Welcome to our Presentation

Who we are?

We focus on the realization of operational logistic systems, especially in the area of shipping and transport.

We will offer our service mainly as developer and programmer of logistic software applications as well as consultant for system applications, or as adviser.

We are located in the area of Hamburg, Germany and in the final stages of the foundation of our company. The registration will take place in a few weeks.

We would like to introduce our company with this PowerPoint presentation and show you some selected possible benefits for your group.

BBISS

business intelligent software solutions

LOGISTIC SOLUTIONS

BBiss has fixed the basis, to set up a milestone in the developments for shipping and transport service solutions.

The Intention

Actually many half way solutions in use. Carriers have to make compromises to design their system solutions and / or can't meet the customers requirements

The Start

After finalization of our company concept, it's now time to offer our services in shipping and transport system solutions, design, development and programming.

The Knowledge Bank

With over 20 years experience in the shipping industry, transport logistic activities as well as in the programming of operational systems, you can expect a strong partner to realize your own special designed solutions in time.

The Challenge

To realize perfect system solutions on workable level. Following presentation will inform you about the strategies and objectives

System Basic Information

- The new logistic product developments base on the most efficiencies database of the last generation and support the user for best results

Development Tools

- Professional Database Oracle 10g (standard or enterprise edition) or higher versions
- High performance PLSQL (direct database programming)
- Sybase PowerBuilder 10.5 or higher versions (Windows and WEB applications)
- "BBiss" Logistics Foundation classes

Programming

- Use of Intelligent Index Access for highest, fasted, comprehensive and safety performance
- Professional Package programming
- Individual User ID access, steering on different levels (module dialogue, data window) read, write, correction, delete.

