Klein Systems Group Ltd.

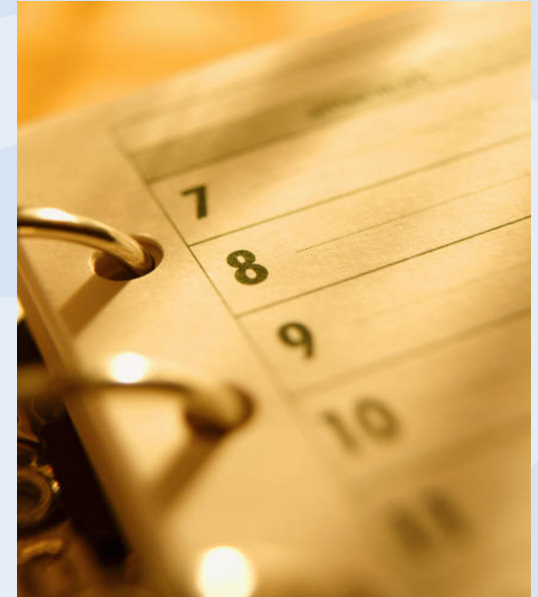# Association of Pacific Ports

APP

Essential Technology

April 11, 2012

Software Solutions to Meet the Challenging Needs of Maritime Ports and Vessel Traffic Regions

Agenda

1. About Klein Systems Group
2. Industry Challenges
3. Essential Technology
4. The KSG Difference
5. Future Growth
6. The Benefits

About Klein Systems Group

- Founded by Peter Klein in 1982

- Headquarters in Vancouver, Canada - 35 staff

- Specialists in maritime MIS and related consulting and support services

- Core Philosophy – Deliver technology based solutions that improve our customers' effectiveness, efficiency and profitability

- Core Expertise – Proven applications used in Ports & pilotages for operations and billing

Some of Our Customers

- Port of Lobito VTMIS (Angola)
- Flinders Ports Pty Ltd. (Australia)
- Fremantle Ports (Australia)
- Port Hedland (Australia)
- Queensland Transport (Australia)
- Phnom Penh Port (Cambodia)
- Port of Halifax (Canada)
- Chamber of Shipping of BC (Canada)
- Barbados (Caribbean)
- British Virgin Islands Port Authority (Caribbean)
- Cayman Islands Ports Authority (Caribbean)
- Dominica Air & Sea Port Authority (Caribbean)
- Freeport Harbour Co. (Caribbean)
- Cedi Dao VTMIS (China)
- JeBei VTMIS(China)
- Yangshan VTMIS (China)
- Gulf of Kacchh VTMIS (India)
- Oil and National Gas Company VTMIS (India)
- Dublin Port Company (Ireland)
- Zeeland Seaports (Netherlands)
- PNG Ports (Papua New Guinea)

- Ras Laffan Port VTMIS (Qatar)
- Port of Barcelona (Spain)
- Port Everglades (USA)
- Canaveral Port Authority (USA)
- Port of Corpus Christi (USA)
- Port of Freeport (USA)
- Ports of Indiana (USA)
- Port of Los Angeles (USA)
- Port of Pascagoula (USA)
- Brisbane Marine Pilots (Australia)
- Great Lakes Pilotage (Canada)
- Laurentian Pilotage (Canada)
- Pacific Pilotage (Canada)
- Trinidad Pilots (Trinidad)
- Hawaii Pilots (USA)
- Los Angeles Pilots (USA)
- Moran Towing Corporation (USA)
- San Francisco Bar Pilots (USA)
- South East Alaska Pilots (USA)
- Tampa Bay Pilots (USA)
- U.S. Coast Guard Pilots (USA)

4

Industry Challenges

- What's the Biggest Challenge today?

- How to deal with death by excel?

- Too much time tracking & re-working

- Older Legacy Systems

- If you could improve one process

Shipping Agent   **General Public**   **Service Provider**

Industry Challenges

- How long does it take to invoice customers?

- Do you worry about audit risks?

- How many Ports managed multiple databases?

- Is your current systems user friendly?

- How do you manage the control process?
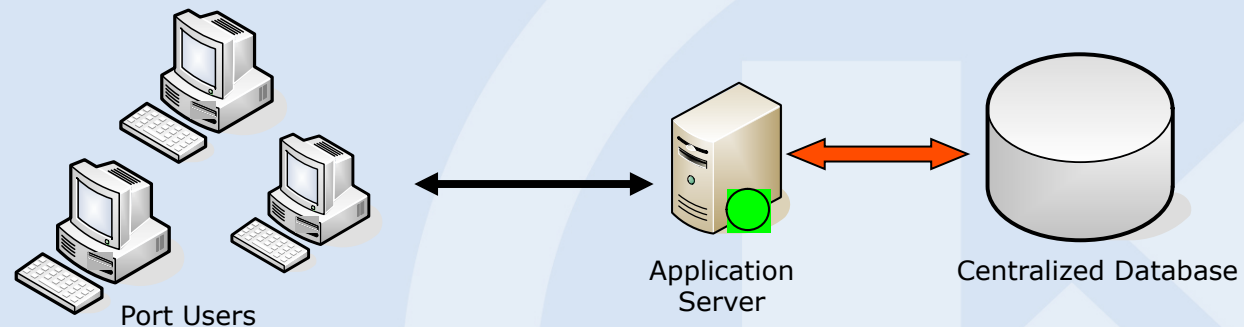
HM Operations

