



FORTUNE
TECHNOLOGIES

COMPANY INFO

Fortune Technologies SA was founded in 2004 to assist shipping companies (managers and owners) in implementing industry-specific business software, that optimizes business processes and leverage corporate knowledge leading to competitive advantage.

Headquartered in Athens, Greece, Fortune Technologies is a Microsoft Dynamics 365 ISV partner. Fortune Maritime, the maritime industry vertical of Microsoft Dynamics 365 Business Central is a cost-effective solution, targeting to improve your key shipping-business processes, extend the value of your software investments and accelerate business innovation for competitive advantage.

Fortune Maritime functionality, is only one aspect of the solution needed to support successful business management. Consultancy, rapidly and easily implementation services, on-time technical support, tailored training and high-quality continuous services are integral parts of our overall solution and can make the difference between the success and failure of a project.

Fortune Technologies has kept up with the latest technologies and our work and business expertise is recognized globally. As a result, Microsoft Corporation (USA) has made Fortune Maritime a worldwide case study.

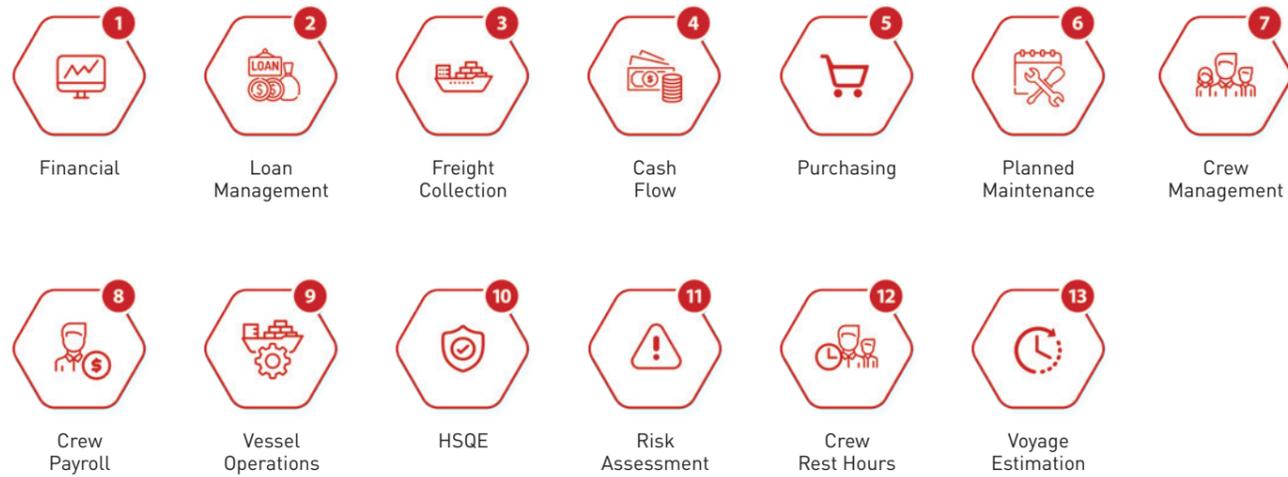
Our whole effort is strictly to Microsoft's standards from program development to hiring employees and from product enhancements to product support.

The platform is validated by Lloyd's Register, ClassNK and Emicert. It is thoroughly tested and is operating in many shipping companies, specially adapted for each company model.



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Fortune Maritime

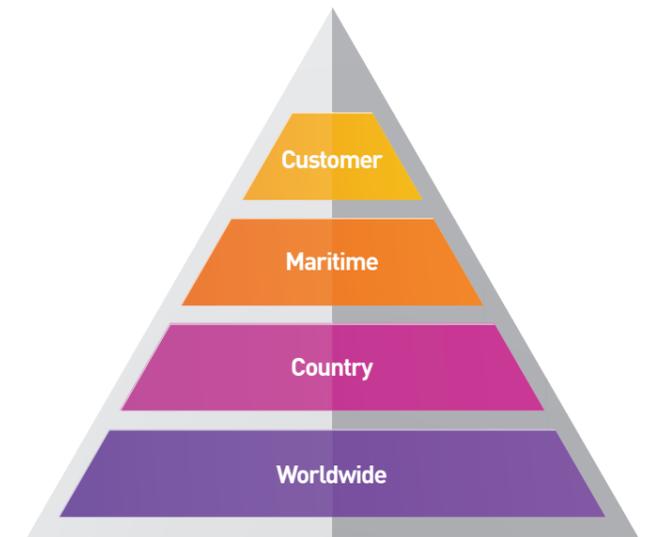


Technology

Microsoft Dynamics 365 Business Central, is a Microsoft end-to-end business solution that is modern, unified, intelligent and adaptable for all mid-market needs. Microsoft Dynamics 365 Business Central gives businesses complete control over core business processes, the insight that employees need to perform at their best and the integration with advanced technologies such as Artificial Intelligence and Machine Learning.

