



Keith McSwain

Business Manager, Americas
Jade Software Corporation



Choosing The Right TOS

Port & Terminal Technology
Miami, Florida



| master logistics

MANY FACTORS TO CONSIDER

A TOS is a LONG term decision.

The right choice will mean the TOS is more economical to implement and be relevant to you for longer.

In The News

- We've seen BIG SHIPS, BIG PORTS, BIG TERMINALS.



jade™

jadeworld.com

But What About These Ships?



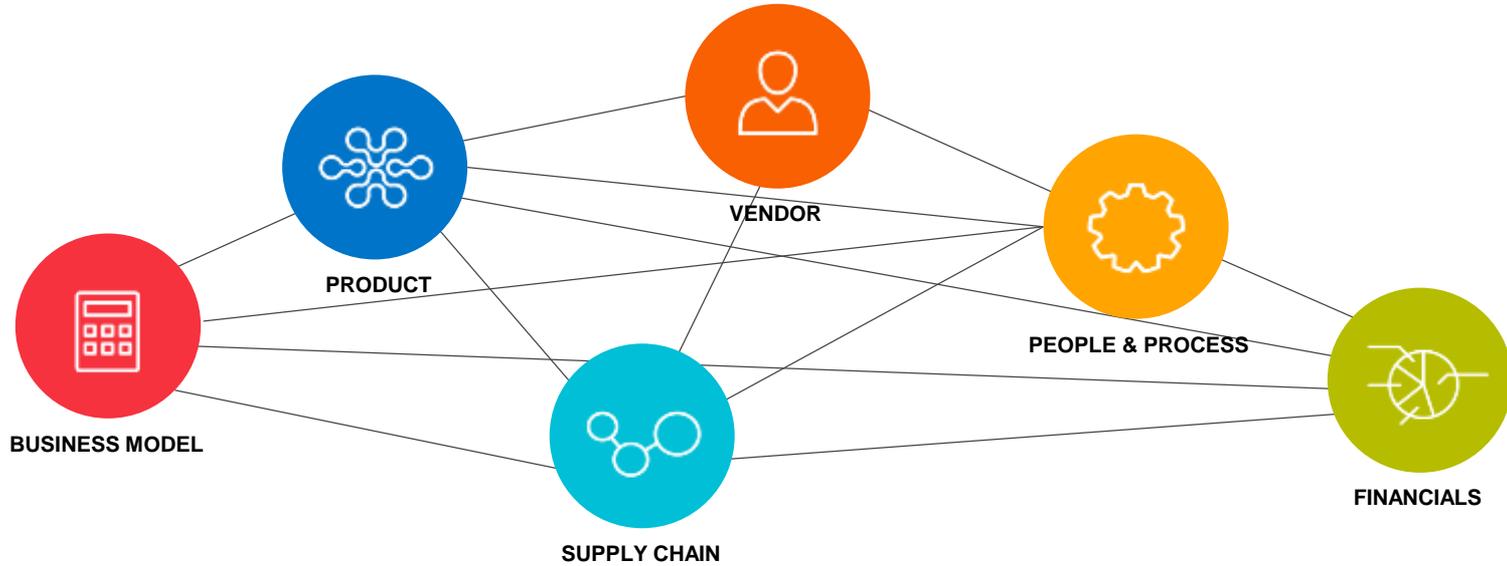
These Terminals?