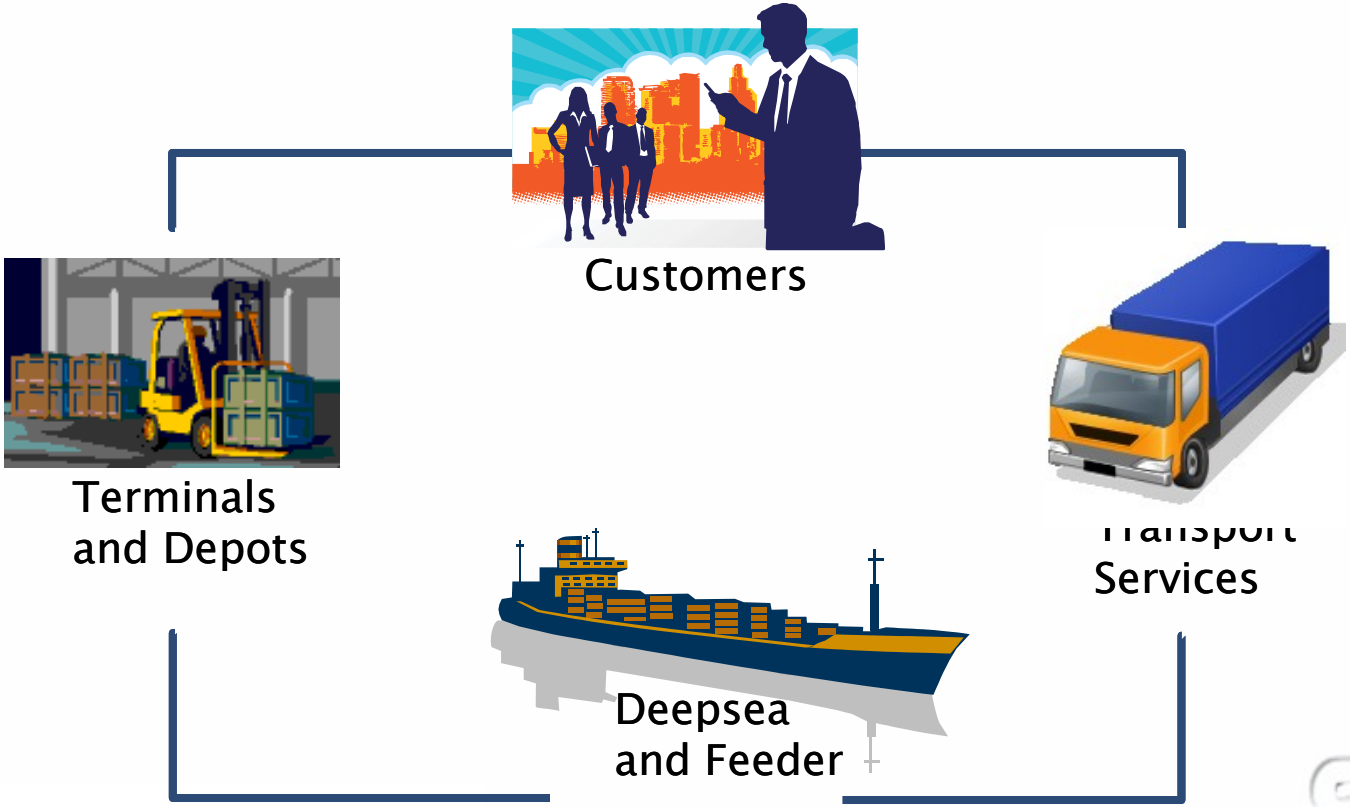
The Challenge

. . . . to be one of the best global players in the market

TRUSTWORTHY
RELIABLE
FLEXIBLE
ACCURATE

The Network

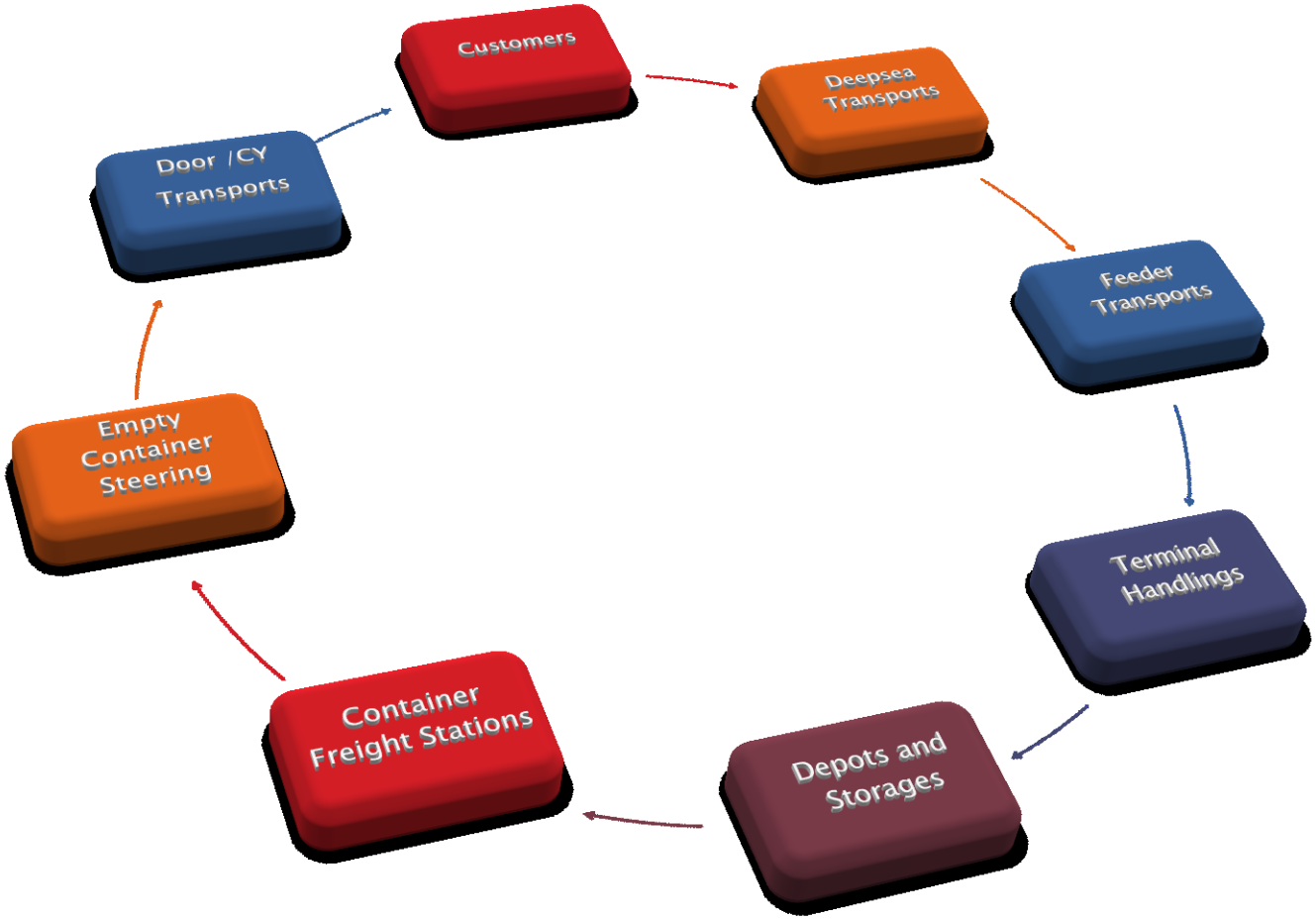
The optimization of the organized facilities . . .



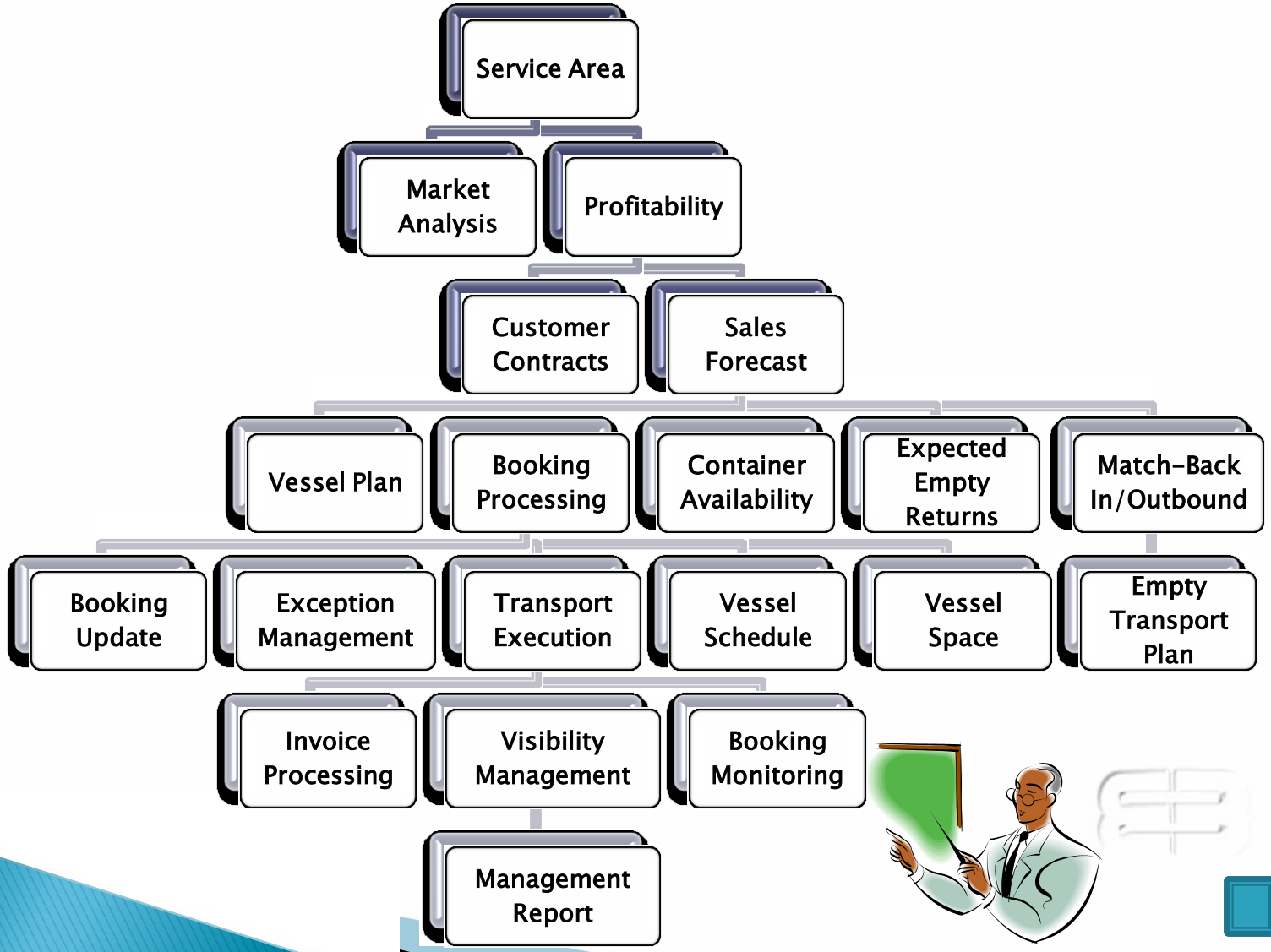
. . . in harmony to the System Network

The System Environment

. . . . The intelligent tuning of optimized facilities



Logistics Process Planning and Operation Model



Expected Benefits

Enhancement Basic Logistics

- Use of Intelligent Index Access for highest, fasted, comprehensive and safety performance
- Perform at faster level, more accurate invoice processing and rating by integrated transportation and terminal agreement structures
- Manage service providers in a more efficient manner through service combinations, provider evaluation and differentiation framework
- Manage vessel schedules more quickly and efficiently through schedule simulation and integrated management of vessel operation space