Microsoft Dynamics 365 Business Central comes with a highly flexible development environment. This allows Fortune Technologies, a Microsoft Business Solutions Partner focusing entirely in the Maritime Sector, to create the shipping vertical for the maritime industry. This vertical solution includes a full range of modules that cover the needs of a maritime company.

Fortune Maritime modules are developed at the next-to-top layer of an architectural pyramid where Microsoft worldwide objects form the base of the solution (layer D). Country specific objects are optionally added at another layer (C) to ensure the solution meets national legal, regulatory and business practices. The third layer is the industry specific layer. And finally, there is a top "customization" layer (A), where we can add customer specific business processes to create a unique solution tailored to each customer's demands. This approach enables customers to always be ahead, by taking advantage of Microsoft's latest technology stack together with the maritime business logic coming from a partner dedicated to the maritime industry.



Microsoft Dynamics 365 Business Central provides new possibilities for customers to realize a faster time to value. Microsoft Dynamics 365 Business Central also drives value in other ways, with new reporting enhancements, improvements to the migration tool, partner development tools, and close interoperability with Microsoft technologies.



WHY CHOOSE FORTUNE MARITIME

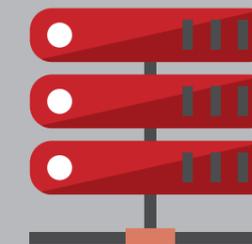
- Unique branded solution (Microsoft) for the maritime industry.
- Concrete Roadmap regarding technology, functionality, features.
- A complete maritime suite supporting all departments.
- On-premise or SaaS deployment.
- Access from anywhere. PC client, Web client, Tablet App, Mobile App.
- Powerful analytics and reporting.

POWERFUL FUNCTIONALITY

- Role-based dashboards.
- Central Roles & Permissions Management.
- Performance Management (KPIs) within the system.
- Embedded Internal Chat to facilitate communication among office users and Vessels.
- Extensive reporting capabilities. Dynamic representation of charts according to user's preferences, as well as generation of statistical information, graphs, calculations etc.
- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Easy to integrate with other systems through Webservices.



Cloud



On-Premise

Fortune Maritime can be up and running fast – whether the deployment is on-premises or in the cloud (Software as a Service – SaaS). Both models have specific advantages and disadvantages and it depends entirely on the shipping company business needs which one will be selected. Fortune Technologies can help you decide which option best suits your company's needs. The SaaS model is offered on Microsoft Azure cloud services and provides a managed solution.

Data Analytics

Microsoft Dynamics 365 Business Central collects data daily, covering potentially all departments of a maritime company. At some point, the volume and type of data is such that it is hard for a human to get the insight into the underlying information, identify problems and make decisions. This is where our business intelligence reporting comes into place: it groups and graphically analyzes data, conveying information instantly to the end user. The user in a specific department of the maritime company or a member of the management team can get up-to-date, accurate information, organized in a manner that allows interaction and drill down.

Business Central and PowerBI are fully integrated, giving the user the ability to turn pages into web services, so importing data into the analytics tool and creating reports is easier than ever. Moreover, Key Performance Indicators (KPIs) can be embedded in this kind of reporting, together with automatic notifications to specific users or groups.



Mobility



In the modern environment, shipping companies need to be capable of almost immediate acting and responding, for this reason, they need to have information and knowledge at their disposal at any time.

Fortune Maritime, based on Dynamics 365 Business Central, has been designed and developed to facilitate mobility in the use of functionality and the consumption of knowledge from organizations. This way, interaction with the management platform is always fast, agile and in real-time.

Mobility management is available to companies, as access is allowed from any place and any device (laptop, tablet or mobile). In addition, they have accessible functionality without any connection for en-route work profiles.

DRIVE MEANINGFUL BUSINESS INSIGHTS

- Information that is easy to understand at a glance.
- Reliable data coming directly from the system without human intervention.
- Accessible from anywhere and from any device.
- Fully interactive with drill down capabilities.
- Automatic generation of notifications regarding KPIs.
- Easy to use UI for report creation.

THIS APPROACH PROVIDES SIGNIFICANT BENEFITS

- Always have the information at your disposal.
- Get the information in real-time.
- Stay online.
- Achieve the productivity you need.
- Centralize in a single provider.
- Have your mobile solutions available both in the cloud and locally.
- Stay on the cutting edge of technology.



01 Fortune Financial is a financial management solution that provides a way to raise the visibility of financial metrics and increase the effectiveness of financial management throughout your maritime organization, using familiar tools and existing skills.

