

After all

With Microsoft Dynamics 365 we have a very good foundation for the ERP-solution for ports, stevedores and terminals. With FlexPort we have implemented a fine application, specifically for your industry. It has been made possible because of our knowledge of the shipping industry and its financial processes.

We would like to and are able to tell you much more, and we are eager to hear about your challenges! Do not hesitate to contact us on +31 (0)88 42 42 424.

“FlexPort follows the developments in the market”



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FLEXPORT FOR MICROSOFT DYNAMICS 365

An ERP-solution developed for and by ports.



A port offers a great variety of activities that need to be planned and registered. These activities are carried out in-house and by third parties. As a port, stevedore or terminal you experience the challenge of keeping the logistic processes, both operational and financial, under control.

Do you recognize the following?

- ✓ You are lacking a system that offers a solution for your specific challenges which can't be found in the standard ERP systems.

Do you recognize this, as a port?

- ✓ You would like to have an overview of the expected and arrived ships for planning service activities and the registration of operational data;
- ✓ You made contractual arrangements based on many different parameters that are specific to the shipping industry, which you can't easily register in standard ERP systems. This means that you can't make calculations automatically;
- ✓ You would like to offer competitive pricing based on specific parameters regarding a ship's visit. You are also looking for a system than can manage the associated complexities;
- ✓ You would like to register the operational facts at the source as much and as quickly as possible. However, to do so you're depending on the willingness and the capabilities of people within your own organisation and third parties;
- ✓ For both your operational and lease activities you would like to generate correct invoices in a controlled manner, because with manual invoicing the data entry has to be done twice. This makes the risk of error quite high.

Do you recognize this, as a stevedore or terminal?

- ✓ You're a stevedore or a multi-purpose terminal, and have difficulties to register the several cargo types – each with their own handling techniques, storage and thus specific parameters – for invoicing in your system;
- ✓ You need to think about providing the correct safety instructions for a certain cargo or handling techniques all the time;
- ✓ You're lacking direct or detailed understanding of your capacity because the exact registration of the use and reservation of scarce resources doesn't take place (on time);
- ✓ Afterwards it's very difficult for you to assess how much of your scarce capacity, estimated in people and material, has been used efficiently and to what extent you've sold your services profitably.

FlexPort: processes under control, excellent operative registration automatically leads to proper invoicing.

Eventually it's all about the question 'How much do we earn with our activities?' In the case of a port, this is about operational activities, the exploitation of the port when ships arrive in the harbour and service is provided, management activities or the lease out of port properties. In case of stevedore or terminal it is about the efficient handling of cargo.

To answer that question constantly, it's important that you know all the right costs and revenues completely and on time. Only then are you in control of your company and able to guide the business. An excellent operational registration in FlexPort is needed for an efficient and flexible planning of activities and contract management that works well. The integration of operational activities and finances also automatically leads to proper invoices. The parameter values in the system are determined by complete and error-free information that's connected to the source as much as possible. With this information the necessary calculations are made to determine and charge the port fees, cargo fees, and those for services provided and leases. Information that is properly incorporated into the system will eventually reduce the amount of work that has to be done. The fact that safety instructions for a certain cargo or handling technique are automatically provided is a good example of this. Another is that a ship or cargo is released only when specific conditions are met.

Convenience when there's a little bit of time, and done!

Chain integration is easy to implement and improves the quality and timely availability of information. The system is very accessible because the small portion of registration with modern tools, for example with apps on a smartphone, can be connected quickly and easily with the source. An example of this is when a pilot, waiting for the next ship, has a little bit of time to enter the actual times. This results in important real time insights, both operational as well as financial. The system does not only provide operational information to your own organization, but also to third parties. This development enhances the willingness of external participation.

FlexPort has very extended contract structures based on all the possible maritime parameters. With Flexport you can face every complex challenge. Besides that, at Ultimate Software we use our brilliant creativity to change the system quickly if you have specific, additional needs.

Future proof with Microsoft Dynamics 365

FlexPort is an integrated system based on Microsoft Dynamics 365. We're very enthusiastic about the possibilities of Microsoft. The platform is the perfect foundation, and it helps us tremendously in making FlexPort into an excellent product.

- An open platform that gives us the possibility of making specific adjustments for you;
- You always have the latest technology;
- Important new developments:
 - A new service model that makes Microsoft Dynamics always up-to-date;
 - Performance improvements because of the use of the cloud;
 - Investments in many tools, potential embedded BI capacity for UI, out of the box mobile apps for offline use.

The success of FlexPort is not about Microsoft Dynamics 365 or FlexPort itself. No, it's all about integration. With integration into a single system, you ensure that there's a single set of facts regarding your business processes. You know that the management information is correct, and during the integration you use smart solutions to guarantee flexibility and efficiency.

FlexPort, complete control

It's important to have a complete picture of the authentic shipping process. This provides correct and fully detailed operational information at any moment and at any point in the process. Underlying processes don't have to be visible for the end user, but are important for the appropriate settlements and accountability. The several components in the systems need to be differentiated to maintain control. For presentation to the user, cases can be brought together. Ultimate Software knows the entire process and fully translates it, both technical and accounting, for your business.

Clients who come to us often have a limited operational or financial challenge. For the client these challenges seem isolated. FlexPort seems to offer solutions that are not yet relevant for the challenge at that exact moment. You can use FlexPort as a partial solution as well. You'll probably experience the added value for the other parts of the solution very soon and so you will already have the best solution available!