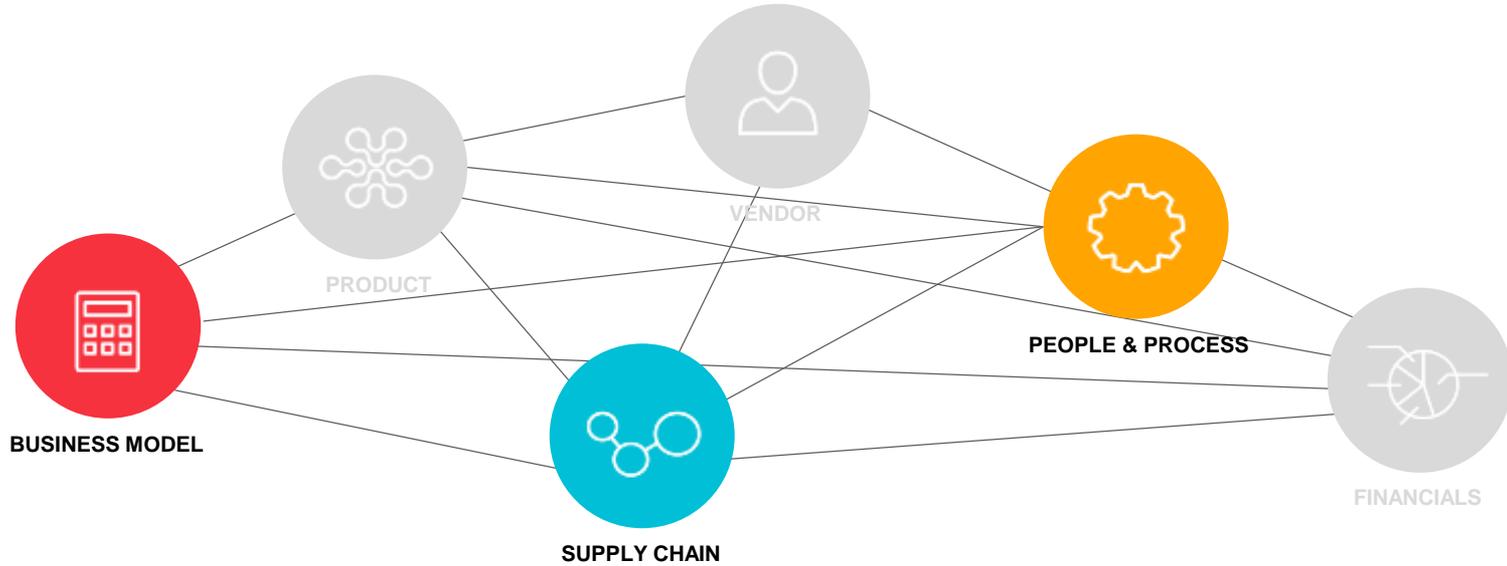
And These Cargoes?