FORTUNE FINANCIAL IS A STATE OF THE ART INTEGRATED SOLUTION, TAILORED ACCORDING TO NYSE, IAS, GAAP AND SARBANES – OXLEY DEMANDS, OFFERING FOLLOWING FUNCTIONALITY:

- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Multi-Group, Multi-Company, Multi-Currency System with consolidation capabilities.
- Unearned Revenue and Expense Computation and Automatic Posting.
- Payment Authorization Levels and Payment Approval workflow.
- Advance Reporting (Account Schedules) and Financial Analysis.
- Account Payables, Account Receivables and Invoicing.
- Budget Management (planning and cost control).
- Automatic Inter-company Transactions.
- Scalable Authorization Levels.
- Cash Flow Analysis.
- Flexible Chart of Accounts.
- Cash Management.
- Fixed Assets.
- E-Banking.



02 Fortune Loan Management provides a fully integrated loan management functionality that helps shipping companies manage their loans effectively and efficiently. The company can keep track of all information relevant to bank loans and save valuable staff time by simplifying their tasks.

FORTUNE LOAN MANAGEMENT IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Management of simply structured loans and complex loans such as syndicated loans. Flexible definition of Repayment Schedules either automatically based on Loan Agreement clauses or manually by the end users.
- Automatic calculation of Interest Expenses, Commitments Fees and other finance costs.
- Management of payments for loan installments and support for unscheduled payments (Extra – Ordinary Payments).
- Integration with General Ledger for the preparation of loan transaction entries such as Drawdowns, Interest Expenses Amortization, Current Portion Amortization, Principal & Interest Payments.
- Embedded Internal Chat system (Enhanced Notes) to facilitate communication among office users.
- Extensive reporting capabilities. Dynamic representation of charts according to user's preferences, as well as generation of statistical information, graphs, calculations etc. on all data inserted.
- Support of loans with multiple drawdown amounts & fixed or floating interest rates.
- Loan Valuation for Loans denominated in foreign currencies on a specific date.
- Customizable screens according to user responsibilities and preferences.
- Central Roles & Permissions Management.





03 Fortune Freight Collection is a solution for the process of handling agreements and issuing sales invoices (or credit memos) to charterers. It supports both Time Charter and Voyage Charter, with standard and user-defined services and commissions. It offers full integration with the Fortune Maritime Financial.

FORTUNE FREIGHT COLLECTION IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Time Charter or Voyage Charter Party Management.
- Voyage Management and Voyage Results.
- Debtors: Charterers, Brokers, Insurance Companies, other organizations.
- Automatic calculation for off-hires, demurrages, dispatches based on Charter Party Clauses.
- Automatic calculation of brokers' commissions and generation of relevant accounting entries.
- Hire and Freight Invoices automatically generated, according to Charter Party Clauses.
- Calculation of revenue and related voyage expenses cut-off for period-end and posting the corresponding entries to General Ledger.
- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Embedded Internal Chat system (Enhanced Notes) to facilitate communication among office users.
- Extensive reporting capabilities. Dynamic representation of charts according to user's preferences, as well as generation of statistical information, graphs, calculations etc. on all data inserted.
- Customizable screens according to user responsibilities and preferences.
- Performance Management (KPIs) for process within the system.
- Hire Statement Reports.



04 Fortune Cash Flow provides all the essential tools needed to keep control of the incomings and outgoings of cash, representing the operating activities of an organization.

FORTUNE CASH FLOW IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Ability to overview the financial performance divided by fleets.
- Projection Cash Flow: analyzes receivables and payables of a given period.
- Actual Cash Flow: analyzes actual payments made during a given period.
- Embedded Internal Chat system (Enhanced Notes) to facilitate communication among office users.
- Create your own chart of cash flow forecasts and become proactive rather than reactive.
- Analyze cash flow statistics in detail with reporting capabilities that help you to determine your cash flow position.
- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Extensive reporting capabilities. Dynamic representation of charts according to user's preferences, as well as generation of statistical information, graphs, calculations etc. on all data inserted.
- Customizable screens according to user responsibilities and preferences.
- Manually enter revenues and expenses into your forecast for the period.
- Get cash flow forecasts from the general ledger, purchasing, sales.
- Performance Management (KPIs) for process within the system.
- Create a Cash Flow schedule based on each company needs.

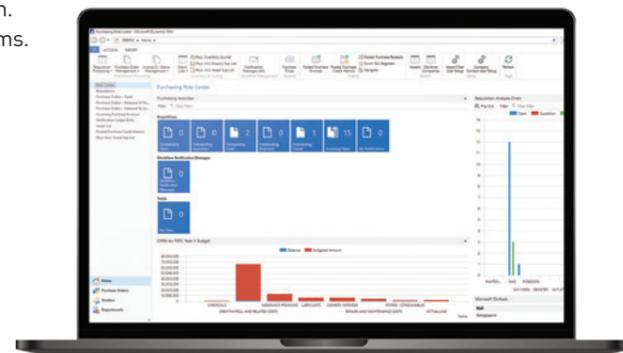




05 Fortune Purchasing is specifically designed to support the buying process of spares, supplies & services. It covers all aspects of a purchase cycle that can be deployed to your office and onboard the vessels and it is an integral part of Fortune Maritime Solution. The items for supplies & services are listed into catalogues per item category, general for all vessels, while the spare parts are structured into tree view format according to manufacturers' specifications. The spare parts are specifically linked to vessels, as the machinery and equipment are not unified.