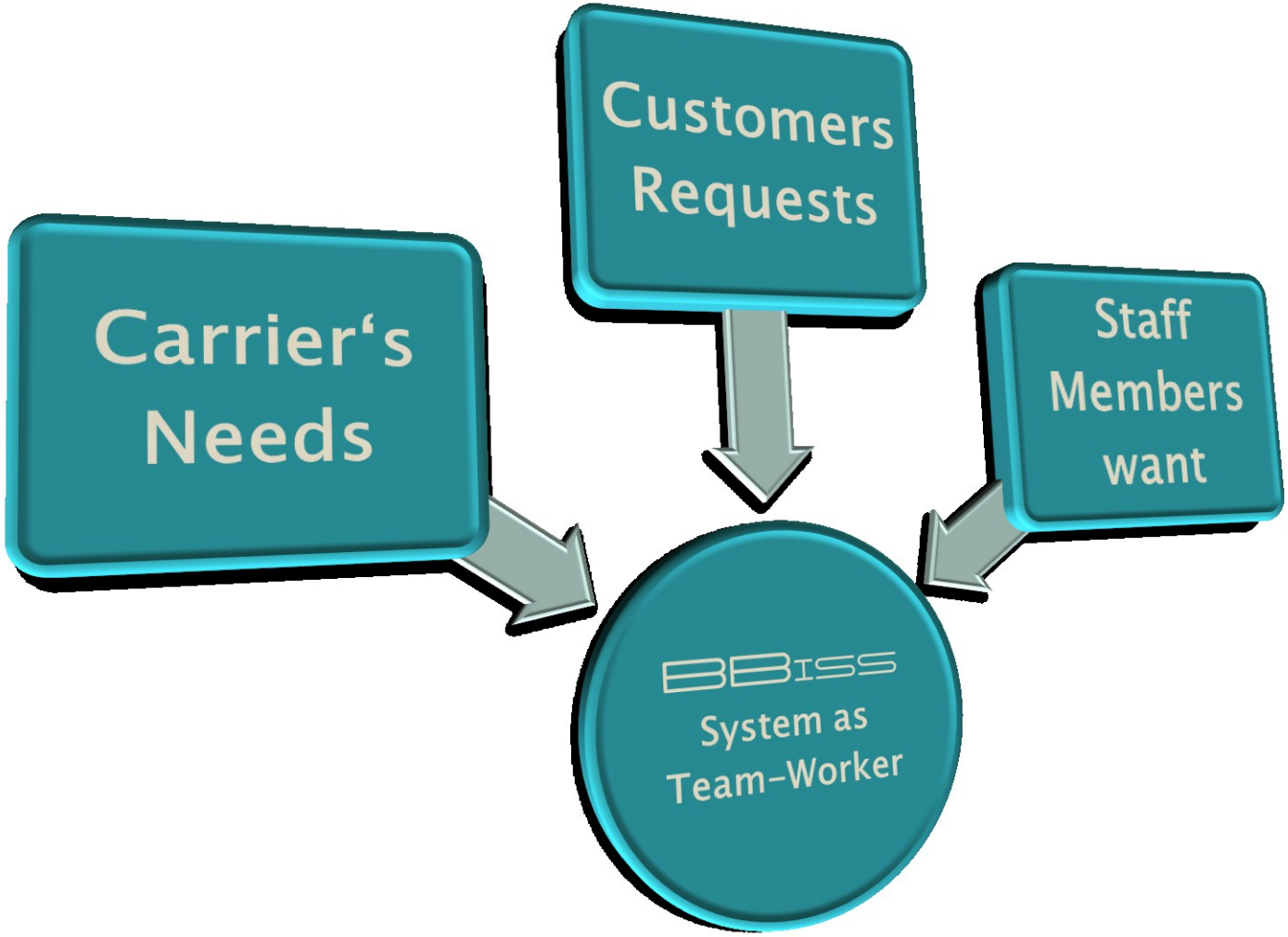
Improve Execution Capability

- Supervision of plan-based logistic operations include process change logic by single container or booking
- Perform logistic activities more efficiently by prearranged activity plans based on booking plans
- Presentability of the visibility information by planned, estimated and actual results
- Continuously indications of cost reduction factors, through the comparison of planned, estimated and actual costs

Increase Support for Customer & Sales

- Respond to customers more quickly on the allowed service products
- Support the signing of rate agreements through the provision of detailed cost information by container route and logistic services in pricing
- Enable on-time visibility and improve the delivery service by detecting and resolving problems in time through exception management
- Increase customer satisfaction by providing more transportation performance monitoring information (visibility)

The Interaction of Customers, Carrier, Staff Members, Network, Rules and System



The Interaction of Customers, Carrier, Staff Members, Network, Rules and System

Customers Requests

Customers need immediate processing and prompt information about available services like vessel calling ports and schedules. Available space on certain vessels and possible door activities by several transport modes like truck, rail, barge, feeder and their combinations. Transit times for the door to door business or single parts from a shipping service. Transportation rates, available container type/size at any requested area, depot and a reliable cargo track and trace WEB page ...
E t c .

Rates
Transit Time
Door Services
Vessel Information
Available Equipment

The Interaction of Customers, Carrier, Staff Members, Network, Rules and System

Carrier's Needs

Carrier's needs to optimize the business to a profitable service, minimize inside errors, wrong bookings by own staff members. Get a total overview of activities, steering options to set up rules and regulations and a full control of deviations in activities as well as the full cost management

Profitability
Free of Faults
Activity Control
Cost Management

The Interaction of Customers, Carrier, Staff Members, Network, Rules and System

Staff Members want

Carrier's staff members often complain about the lack of communication, not been informed in time about all possible and available services, missing rules and regulations, not well running software, which is too slow, incomplete, not flexible. Many activities must be managed manually or by other tools.
Carrier's staff need a lot of time to provide these data and to satisfy the customers

