

FLEXSHIP FOR MICROSOFT DYNAMICS 365

AN ERP-SOLUTION DEVELOPED FOR AND BY SHIPPING COMPANIES.



As a shipping company, do you recognize this?

The operation of a shipping company is complex. It is often challenging to bring the logistical process both financially and operationally under control. As a shipping company you may experience this at a smaller or larger scale.

Do you recognize the following?

- ✓ You lack the insight to decide which cargo to prefer at a given time in order to load the ship in the most profitable manner.
- ✓ You sometimes have to contend with a backlog in the management of your manifest, from which it is not possible to properly check the correctness of the settlement with agents.
- ✓ You would like to manage costs, but you can't compute all the costs around the globe.
- ✓ If invoices have not yet been received, it will be difficult to present a realistic forecast of the financial expectations.
- ✓ For a vessel/voyage, a harbour, or a type of cargo, you wish to produce reports based on operational as well as financial transactions.
- ✓ You want to enter into vessel sharing agreements but are unable to input these properly into your systems.
- ✓ You take on abnormal freight for ship's convenience, thereby running up against your systems' limitations.
- ✓ You are unable to properly report what is earned with a specific service, voyage or transport leg.

Ultimate Software's FlexShip provides the solution for all of this. FlexShip can handle any type of cargo, and the system can be quickly adapted to new developments. FlexShip has extensive financial reporting capabilities to provide the right insights.

FlexShip is above all the system with which you:

- ✓ Pay what you owe, and not more ...
- ✓ Receive what you should receive and not less ...

We would be glad to tell you more about this.

FlexShip, controlled processes, always the right knowledge beforehand

In the end the question is: 'What will we earn with this project?' In order to keep answering that question, it is essential that what you know about all your revenues and costs are correct, complete and available in a timely manner. Only then you will be in control of your company and will be able to manage it.

It requires some discipline to maintain all of the relevant data. This is something that FlexShip can take care of for you.

Revenue control

- A booking can only be made if there is an approved agreement on rates.
- A booking is directly linked to a trip.
- When checking the manifest you will know what your revenue should be.
- Commissions to agents are only paid out after all relevant data is known.

Cost control

- Ship, call, or cargo-related costs are entered into the system.
- When receiving DAs (disbursement accounts) from local agents you will already know what costs to expect.
- You control DAs via management by exception.
- Indirect costs are attributed to cargo/travel using algorithms.
- Payments are made only after a data check within FlexShip.

Many external parties are involved in the processes. Everything revolves around data, and you wish to receive all the data correctly and on time – from agents, customs, terminals, depots, harbour service providers, and so on. As a shipping company you wish to do your own work well; work done by other parties is their own responsibility. With FlexShip we ensure that, when they're using the system, the parties who work for you will do so gladly. Agents are given access to, for instance, reporting and integration tools that are also convenient for them to use for their own purposes.

Future proof with Microsoft Dynamics 365

FlexShip is an integrated system based on Microsoft Dynamics 365. We are very enthusiastic about the capabilities of Microsoft. The platform is an ideal foundation and it helps us enormously in making FlexShip a fantastic product.

- It boasts an open platform in which we can customize the solutions for you.
- You will always have the latest techniques available.
- Important new developments:
 - A new service model that continuously keeps the ERP system up to date
 - Performance improvements through use of the cloud
 - Investment in several tools; potential embedded BI capability for the UI, out of the box mobile apps for offline use

The success of FlexShip does not reflect solely on Microsoft Dynamics 365 or FlexShip itself; it is based on integration. Being integrated into a single solution ensures that only one set of facts regarding your company processes is maintained. In this way you will know that your management information will always be correct. Integration exploits smart solutions in order to always ensure flexibility and efficiency.

FlexShip, full control across the board

In order to make the right detailed management information available at any moment and at any point in the process, it is important to have a complete picture of the entire shipping process. Underlying processes do not always have to be fully visible for the end user but they do determine the correct settlement and accountability. In order to maintain control, various system components have to be appreciated. For presentation to the user, these components can be compressed. Ultimate Software knows the whole process and can implement in your business based on best practices, in both technically and accounting terms.

Customers who come to us are often dealing with a limited operational or financial challenge: what seems to be an isolated problem to them. So, while FlexShip may seem to offer solutions that are not yet relevant for that moment's challenge, you can also use FlexShip as a partial solution, or integrate it with other existing applications. Perhaps you will also rapidly experience the added value for other sub-processes and then you will already have the solution in house!

Finally

With Microsoft Dynamics 365 we have a good foundation for the ERP solution of shipping companies. With FlexShip we have implemented a fine solution, tailored to your industry, using our knowledge of shipping companies and accounting.

We would like to and are able to tell you much more and we are eager to hear about the challenges you face! Feel free to contact us via +31 (0)88 42 42 424.



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“FlexShip follows the developments in the market.”



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