FORTUNE PURCHASING IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Complete Requisition Processing Cycle (Requisition from Vessel – Request for Quotation – Quotation – Quotation Evaluation – Purchase Order – Delivery – Purchase Invoice) without data transcription in any intermediate phase.
- Full and easy control over requisitions, pending requisitions, critical spares requirements, requisition process, pending quotations, purchase orders, deliveries and invoices.
- Transfer Order (including items from different purchase receipts) from a location (e.g. warehouse) to another location or vessel.
- Budget Management (planning and cost control). Automatic calculation of impact on budget per purchase order.
- Complete Inventory with evaluation and view of multiple years purchasing history, analysis by vessel, total amount expenditure, analysis for specific machinery/area, etc.
- Workflow Management. Approval procedures on all stages of the Requisition Processing Cycle
- Physical Inventory reporting aboard based on enquiries created on office side application.
- Automatic unit conversion (measures & cost) during Quotation Evaluation.
- Vendors' Price Lists / Evaluations. Integrated with eProcurement platforms.
- Optimizes purchase quantity and vendor selection process.
- Merge multiple requisitions.



06 Fortune Planned Maintenance (PMS) is tailored according to ISO standards, classification society requirements and the international shipping practice. Having a type approval from Lloyds Register and ClassNK, Fortune Maritime solution covers all aspects of technical management that can be deployed to your office and onboard your vessels.

