

FLEX MARITIME LOGISTICS FOR MICROSOFT DYNAMICS 365

An ERP-solution developed for and by organizations in the maritime industry



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The shipping industry has companies focussing on a specific process while others operate over a very broad playing field. Is your company versatile in offering diverse services for the shipping industry? For example, does your firm operate as a port company or agency and as a stevedore or terminal? Does your company do the shipping itself or does it also provide transportation to or from the port? Does your company additionally provide logistic services for third-party cargo?

If you offer multiple services and are looking for an integrated solution to manage the resulting processes, then the information given below might be of interest for you. Ultimate Software provides a complete ERP solution, which has already made its mark in the shipping industry. It is future-proof, based on Microsoft Dynamics 365, and both available in the cloud and on-premise.

Your challenge

The shipping industry has a large variety of activities that need to be planned and registered – activities carried out under your own management or by third parties. You may find that it is a challenge to get the logistic as well as the operational and financial processes under control. Do you recognise any of the following?

- ✓ You would like to map out operations first-hand as quickly and as in depth as possible, but you are dependent on the willingness and capability of people within your own organization and third parties to do this.
- ✓ You make contract agreements based on many different parameters, which are specific to the shipping industry and which cannot be entered in standard systems, thereby leaving you unable to perform automatic calculations.
- ✓ You find it complicated to enter the different kinds of cargo into your system because each cargo type has its own handling and storage procedures, which as a result produce specific parameters for billing purposes.
- ✓ You want to manage costs, but you can't compute all costs globally because it is difficult to consolidate information from different systems.
- ✓ It is difficult to look back and estimate the extent to which you have efficiently used your sparse human and material resources and the extent to which you have profitably sold your services.

Flex Maritime Logistics, processes under control

In the end it boils down to the question: 'What do we earn with our activities?' We ask this question whether it regards the operation of the port, ships and other means of transport, or cargo handling and other services. In order to always be capable of answering this question it is important that you know the correct costs and revenues in full and in a timely manner. Then you will be in control of your company and you will be able to manage it.

Having a complete record of your operation (which is required for proper and flexible planning of activities and for proper contract management) combined with the integration of operations and finance, automatically leads to correct invoicing. The system parameter values are established on the basis of complete and error-free information that is entered, as far as possible, at the source. The required calculations are then made based on this input.

Once information has been correctly entered into the system, less work will need to be done later. One example of this is that the safety instructions for specific cargo or a technical procedure are automatically distributed. Another example is that a ship or cargo is only released when specific conditions are met.

Versatile service

The more versatile your service, the more you will benefit from having the complete logistic process under control with a single ERP solution. Flex Maritime Logistics covers both the water and land aspects [of the operation]: registration and planning of a vessel call, loading and unloading of cargo, registration of containers as well as (break) bulk, storage, and subsequent land transport. This includes the planning and registration of people as well as material resources. And, in contrast to other ERP solutions that rely on inventories owned by you, Flex Maritime Logistics also covers processes relating to the inventories of third parties (third-party logistics).

Flex Maritime Logistics is ideally suited to every integration made with your existing systems. Based on your company priorities, you can also choose to integrate in steps.

Data entry in spare moments gets the job done fast!

Supply-chain integration can easily be made feasible and it benefits the quality and prompt availability of information. The system is very accessible owing to the fact that small, partial registrations can be performed at the source using modern means such as apps running on a smartphone, for example. This can be done, for instance, when a pilot, who is waiting for the next ship, has the opportunity to enter the real times into the system. In this way real-time financial and operational insight into the processes is created. The ease of use promotes the willingness of third parties to participate. The fact that the system provides operational information not only for your own organisation but also for other parties, also encourages external participation.

Flex Maritime Logistics has very extensive contract structures based on all possible shipping parameters. With Flex Maritime Logistics you can take on any complex challenge. At Ultimate Software we are also fortunate to have a brilliantly creative team, which allows us to quickly adapt the system to any specific additional requirements you may have.



Future-proof with Microsoft Dynamics 365

Flex Maritime Logistics is an integrated system based on Microsoft Dynamics 365. We are very enthusiastic about the possibilities offered by Microsoft. The platform is the ideal foundation and helps us enormously in making Flex Maritime Logistics a fantastic product.

- An open platform with which we can implement your specific modifications and with which you yourself can work.
- The latest techniques will always be available to you.
- Important new developments:
 - A new service model that keeps Microsoft Dynamics 365 up to date
 - Performance improvements through operation in the cloud
 - Investment in several tools, potential embedded BI capability for the UI, out of the box mobile apps for offline use

The success factor

The success of Flex Maritime Logistics is neither about Microsoft Dynamics 365 nor about Flex Maritime Logistics itself. It is about integration. With integration into a single system you ensure that there is only one, single set of facts about your company processes. You know that your management information will be correct. Thanks to integration you can benefit from smart solutions in order to always ensure flexibility and efficiency.



Flex Maritime Logistics, full spectrum control

In order to make the right detailed management information available at any time and at any point in the process, it is important to have a complete picture of the actual shipping process. Underlying processes do not always have to be fully visible to the user, but they are decisive for making correct settlements and for accountability. To maintain control, different system components must be kept separate. But, in presentations to users, elements can be combined. Ultimate Software knows the entire process and fully adapts and implements it for your business, in a technical as well as accounting sense.

Finally

With Microsoft Dynamics 365 we have a very good foundation for implementing the ERP solution for companies in the shipping industry. With our knowledge of shipping and financial processes we have created an excellent application with Flex Maritime Logistics, one that is tailored to your industry.

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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“Flex Maritime Logistics follows the developments in the market.”



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