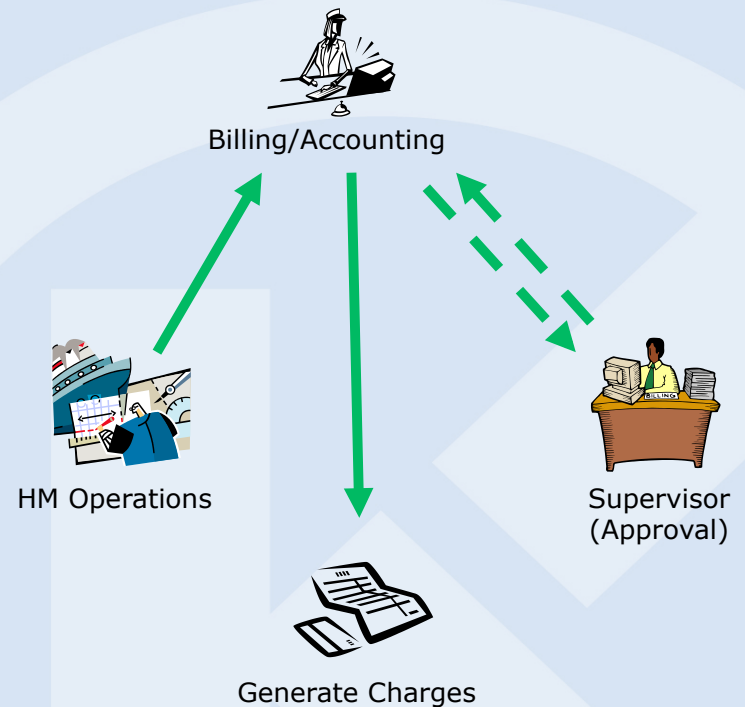**Property Manager**

Billing Staff

AR Department

Essential Technology

- Does Sharing one central database make sense?

Port Users   Application Server   Centralized Database

- How about a system that can be configured to handle automatic notification?
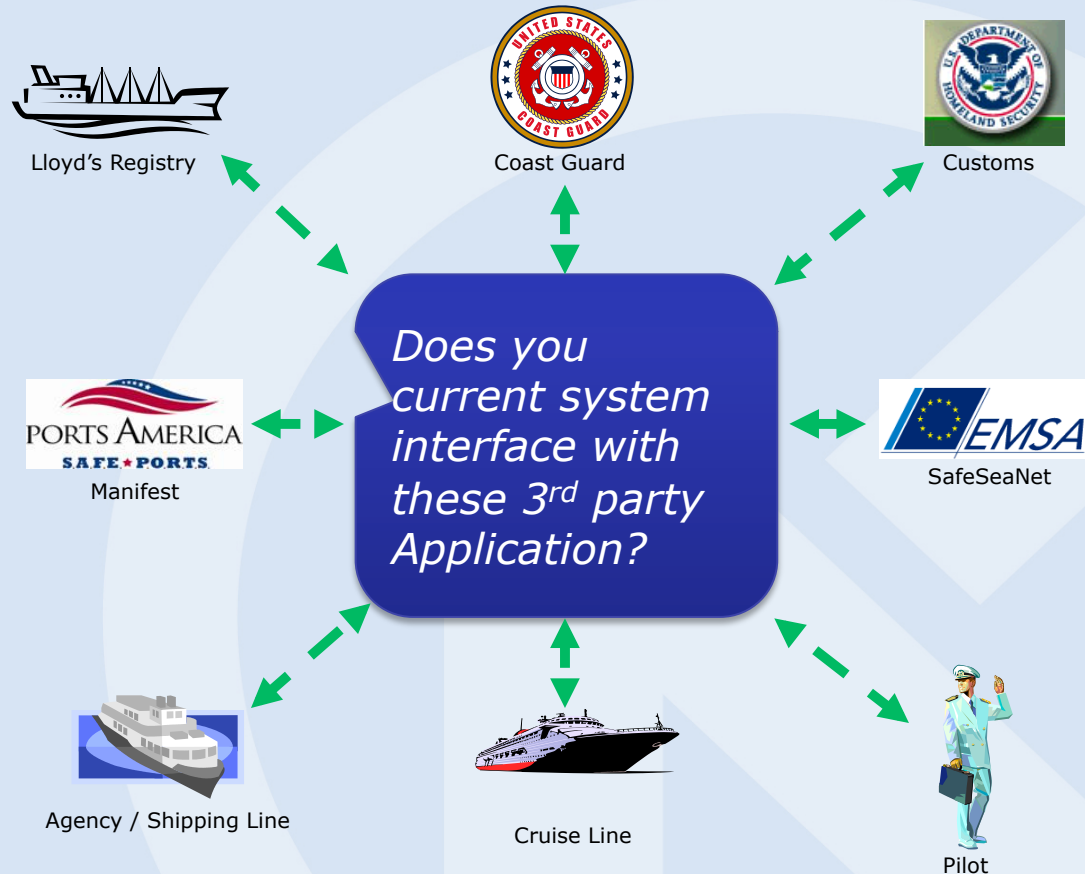
Essential Technology

- How could Integrated Reporting help?