MANY FACTORS TO CONSIDER



MANY FACTORS TO CONSIDER





BUSINESS MODEL

Product Fit

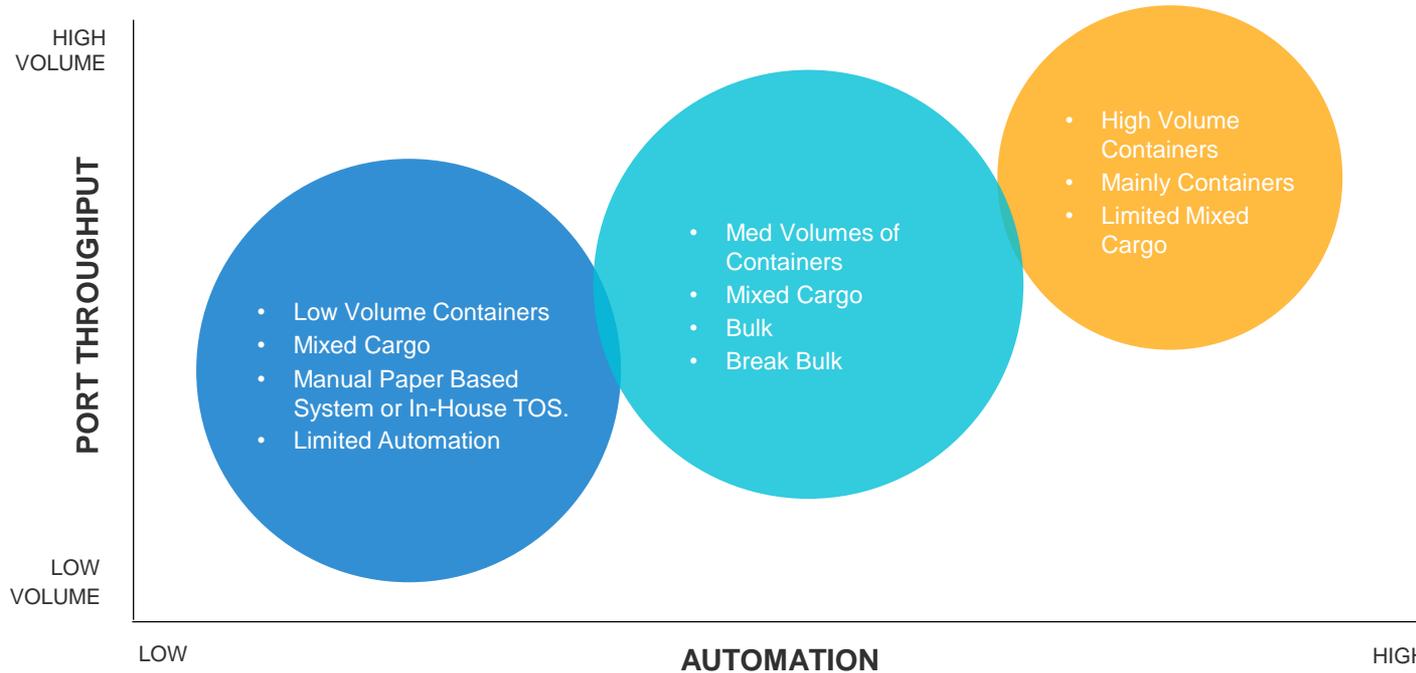
ACHIEVING TERMINAL TRANSFORMATION



Everyone wants to achieve growth through increased throughput.



HIGH LEVEL OVERVIEW



COMMUNITY AND SUPPLY CHAIN



COMMUNITY SPIRIT

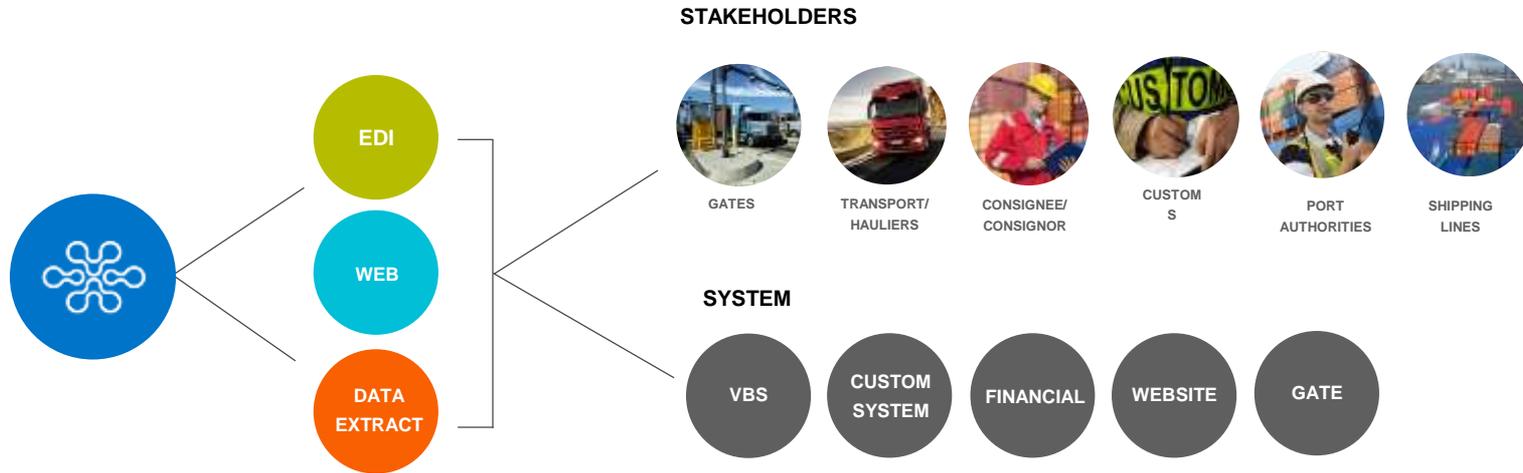


PLUG AND PLAY



Faster and more economical integration.

So that we can make data available to decision makers in whatever system or organisation in the supply chain.