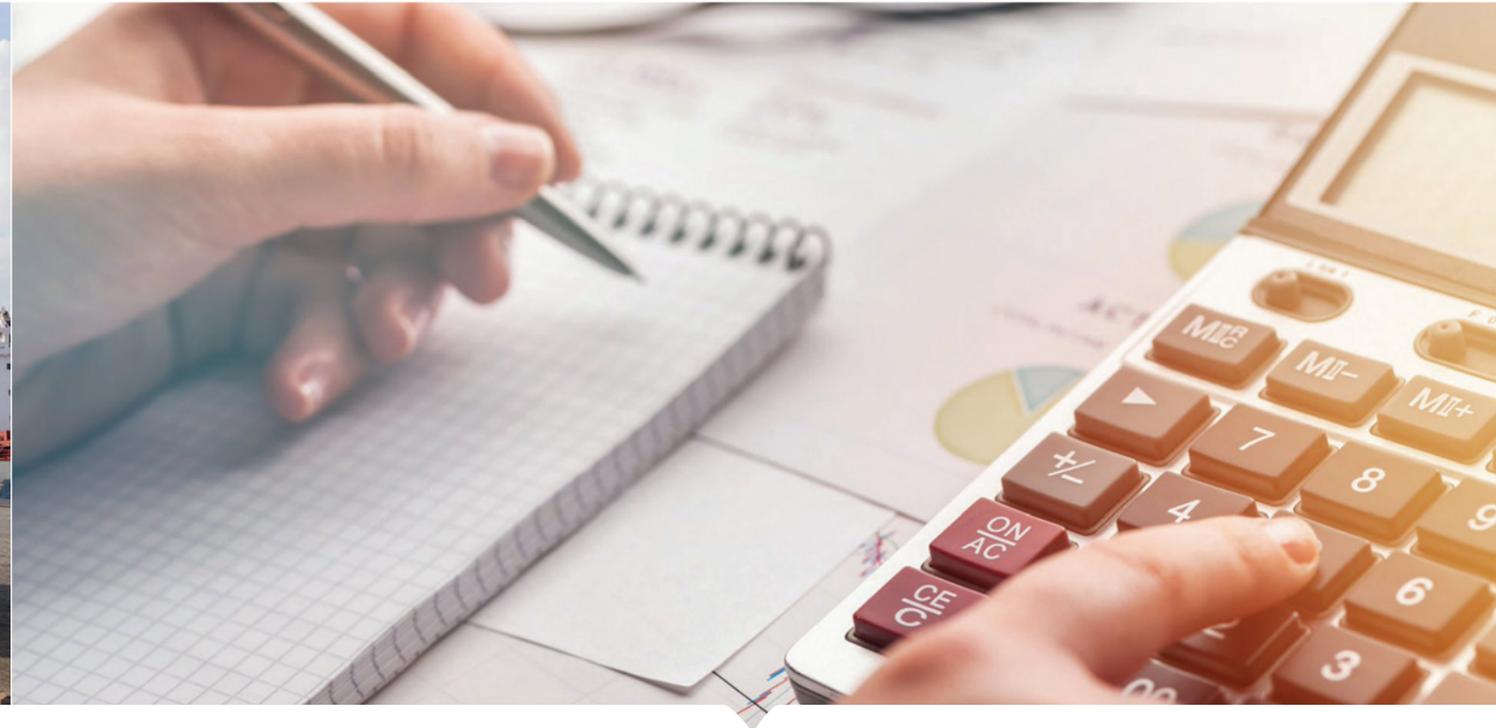
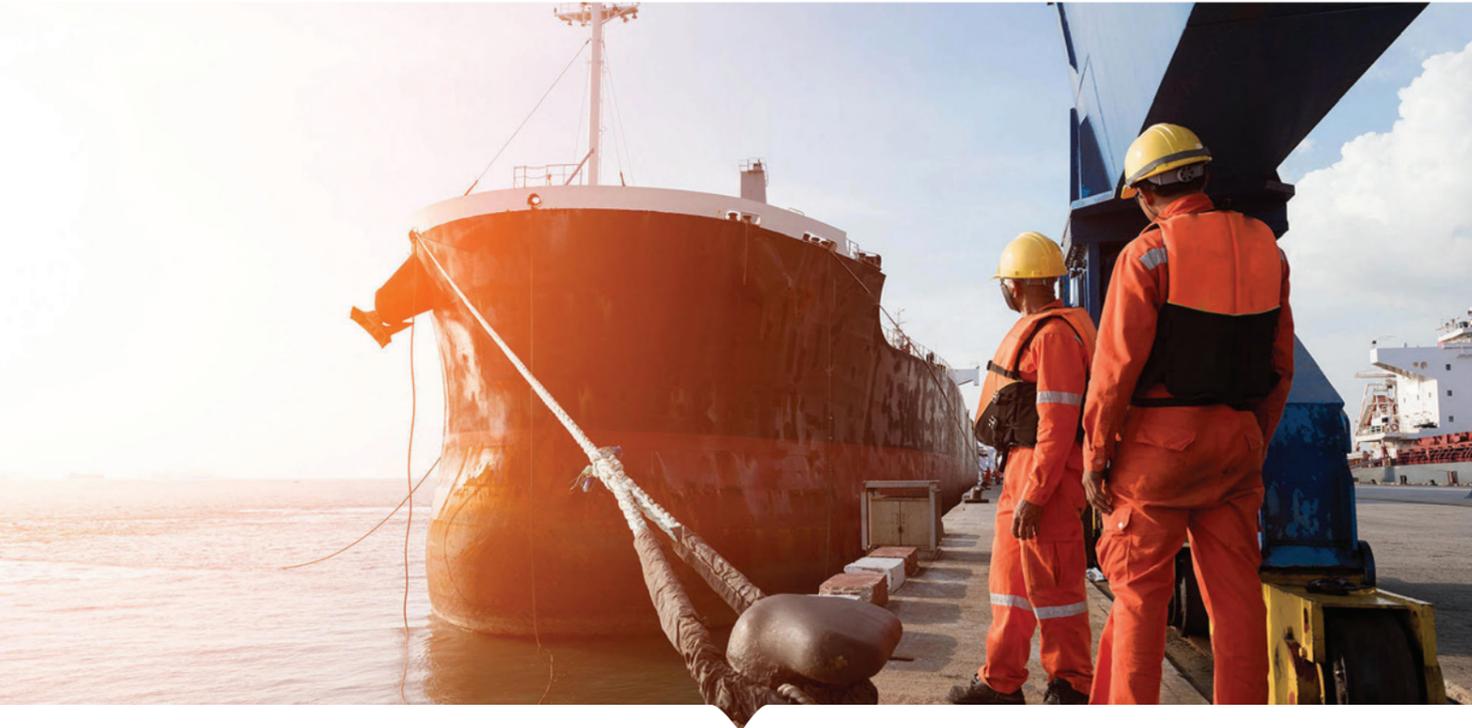
FORTUNE PLANNED MAINTENANCE IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Single screen – one click away access to all important information and functionality through the use of the "PMS USER" Role Center.
- Equipment Management.
- Work Planning and Work Reporting.
- Failures & Unscheduled Repair Reporting and Management.
- Vessel Attendance, Findings & Actions allocation to office users and/or crew responsible. Enhanced by an office approval process and actions progress tracking.
- Cases & Actions allocation to office users and/or crew responsible. Enhanced by an office approval process and actions progress tracking.
- Construct Electronic Forms according to company's needs / Electronic Forms Reporting.
- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Spare Parts Projection based on work scheduling and previous purchase orders.
- Spare Parts Stock Inventory Management.
- Spare Parts Location Management.
- Circulating (Reconditioned) Parts and Components Management.
- Certificate and Continuous Machinery Survey Management.
- Project Planning, Management and Cost control.
- Workflow Management (Business rules).
- Document Management.



