Embassy Baku

invites you to

“Connecting Eurasia: Smart Ports and Rail Virtual Forum”

highlighting port and rail infrastructure opportunities in

Azerbaijan, Georgia, and Turkey

and **U.S. technologies** and

U.S. and international financing tools addressing them



Technology helps railroads achieve safety milestones, minimize their impact on the environment and maintain a competitive edge in today's fast-paced global economy. U.S. houses many companies that develop technologies for the rail industry like:

- **Advanced fuel management systems** to move one ton of freight using fuel that is four times more efficient than trucks
- **Train control systems**, including **signaling systems**, that safely stop a train at any given time, counteracting human error
- **Modern 4 tier locomotives** that are outfitted with hundreds of sensors that generate thousands of performance readings to maximize efficiency
- **Smart sensors** positioned along the track to identify worn components on passing trains in real-time and amass a wealth of data for advanced analytics
- **Automated inspection equipment** that monitor track integrity
- **Machine learning systems** that predict maintenance issues — such as track wear and tear — based on patterns and trends in data collected
- **Machine visioning technologies** that collect images of trains passing on tracks which are analyzed by algorithms that identify anomalies



Smart ports use automation and innovative technologies including wireless connectivity, artificial intelligence, big data, Internet of Things (IoT) and blockchain to improve their performance. Located between the two oceans, efficient ports management is crucial for U.S. economy. There are many U.S. technology

companies that develop smart ports solutions to address the needs of port operators like:

- Smart sensors** that help port authorities to track and maintain the physical infrastructure they manage to reduce the need for annual inspections
- Reliable **monitoring systems** that ensure that cranes and other cargo-handling gear operate at peak efficiency and are properly maintained
- Terminal appointment systems** that direct trucks and trains through frequently congested areas as quickly as possible
- Terminal Operating Systems (TOS)** that manages the movement of containers at cargo terminals to maximize efficiency when loading and unloading container ships and other vehicles.
- Systems that efficiently process cargo information** and payments, trade licenses, import and export permits, and customs clearances
- Surveillance systems** that use advanced video analytics to detect intrusions and alert security personnel to potential threats
- Connected technologies that can help ports **reduce energy consumption** and waste

Virtual Event dates: (all Azerbaijan time)
Rail Forum: April 27, 2021, 17:00 – 19:35

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Port Forum: April 28, 2021, 17:00 – 19:05

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Financing Rail and Port Investments Forum:
April 29, 2021, 16:30 – 19:00

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Location: Virtual - You will receive a joining link upon registration.

Target Audience:

- *Rail operators
- *Port operators
- *Law enforcement agencies
- *Municipalities – light rail / metro divisions
- *Customs
- *Distributors of rail and ports equipment
- *Technology system integrators serving rail and ports industries

For your questions:

U.S. Embassy Baku

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“Connecting Eurasia: Smart Ports and Rail Virtual Forum”

April 27-29, 2021

April 27, 2021, 17:00 – 19:35 (all Azerbaijan time)

17:00 – 17:50

Opening Remarks

- Heather Byrnes, **Minister Counselor & Regional Senior Commercial Officer, U.S. Commercial Service**
- David M. Satterfield, **U.S. Ambassador to Turkey, U.S. Embassy Ankara**
- Selim Dursun, **Deputy Minister of Transport and Infrastructure, Republic of Turkey Ministry of Transport and Infrastructure (TBC)**
- Kelly C. Degan, **U.S. Ambassador to Georgia, U.S. Embassy Tbilisi**
- Natia Turnava, **Minister of Economy and Sustainable Development, Ministry of Economy and Sustainable Development of Georgia**
- Lee Litzenberger, **U.S. Ambassador to Azerbaijan, U.S. Embassy Baku**
- Dr. Rovshan Najaf, **Deputy Minister of Economy, Republic of Azerbaijan Ministry of Economy**
- David S. De Falco, **Deputy Assistant Secretary for Europe and Eurasia, U.S. Department of Commerce**