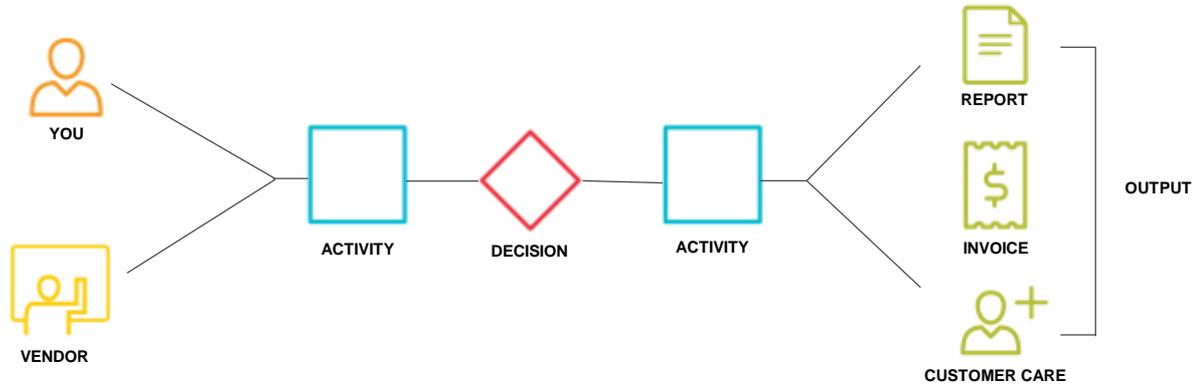


PROCESS AND PEOPLE

DETAILED PROCESS



Which TOS can adequately cater for your future processes?



PEOPLE



Change Management Plan.

PEOPLE



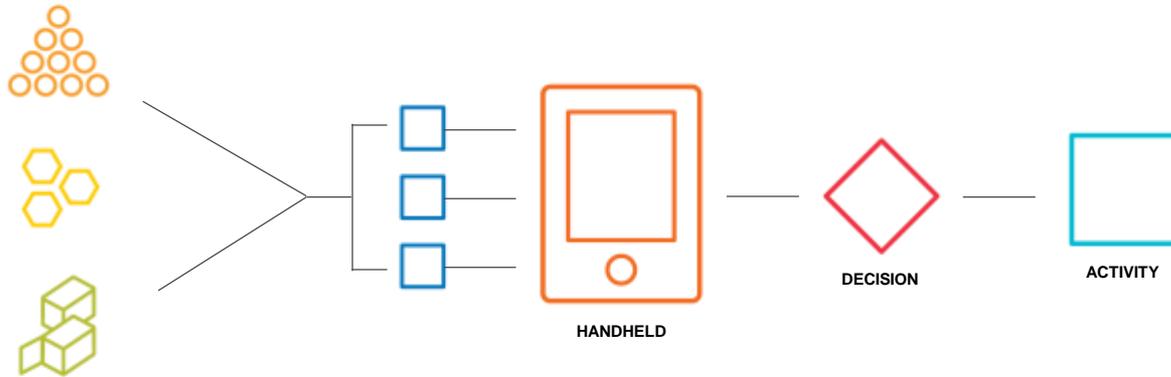
The implementation needs to focus on the people as much as the product.



TRAINING AND ADOPTION



Same form for different cargo equals faster adoption.





SUMMARY



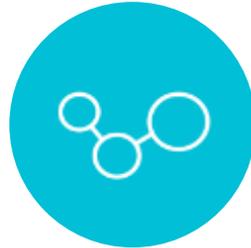
When selecting your vendor and their TOS platform do so with care.

A flexible technology supported by a committed and responsive vendor is important.

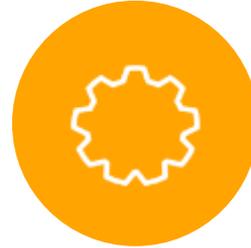
MANY FACTORS TO CONSIDER



BUSINESS MODEL



SUPPLY CHAIN



PEOPLE & PROCESS



Choosing the right TOS will:

1. Fit your business for longer.

2. Be more economic to implement.

3. Solve need rather than create a problem.