Type Approved





07 Fortune Crew Management is specifically designed for managing a crew database with all relevant details. It is equipped with functions required for grouping, searching and managing complete data of sea personnel. The solution delivers a range of reports and lists for analyzing crew data and controlling crew records including crew lists, ranks, certificates, skills and experience, absence records and others.

FORTUNE CREW MANAGEMENT IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Comprehensive Crew records.
- Crew Management.
- Crew Planning and Recruitment Stage Tracking. Crew Planner helps the user perform a long-term or short-term planning. Ability to make a planned voyage to actual.
- Document Scanning & Management. Control of Seaman Documents & Certifications about to expire.
- Customized Document Checklist per vessel type & flag, notifying the user upon embarkation of a Seaman for Documents or Certificates that will be expired during the expected duration of Seafarer's contract.
- Management information filtered in groups such as: Ranks, Vessels served, manning agents, and various statistical reports.
- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Performance Appraisals. Ability to create a customized appraisal report, per Rank.
- Crew Ticketing – Integration with Financial (Accruals, Posted Invoices).
- Ability to create specific business rules e.g. for Seaman's embarkation.
- Location Movements such as: On board, leave and travel.

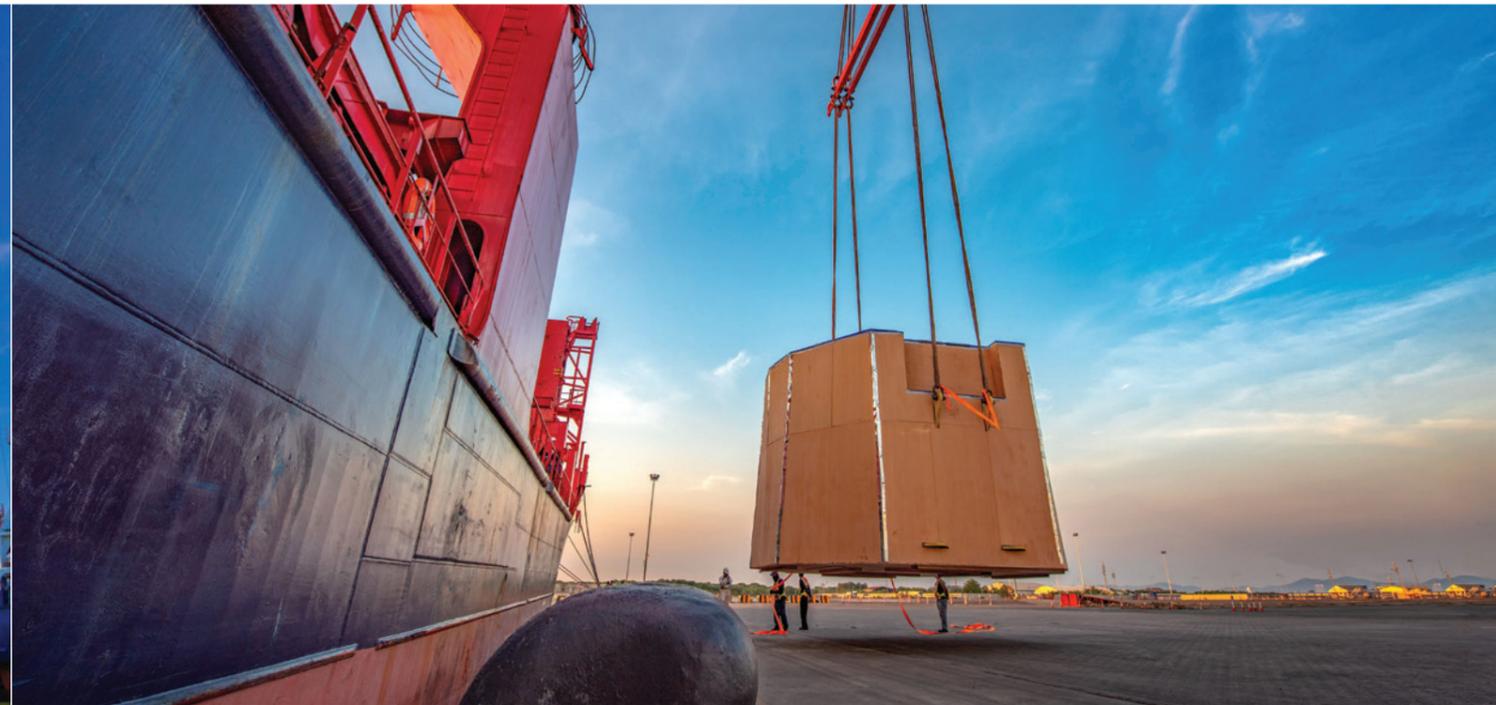


08 Fortune Crew Payroll is a multi-currency platform with a high degree of user-generated adaptability. It automatically calculates sea personnel earnings and deductions, and all federal, state, and local taxes and it is adaptable to any country. It is fully integrated with Fortune Financial and can seamlessly transfer existing Crew Payroll data into your general ledger and allows the printing of personalized pay slips.