Communication Network
Quick running Software
Complete System Solutions

The Interaction of Customers, Carrier, Staff Members, Network, Rules and System

BBiss

System as Team worker

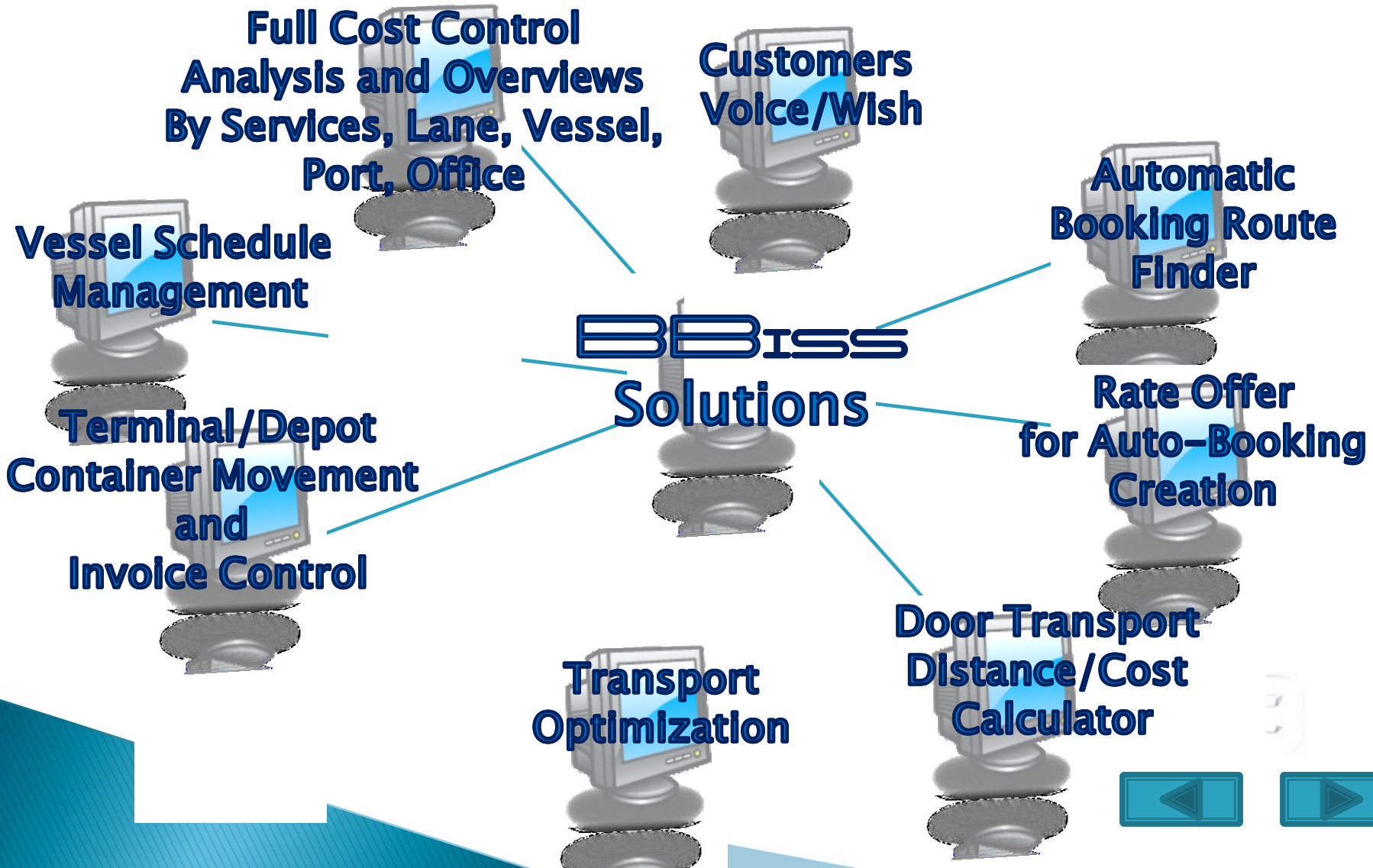
To use the system as a Team Worker, is the only substitute way to get all components together. Requirements, information, rates, rules and services. The system will also assist the carrier to manage the master data. Optimize and steer the services to allow the user to work quickly and efficiently. Several logical features will optimize the services and keep the costs totally controlled.

Information Management

Business Optimization

Total Cost Control

The Solution . . .



The Network

Service Areas

Container Availability

Delivery Service

Vessel and
Space Availability

Transit Time

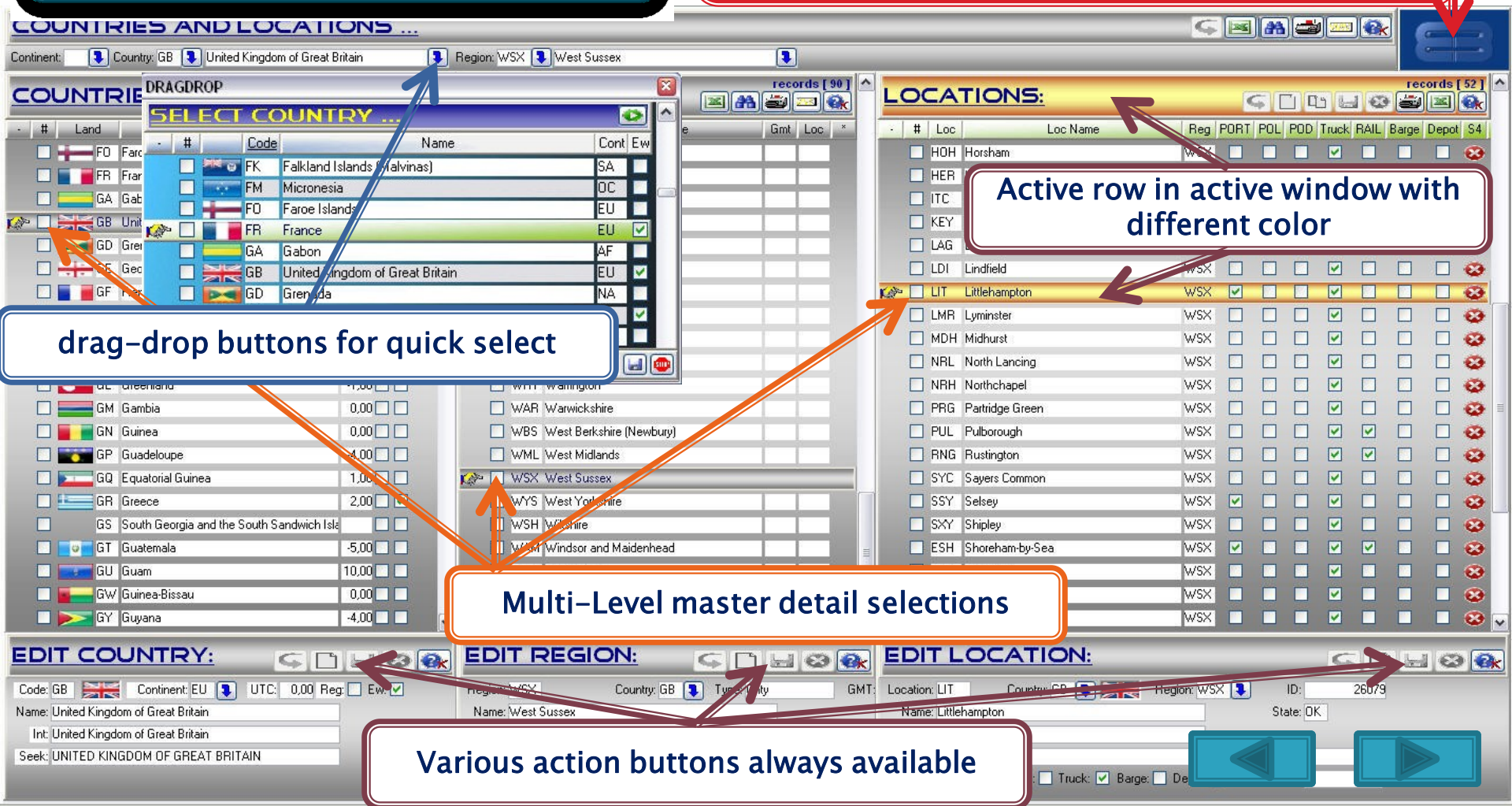
Cost Calculation and
Rate Offer

The Windows Dialogue

Enter or Mouse-button to continue

Program layout is variable in colors and design. Fast and easy search functions for assistance always available

Layout is a clearly arranged dialogue with search and select as well as direct help function for the current data window (Logo)