- How do you Track internal errors?

- What do you do to control user access?

- Does your current system have workflow management?

Billing/Accounting

HM Operations

Supervisor (Approval)

Generate Charges
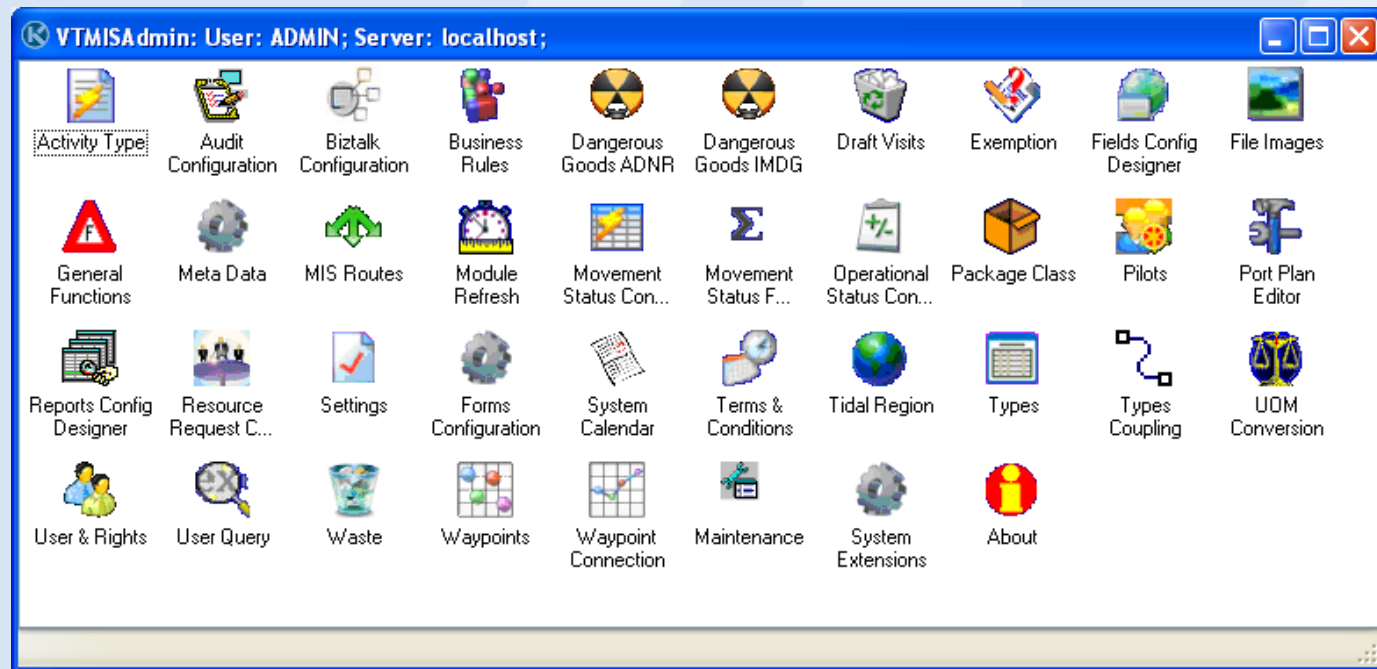
The KleinPort Difference

What Customers Really Need

- ✓ Maritime domain awareness
- ✓ Maritime communication
- ✓ Voyage booking
- ✓ Status tracking
- ✓ Conflict ID
- ✓ Berth planning
- ✓ Service planning
- ✓ Cargo manifest
- ✓ Integrated invoicing
- ✓ Reporting
- ✓ User configurable interface

Lloyd's Registry

Coast Guard

Customs

PORTS AMERICA
SAFE★PORTS
Manifest

Does you current system interface with these 3rd party Application?

EMSA
SafeSeaNet

Agency / Shipping Line

Cruise Line

Pilot

COTS vs. Custom

- If you have seen one Port you have seen one Port

- Does your Port run a custom development solution?

Future Growth

- A well defined product road map
- Access to a customer advisory group
- Vendors who have experience working with other vendors
- Product scalability to handle future growth
- Industry specific modular solution
- Someone with ample industry knowledge
- Interfaces with other systems

The Benefit

- Increased stability insuring data and information integrity
- Improved Efficiency for better Automation and control
- Centralized database for increased productivity & information access
- Scalability for future growth and better Competiveness
- Risk Reduction means less downtime and IT cost

Questions?

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