FORTUNE CREW PAYROLL IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Generic Legislation Settings.
- Ability to create detailed Personal or Collective Seaman Agreements (contracts), according to which the monthly Seaman balance is automatically calculated (Salary Scale, T & C and Bonus).
- Management of Information filtered in groups: Payroll Analysis, Costing Analysis and several reports.
- Extended auditing facilities for parameters affecting wages calculation (Contracts modifications, etc.).
- Ability to create specific business rules for the calculation of Seaman's Payroll e.g. including date arrived home and travel dates.
- Statements reports for office & vessel sides. Follow-up on remaining quantities or amounts per package per month.
- Management of information related to transactions performed onboard (bonded, cash, cards) by crew personnel or third-parties, throughout the month.
- Special Solidarity calculation and Vessel NAT Contributions calculation for vessels under Greek flag.
- Processing of Seamen Allotments. Distribution of allotment amount to different Bank Accounts.
- Allotment Reports, indicating the amount provided per seaman & the bank accounts allocation.
- Deductions and Payments, affecting monthly Seaman balances.
- Multi-tax and Multi-currency detailed Pay slips per month.
- Integration with e-Banking.





09 Fortune Vessel Operations is designed to act as a decision support system and interactive monitoring tool that can manage charter parties and multiple vessel operations, position vessel activities in time windows and specific locations and enable thorough reporting capabilities to support business decisions.

FORTUNE VESSEL OPERATIONS IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Simple or complex multi-cargo, multi-port, multi-berth voyage tracking and management.
- Optimum bunkering ports and schedule management with complete analysis and cost differentials.
- Vessel position tracking for the whole fleet presented graphically on a map using innovative 3rdparty "port-to-port" applications for ports distance calculation and routing.
- Complete Voyage Itinerary and Reports (Arrival (EOSP), Port Log, Noon, Departure (SOSP) etc.) with all specific and average figures, managed thoroughly through an office approval process.
- Charter party over/under performance evaluation in actual financial terms, providing complete proof against claims.
- Notifications mechanism, alerting a single or a group of users ensuing from predefined conditions.
- Embedded Internal Chat system (Enhanced Notes) to facilitate communication among office users, or office users and Vessels.
- EEOI (Energy Efficiency Operational Indicator) calculation [per voyage or per time period].
- Reporting in compliance with the MRV and SEEMP Part II regulations.
- Performance monitoring both in technical and financial terms.



10 Fortune HSQE is specifically designed to control, review and improve Quality, Safety and Security thus enhancing operational supervision. Our solution provides effortless scheduling, recording and monitoring of all Inspections and Audits performed by an established authority or external and internal auditors. Incident Management functionality will help your company track, analyze, and prevent unwanted consequences and costs related to Incidents or Accidents.

FORTUNE HSQE IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Create company's documents library using the MS Office grouped into categories for easy reference.
- Full document control and versioning of documents and manuals.
- Review/Approve new documents revisions through workflow procedures.
- Extremely fast search into the documents library using keywords.
- Configuration of each vessel's Documents Library.
- Ability to construct electronic forms and checklists according to company's procedures and link documents with relative electronic forms and checklists.
- Record office & vessels' Internal & External Inspections/Audits reports.
- Perform Root Cause Analysis for every Inspection's Finding or Incident.
- Allocation of Actions to be taken to office users or crew responsible and follow-up their progress.
- Scheduling & Planning of Inspections & Audits, according to their periodicity and/or the Superintendents' availability.
- Record all Incidents/Accidents, Near Misses & Non-conformities, defining among other important information, their severity, the crew personnel involved and all real or potential consequences.
- Allocation of Actions to be taken to office users or crew responsible and follow-up their progress.
- Injuries & Illnesses recording & Loss of Working Time calculation per seafarer involved.
- Reporting of Inspections based on a Checklist / Questionnaire.





11 Fortune Risk Assessment is used to identify Hazards for any Operation conducted both onboard and ashore and assess their Risk. The process is designed to establish controls and safeguards, so as to reduce the risk of routine or non-routine operations and procedures and avoid unwanted consequences in people, the environment, assets as well as company's reputation.