Active row in active window with different color

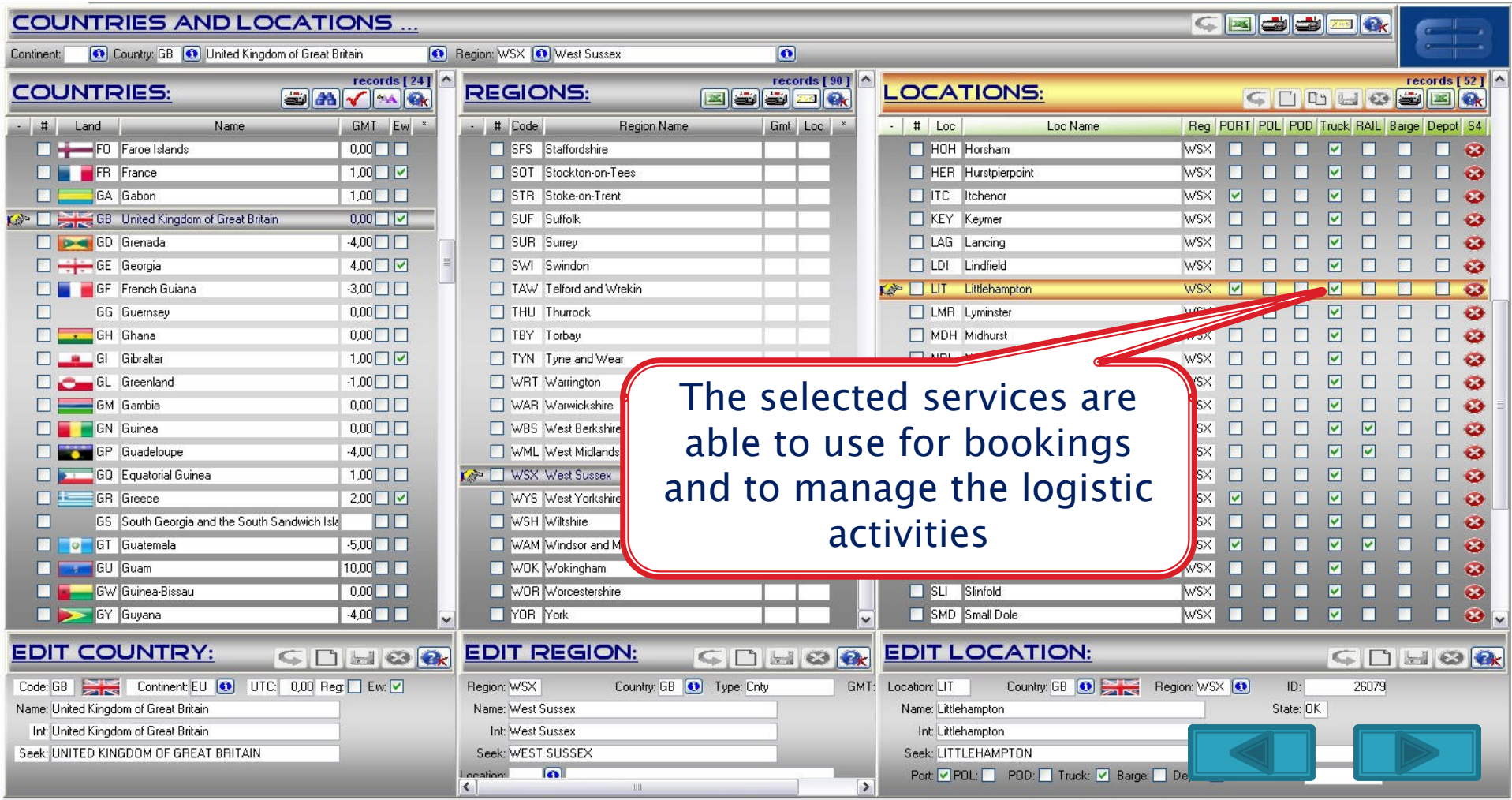
drag-drop buttons for quick select

Multi-Level master detail selections

Various action buttons always available

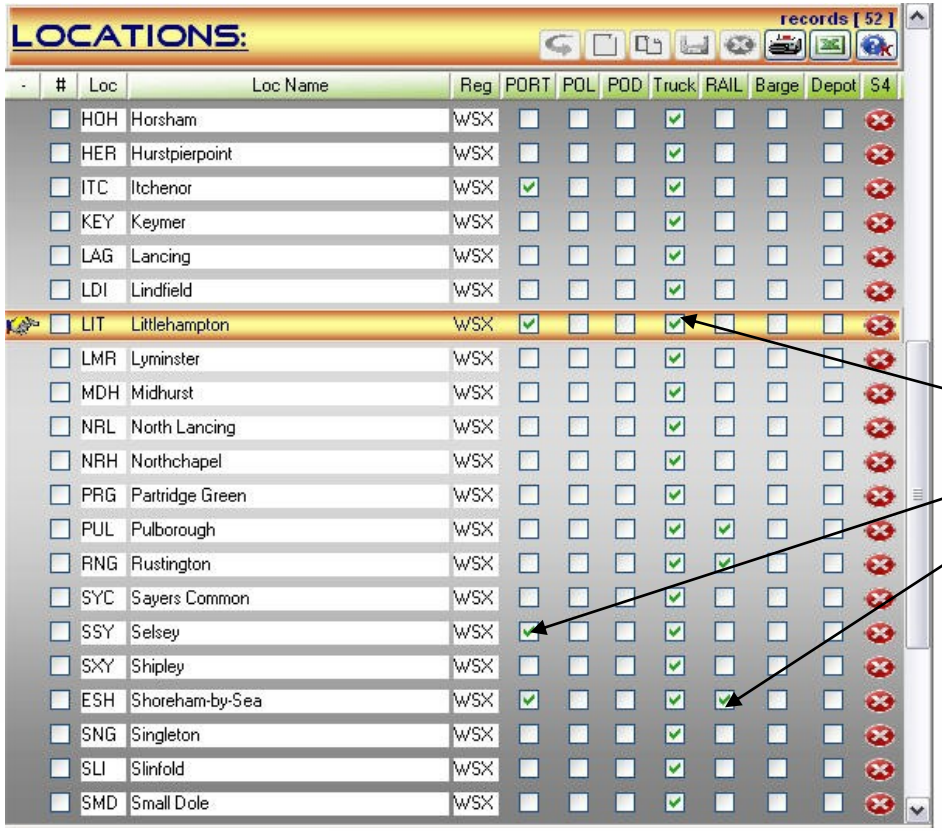
The Service Areas

Layout example for data maintenance. The control elements for other applications. One-click selection and easy edit functions for fundamental database steering by Country, Region, Location and Services.



The Service Areas

Required services can be simply selected or de-selected.
The carrier's H/O or Regional Headquarters are able to pre-select all allowed services to avoid unplanned or wrong transports