17:50 – 18:35

Rail Market Overview: Azerbaijan, Georgia, Turkey

- Natig Jafarov, **Director, ADY Container LLC**
- David Peradze, **CEO, Georgian Railway JSC**
- Tufan Basarir, **Secretary General, Railroad Transport Association (DTD)**

18:35 – 19:20

Panel: U.S. Smart Rail Technologies

- Moderated by: -Mike Rush, **Senior Vice President for Operations and Safety, The Association of American Railroads (AAR)**
- 18:35 – 18:50 -David Milla, **Director of Contract Administration, Globalstar**
-Frederick Ronse, **Founder, Chief Evangelist, Globalstar/Ovinto**
 - 18:50 – 19:05 -Jim Trogdon, **Principal Transportation Consultant, SAS**
 - 19:05 – 19:20 -Alessandro Mascis, **Vice President Electronics & Digital Sales, Wabtec**

19:20 – 19:35

Questions & Answers

April 28, 2021, 17:00 – 19:05 (all Azerbaijan time)

- 17:00 – 17:05** **Opening Remarks**
-Heather Byrnes, **Minister Counselor & Regional Senior Commercial Officer, U.S. Commercial Service**
- 17:05 – 17:50** **Ports Market Overview: Georgia, Azerbaijan, Turkey**
-Tamar Ioseliani, Director, Maritime Transport Agency of Georgia (TBC)
-Dr. Taleh Ziyadov, Director General, Baku International Sea Trade Port CJSC
-Erhan Ciloglu, Board Member, Port Operators Association of Turkey (TURKLIM)
- 17:50 – 18:50** **Panel: U.S. Smart Ports Technologies**
Moderated by: -Dave Matsuda, **Principal, Matsuda Associates**
17:50 – 18:05 -Patrick King, **Vice President, Jacobs**
-Medha Rahman, **Director for Ports & Maritime, Jacobs**
18:05 – 18:20 -Meena Shah, **Sales Engineer, Navis**
18:20 – 18:35 -Robert Rosenberg, **President & CEO, NTELX**
18:35 – 18:50 -Ian Williams, **Director, Eurasia Sales, Rapiscan**
- 18:50 – 19:05** **Questions & Answers**

April 29, 2021, 16:30 - 19:00 (all Azerbaijan time)

Financing of Rail and Ports Investments Panel

Moderator

-Danica Starks, **Senior U.S. Commercial Liaison to the World Bank & Head of DOC Multilateral Development Bank Group, U.S. Department of Commerce**

- 16:30 – 17:30** **Financing by Multilateral Development Banks (MDBs)**
16:30 – 16:50 -Asian Development Bank (ADB) - TBD
16:50 – 17:10 -Sule Toplu Kilic, **Deputy Head, Turkey, Sustainable Infrastructure and Energy, European Bank for Reconstruction and Development (EBRD)**
-Catarina Bjorlin Hansen, **Regional Director, Caucasus, European Bank for Reconstruction and Development (EBRD)**
17:10 – 17:30 -Sebastian Molineus, **Regional Director for the South Caucasus, International Bank for Reconstruction and Development (IBRD)**
-Karla Carvajal, **Transport Practice Manager for the Europe and Central Asia Region, International Bank for Reconstruction and Development (IBRD)**
- 17:30 – 17:45** **Questions & Answers**
- 17:45 – 18:45** **Financing by U.S. Financing Institutions**
17:45 – 18:05 -Kenneth J. Angell, **Managing Director, Project Finance, U.S. International Development Finance Corporation (DFC)**
18:05 – 18:25 -Cheryl Conlin, **Director of Rail Finance, Senior Loan Officer, Transportation Division, Export-Import Bank of The United States (U.S. EXIM Bank)**
18:25 – 18:45 -Carl Kress, **Regional Director, United States Trade and Development Agency (USTDA)**
- 18:45 – 19:00** **Questions & Answers**