FORTUNE RISK ASSESSMENT IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Creation of a Library of Operations, grouped into categories for easy reference.
- Identification of potential Hazards for each Operation & definition of Controls/Measures for every hazard.
- Reference with relevant SMS Documents, or Circulars and/or Company's Electronic Forms and Checklists.
- Ability to create a fully customizable Risk Matrix according to each company's needs, taking into account the likelihood of each hazard to occur and the impact it might have on people, environment, property etc.
- Automatic calculation of the Overall Risk & the Residual Risk of the Operation, according to measures taken.
- Review and/or approval procedure from the office personnel responsible on Risk Assessment reports sent from the vessels.
- Distinguish new hazards and controls identified onboard from library items, giving office users the ability to monitor vessels' recommendations in order to analyze them and include them in the Library in the next Risk Assessment Library re-evaluation.
- Risk Rating of each hazard, prior & after the identification of the existing controls/measures.
- Reporting of Risk Assessment from vessels prior to conducting each Operation.



12 Fortune Crew Rest Hours is used to monitor, report and maintain records for work and rest hours of crew personnel. Reported information received, are managed and reviewed by the office side. Compliance with international regulations of working hours is evaluated and specified KPIs per vessel are produced where violation on regulations exists.

FORTUNE CREW REST HOURS IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Report working hours per seafarer.
- Ability to load working hours from a list of setup watches.
- Ability to assign working hours for a seafarer, for a period specified by the user, based on a previous date.
- Validate compliance with international regulations during reporting working hours. Vessel user is notified for Non-conformities (rule violations) occurring.
- Produce KPIs in the office showing number of violations per vessel, per seafarer and per rule violation.
- Print records of seafarer's Work/Rest hours for a period of time, based on ILO model or Company specific standards.
- Produce a report on the working hours for each seafarer for a period of time (e.g. month).
- Access to the list of rule violations occurred per seafarer and working day, at office side.
- Alerting user(s) when non-conformities arrive from the vessel to office.



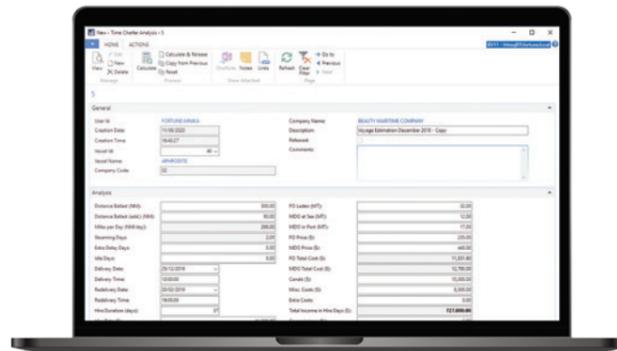


13 Fortune Voyage Estimation provides estimated calculations regarding the income and expenses of a Time and Voyage Charter. It is used to estimate the total duration, operation expenses, bunkers consumption and other important factors for your voyage.

FORTUNE VOYAGE ESTIMATION IS A STATE OF THE ART INTEGRATED SOLUTION, OFFERING FOLLOWING FUNCTIONALITY:

- Compare results when specific factors are changing in each analysis.
- Vessel specific setup for the speed and bunker consumption estimation.
- Cargo setup.
- Three types of analysis provided for the Voyage charter: Cargo Specific (Dry) Analysis, Tanker Lump Sum Analysis, Tanker World Scale Analysis.
- Itinerary analysis for the voyage charter, with exception periods setup and loading/discharging rate calculations.
- T/C Equivalent, Breakeven and Reverse Calculations for the Target Hire or Target Freight Rate calculation.

**GREAT CONTROL,
IMPROVED MARGINS,
SUPPORT YOUR GROWTH**



Services



Product Development

Development of leading edge maritime software to drive innovation and growth into the maritime industry. Development of Microsoft Dynamics 365 Business Central extensions, Client and Server Control Add-ins, cloud computing with web services. Business Central customizations or full-fledged custom applications as Business Central extensions.



Innovation

Use of innovative technologies for the development of new features, like Business Intelligence tools (PowerBI, Targit), Augmented Reality (AR), Machine Learning, AI and more.



Cloud Services

Deployment services for cloud installations, Azure SQL databases, Cloud integration and hybrid solutions.



Mobile Solutions

Microsoft Dynamics 365 Business Central mobile apps.



Business Consulting

Business processes analysis using extensive maritime experience to help shipping companies improve their performance efficiency and day to day operations.



Database building

Data entry for the Planned Maintenance (PMS) data library. Gathering information from makers manual, technical forms, surveys and more, for the entire fleet.



Project Management

Following leading project management standards to execute projects.



Data Migration and Conversion

Migrating existing data from any legacy system in a very systematic and phased manner for all modules. Also, word, excel or pdf forms can be converted to Electronic Forms offering impeccable use of data when combined with Analytics tools.



Platform Integration

Integration with other software platforms using webservice.



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