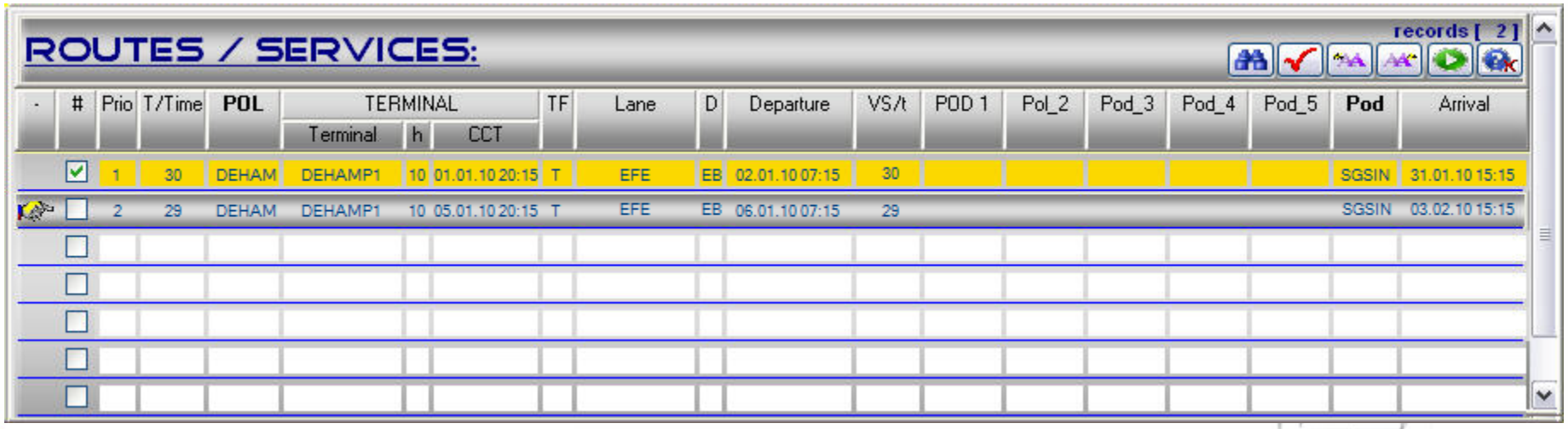
LOCATIONS: records [52]

-	#	Loc	Loc Name	Reg	PORT	POL	POD	Truck	RAIL	Barge	Depot	S4
		HOH	Horsham	WSX				✓				
		HER	Hurstpierpoint	WSX				✓				
		ITC	Itchenor	WSX	✓			✓				
		KEY	Keymer	WSX				✓				
		LAG	Lancing	WSX				✓				
		LDI	Lindfield	WSX				✓				
		LIT	Littlehampton	WSX	✓			✓				
		LMR	Lyminster	WSX				✓				
		MDH	Midhurst	WSX				✓				
		NRL	North Lancing	WSX				✓				
		NRH	Northchapel	WSX				✓				
		PRG	Partridge Green	WSX				✓				
		PUL	Pulborough	WSX				✓	✓			
		RNG	Rustington	WSX				✓	✓			
		SYC	Sayers Common	WSX				✓				
		SSY	Selsey	WSX	✓			✓				
		SXY	Shipley	WSX				✓				
		ESH	Shoreham-by-Sea	WSX	✓			✓	✓			
		SNG	Singleton	WSX				✓				
		SLI	Slinfold	WSX				✓				
		SMD	Small Dole	WSX				✓				

The selected services are able to use for bookings and to manage the logistic activities.

The Service Areas

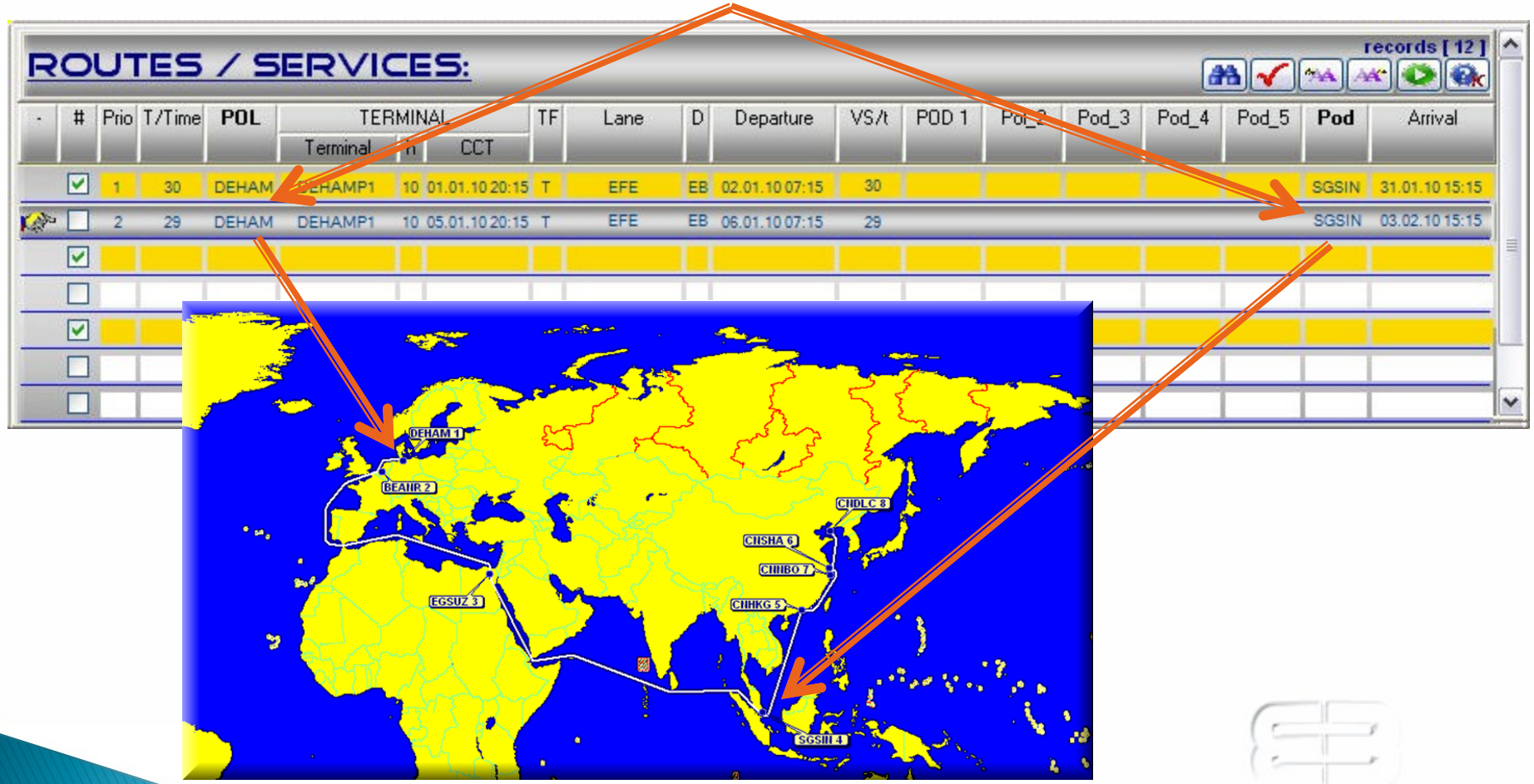
System will manage all services automatically by logical steps. Using first only country codes are sufficient to show all available services by lane and transit time. Places of Origin and -Delivery by location codes or location names will filter the data accordingly.



