

# Ready for the Big Ships

## Cisco Partner Ecosystem



### Cisco® partners help build an automated super terminal in Long Beach.

The shipping containers are the same size as they've been for 50 years. But the ships that carry them keep getting bigger. For ports around the world, that's a problem. The goal at all times is to move ships in and out of port as fast as possible, which means unloading all those containers—fast.

But as the ships get bigger, the number of containers to unload keeps growing. At the Port of Long Beach in California, Matt Hunnicutt of the Long Beach Container Terminal (LBCT) knows exactly how big the challenge has become.

“On an average day,” says Hunnicutt, “we receive 10,000 different containers going in and out of this facility.”

That's 10,000 containers to be loaded by crane, one by one, from ship to truck, to train, or to storage lots. And in coming years, as a new generation of megaships takes the lead in global trade, those numbers will rise further still. When they do, Long Beach Container Terminal will be ready. Why? Because it's changing the way it moves containers—by harnessing the Internet of Everything.

Two years ago, LBCT began building a new, state-of-the-art super terminal. It's a massive logistical and technological project, involving a vast infrastructure of technology made possible by an ecosystem of Cisco partners.

At the center of that effort is VectorUSA, a Cisco Gold Certified Partner. They're the lead terminal services provider, tasked with integrating all the different technologies needed to transport, track, secure, document, and administrate the containers that pass through the terminal every day.

By putting everything on the network and automating every step in the container's journey, VectorUSA is helping pioneer a transformation that will make a giant difference to LBCT's bottom line. Costs will be lower—and efficiency higher—with safety improved and ships moving in and out of port five times faster. What makes it all possible is IoE technology.

“The uniqueness of Long Beach Container Terminal,” says Jeff Zukerman, VectorUSA's executive vice president and cofounder, “is that everything here is an endpoint on a network.”

**“What you see behind me being built here is the first fully automated terminal in North America.”**

– Matt Hunnicutt, Long Beach Container Terminal

# Ready for the Big Ships

## Cisco Partner Ecosystem

That's how every element in the terminal can be coordinated and managed to work together perfectly. Everything from America's largest automated cranes to the tiny sensors that guide the path of automated guided vehicles (AGVs). Bringing all the parts together was no small undertaking.

"It is one massive network ecosystem and it all runs on IP," Zukerman explains. "It requires 85 miles of fiber to do this. Two data centers, 105 IDFs, somewhere around 300 edge switches, seven Nexus 7000 switches. It all ties together with a Cisco network."

Selecting the right Cisco partners with the right specializations to work together to make this all happen was an important part of VectorUSA's responsibilities.

"There is not one individual that can do this by themselves," says LBCT's Hunnicutt. "It is a true partnership we see invested here."

These days, that kind of collaboration is happening more and more across the Cisco Partner Ecosystem: different companies working side by side to achieve a common goal.

"As lead, you look for ecosystem partners that are solid, yet flexible," explains Zukerman. "Team players who understand what the business is trying to achieve, and aren't satisfied with anything less than seamless integration."

He's confident that the team VectorUSA put together is up to the job—even a job as massive as this one.

"Ultimately all the partners' goals," Zukerman says, "is to get this operation up and running, show the world and America that it can be done. Everybody on this team is all in."

### For More Information

For more information about the Cisco Partner Ecosystem, visit [www.cisco.com/go/partnerecosystem](http://www.cisco.com/go/partnerecosystem).

For more information about VectorUSA, visit [www.vectorusa.com](http://www.vectorusa.com).



**Americas Headquarters**  
Cisco Systems, Inc.  
San Jose, CA

**Asia Pacific Headquarters**  
Cisco Systems (USA) Pte. Ltd.  
Singapore

**Europe Headquarters**  
Cisco Systems International BV Amsterdam,  
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at [www.cisco.com/go/offices](http://www.cisco.com/go/offices).

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: [www.cisco.com/go/trademarks](http://www.cisco.com/go/trademarks). Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)