-	#	Prio	T/Time	POL	TERMINAL			TF	Lane	D	Departure	VS/t	POD 1	Pol_2	Pod_3	Pod_4	Pod_5	Pod	Arrival
					Terminal	h	CCT												
	✓	1	30	DEHAM	DEHAMP1	10	01.01.10 20:15	T	EFE	EB	02.01.10 07:15	30						SGSIN	31.01.10 15:15
		2	29	DEHAM	DEHAMP1	10	05.01.10 20:15	T	EFE	EB	06.01.10 07:15	29						SGSIN	03.02.10 15:15

The Service Areas

Maps are available for every route (also for inland services)



The Container Availability

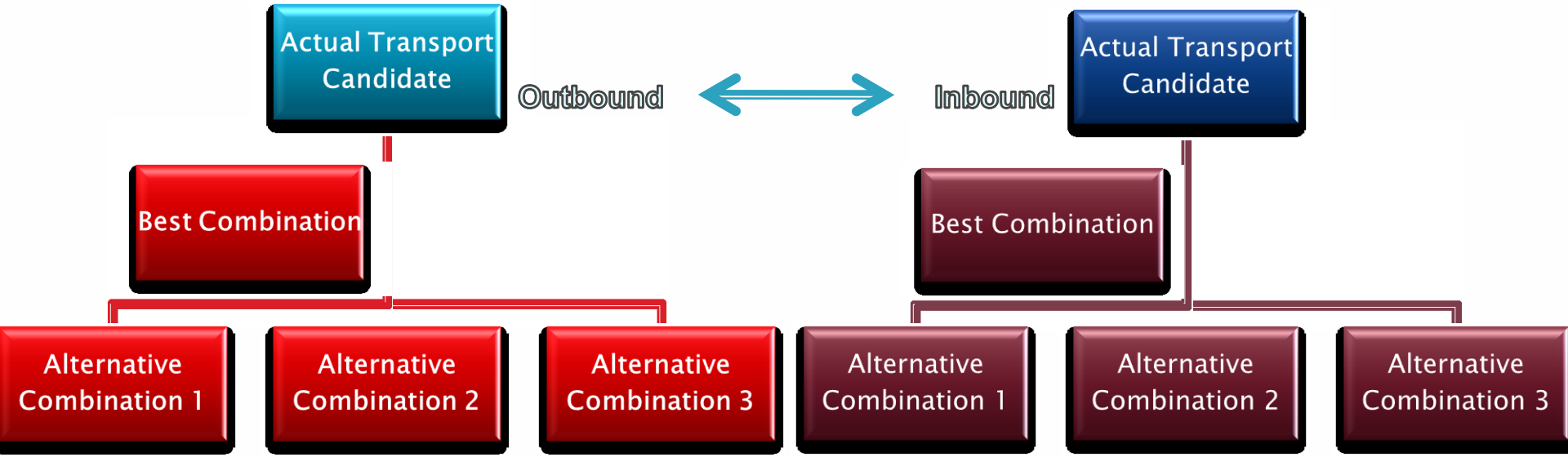
System will check by the requested area all container data.
The selection is possible by world, continent, sub-continent, country, region, location or by depot. All data will be clearly displayed under consideration of several benchmarking data, like clean, damaged or under repair status, given forecast, already reserved for bookings and expected to be returned in empty conditions from the inbound service or from any positioning. Possible scenarios will assist the user in recognizing the availability more quickly and directly. Further sub-groupings are possible for special container specifications (foodstuff, heavy tested, lease or own etc. . .)

STOCK REPORT:

Cont State	SIZE	STD	REEFER	FLAT	OTOP
Clean	20'	42	168	335	501
	40'	170	125	479	359
	HC	963	165	706	146
Damaged	20'	282	28	962	492
	40'	996	243	828	437
	HC	392	205	903	154
Expected Empty	20'	293	83	422	717
	40'	719	96	448	727
	HC	772	139	870	913
Forecast	20'	668	200	36	895
	40'	704	112	323	334
	HC	674	165	142	712
Booked / Reserved	20'	254	269	548	645
	40'	663	58	38	860
	HC	724	142	530	779

The Delivery Service

System will provide all services under consideration of available transport kinds, distances, transit-time, commodity restrictions and workable connections to the corresponding planned activities.



System will assist the transport dispatcher to find similar transport candidates, to be able to combine transports by same area, - route, - direction, - size, as well as combinations from inbound to direct outbound services

The Vessel & Space Availability

System will check in real time the vessel space availability and weight operating performance inside the lane activities by each container from port of loading to the port of discharge, to allow as well to maximize possible slot usage for short distance activities like “Intra-Area” business in addition. Space availability is always under consideration of possible services and connections to the corresponding services like next trunk or feeder etc…

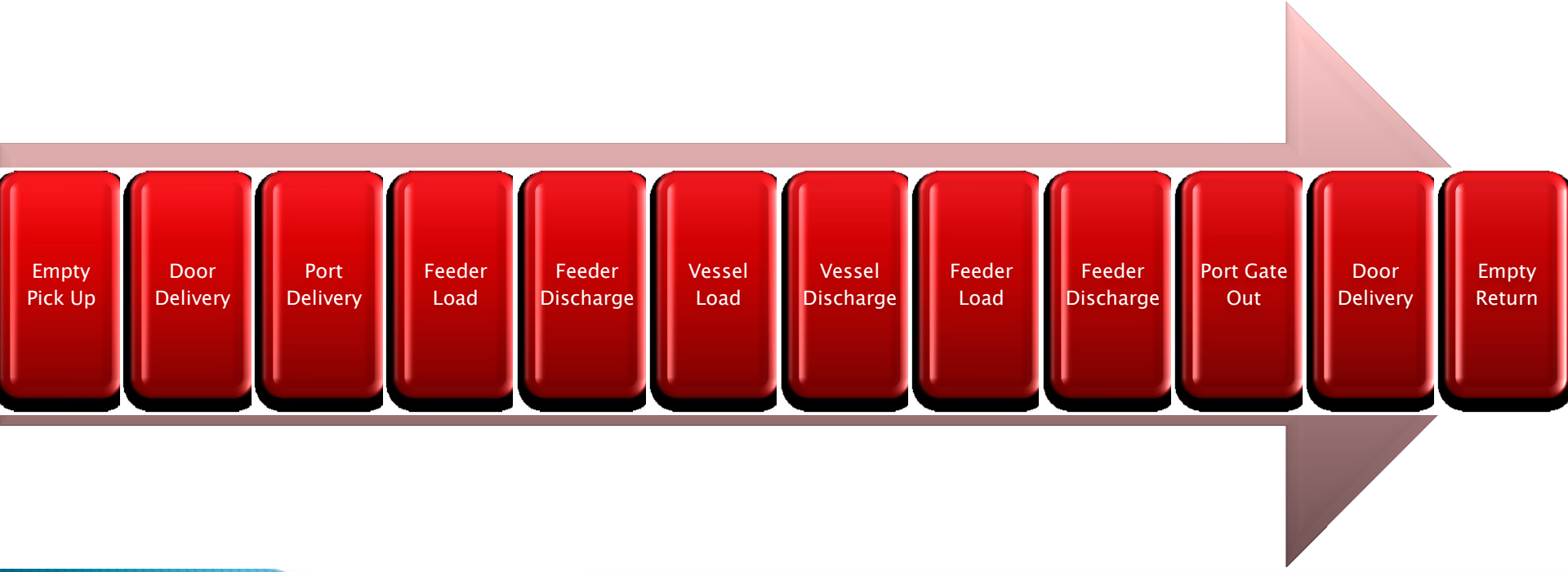
MV

“BBtss/0001E”

20’ :	36
40’ :	120
Weight:	3,600ts
Reefer Plugs:	12

The Transit Time

System will check by the requested date / time information with a special back and forth logic calculation and find the optimized transit connection and time, including latest pick-up of the empty unit until the expected redelivery at the destination.



The Cost Calculation & Rate Offer

System will use several criteria from the database to optimize all services by the pre-defined agreements.

Carrier's sales staff will receive the calculated cost as per the given limits (selling tariffs – allowed specifications) like ocean freights, CAF, BAF, terminal handling charges, feeder additionals, door service tariffs.

The calculation view for the Head Office or responsible Headquarters will based on both. Selling tariffs and actual cost agreements, with the direct cost comparison on individual shipments.

All calculated costs can be stored as rate offer by customer's ID for a certain period and can be used for easy booking creation.

The Cost Calculation & Rate Offer

Carrier's sales staff will receive the calculated cost as per the given limits (selling tariffs – allowed specifications). Head Office or responsible Headquarters' view will based on both. Selling tariffs and actual cost agreements.

Staff

Booking Office

- Ocean Freight
- CAF
- BAF
- THC
- FEEDER Add
- Door Delivery
- …..

H/O

Regional H/O

- Vessel Slot / Charter
- Administration
- Terminal Costs
- Transport Agreements
- Feeder Agreements
- …..

The Cost Control

System will start cost control based on the original planned transport data. Every container event checked by the planned activities and recognized as planned or unplanned transport / movement event. All actual costs will be checked by occurred events and valid agreements

Planned Cost I	• Operational Costs Cost calculation as per agreement and as per standard Movement Sequences
Planned Cost II	• Documentation Costs • Own Costs as per standard plan: Vessel space / insurance / staff / Equipment / M&R / storages / port charges …. etc
Activity Events	• System is checking the events by planned data. Additional events will be displayed as extra charges, which need to be checked (responsible party)
Actual Cost	• System is checking the actual costs by planned and activity events. Actual costs have to match with the agreement and container movement event.

The Cost Control

Every container will have an own Operating plan. This plan is linked with the database of existing services, their providers and the valid agreements. System will check each planned activity and each occurred event to get always the cost controlled.

SELECTION COST CONTROL:

Booking No: BU201001-4000 Container No: BBIS1234567

COST CONTROL: records [0012]

ID	S	Booking No	Container No	ACTIVITY	LOC	Date Arrival	VT	Agreement	Date Departure	CUR	PLAN	ACTUAL	DIFF	EUR	Plan	Actual	DIFF
3	PA	BU201001-4000	BBIS1234567	EMPTY PICKUP	DEHAM		TRUCK	A-1234	01.01.2010 11:00	EUR	100,000	100,000		EUR	100,00	100,00	
4	PA	BU201001-4000	BBIS1234567	DOOR TRANSPORT	DESVL	01.01.2010 13:00	TRUCK	T-33443	01.01.2010 14:25	EUR	300,000	300,000		EUR	300,00	300,00	
5	A	BU201001-4000	BBIS1234567	EXPORT CUSTOMS STOP	DEHAM	01.01.2010 16:45	TRUCK		01.01.2010 17:15	EUR		50,000	-50,000	EUR		50,00	-50,00
6	PA	BU201001-4000	BBIS1234567	FULL TERMINAL IN	DEHAM	01.01.2010 18:03	TRUCK	TE-55678		EUR	45,000	45,000		EUR	45,00	45,00	
7	PA	BU201001-4000	BBIS1234567	FULL LOAD MV	DEHAM		MV	TE-55678	02.01.2010 15:53	EUR	100,000	100,000		EUR	100,00	100,00	
8	P	BU201001-4000	BBIS1234567	FULL DISCHARGE MV	CNHKG	02.02.2010 23:55	MV	TE-92332		HKD	500,000			EUR	43,12	0,00	
9	P	BU201001-4000	BBIS1234567	FULL TERMINAL OUT	CNHKG		RAIL	TE-92332	05.02.2010 06:22	HKD	320,000			EUR	27,60		
10	P	BU201001-4000	BBIS1234567	INLAND TERMINAL TRANSPORT	CNSHA	07.02.2010 08:15	RAIL	T-32124		HKD	3.400,000			EUR	293,22		
11	P	BU201001-4000	BBIS1234567	DOOR TRANSPORT	CNSHA	09.02.2010 07:22	TRUCK	T-32144		HKD	2.200,000			EUR	189,73		
12	P	BU201001-4000	BBIS1234567	INLAND TERMINAL TRANSPORT	CNHKG	11.02.2010 16:45	RAIL	T-32124		HKD	2.900,000			EUR	250,01		
13	P	BU201001-4000	BBIS1234567	EMPTY RETURN	CNHKG	13.02.2010 08:12	RAIL	A-7223		HKD	400,000			EUR	34,50		
														EUR	1.383,18	595,00	-50,00

Activity parts

Agreed cost amounts

Actual costs

Difference amounts

The Data Exchange of Activities

Using the advantages of electronic data exchange (EDI) on the view of reduced administrative work and on costs saving processes.

Optimized for a higher quality, to secure up-to-date system data by shorter business cycles.

Improve customer satisfaction by high quality track & trace information

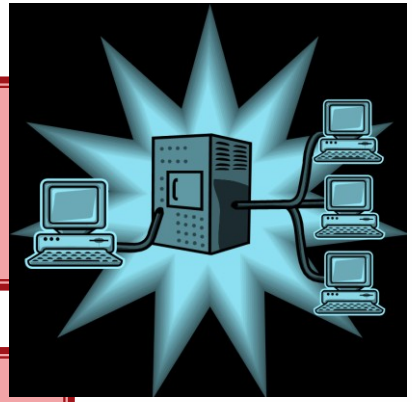
Increase customer connections and relationships as well between the logistic business partners.

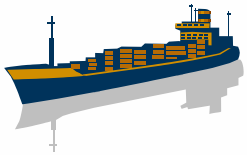
Improve the competitive advantages opposite to your competitors by attaining the better service offer.

The Data Exchange of Activities

EDI

- Gate In/Out
- Stuffing
- Repair





EDI

- Vessel Positioning
- ETA/ETB/ETD
- Container Load-Discharge

EDI

- Inland Arrival / Departure
- Waypoints

Summary of the Concept

- Security to book only allowed service scopes (from the pick up until the return)
- Avoid wrong bookings, wrong routes, wrong vessels, no overbookings
- Get your costs controlled on every stage of the transport situation
- Cost saving effects (deeply control and combinations)
- Correct billings / invoice control
- Detailed equipment control and optimized container steering
- Minimization of leasing equipment
- Movement visibility and optimized track & trace for customers

Steps to Realize the System Innovation

- Status quo, system, software environment
- Scope of service
- Analysis of needed functions
- Rough concept
- Final concept
- Software planning schedule
- Programming
- System Installation (parallel operation)
- Education
- Data migration
- Test period
- New system live performance
- Support
- System maintenance, upgrades, additional functions, change requests etc.....

Thank you

We hope, that this short presentation has contributed to find your interest in our concept and to review your own working processes.
We are developing global logistic systems under consideration of your own individual requirements.

Slim programming and fast working systems are mandatorily needed to speed up the work processes for more efficiently results and concentrating on the essentials.

The shipping business is still in an enormous crisis and for the time being, the operational - and cost controlling are handled with top priority to avoid any additional costs. This control should be one of the standards to optimize your services in quality and profitability.

Book us for your individual improvements ……

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