

OPUS Bulk™

Bulk Information Solution

Success through Integrated Experiences

In recent years, many bulk shipping companies seeking new IT solutions are going through hardships such as the increase of the new commercial traffic of china, market fluctuations, shock of global economic depression, and so forth.

Nevertheless, many bulk shipping companies continue to use simple manual types of operations instead of making an IT investment. The reason for this is that many are not aware of modern types of solutions or concerned of the risk that can lead to failure. Currently, CyberLogitec has developed the OPUS Bulk™ solution with new IT-technology built towards a customer's stability and growth as well as increase their competitiveness.

CyberLogitec's OPUS Bulk™ has proven & standardized processes integrated from expertise to build a system for bulk businesses. It supports business decisions by providing simulation features for business characteristics and user-centric functions based on various experiences in the shipping industry. Additionally, offers many ways to manage business efficiently by interfacing data to other systems.

OPUS Bulk™ will proceed to increase customer's high profitability in the rapidly changing business environment through following special features.

- Proven & Standardized Process
- Minimize Errors & Repetitive Operations
- Various Performance Analysis
- Automated Broker Mail Parsing
- Working Scheduler
- System Flexibility & Scalability

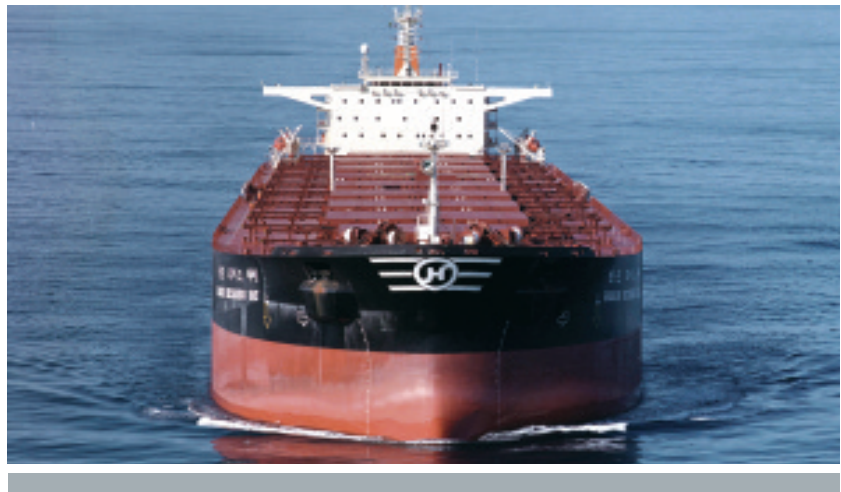


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Hanjin Shipping Affiliate



Reduce Operational Cost



» Save time in Review of Profit

(unit : Hours/day, 1 person)

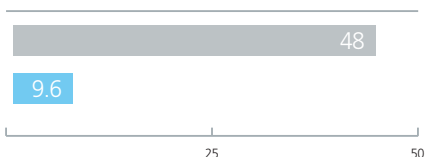


Time saving in review of profit can enhance business productivity, using similar previous data

■ Before ■ After

» Efficiency for Business Management

(unit : Hours/Month, 1 person)



Various types of analysis reported in real-time, week and month can maximize business efficiency

■ Before ■ After

| Benefits of OPUS Bulk™ |

Using a manual type of business operation results in low efficiency of business performance as well as the consistency and accuracy of data. Many shipping companies manage contract, profit investigation, and shipping performance separate from each other informations with simple manual type of operation and it leads to needless duplication of work. The absence of sharing and utilizing advanced information collected from sales activities makes business operation difficult and forces sales performance to worsen.

OPUS Bulk™ provides benefits to solve these types of problems and to increase business efficiency:

Business Automation

- Process improvement and decrease duplicate work using auto-link from the input data of profit to contract, shipping service, result and analysis
- Minimize errors, simple and repetitive operation work using auto accounting by business type

Improved management of profit

- Strengthen sales competitiveness by using features to compare and analyze it with important factors of fluctuations of profit
- Tracking for fluctuations of profit and security of transparency through step-by-step analysis in relation to the reason of fluctuating profit
- Use for next sales opportunity with prior voyage analysis result by contract
- Support business decisions by providing required performance information in real-time

Enhance shipping company's core competitiveness

- The feature of auto classification searches the system and automatically parses E-mail from brokers
- Centralized schedule management for contracts, voyages, services, and status of vessel through working scheduler
- High efficiency of additional services with enhanced flexibility of the solution



Evolve Your Business

| Business Features of OPUS Bulk™ |

01 Planning

- Sales Plan : Manage business plan by team, vessel, business and month, using our bulk solution as basic data of performance analysis.
- FFA : Do FFA work for hedging risk based on original contract and process Estimation, Request, Plan, Contract, Revaluation, and Invoice of requesting department.

02 Chartering

- Based on collected order, offer simulation function to secure vessel and cargo and P/L estimation function by cargo (DRY, Tanker) and business type (Voyage Charter, Voyage Relet, Time Charter Out). Connecting P/L data, make fixture and utilize as basic data of voyage P/L.

03 Fixture

- Based on accumulated information such as vessel and cargo, COA, support sales activities. These data utilize as important data in broker's performance, tonnage tax, FFA and risk management and it also very useful when changed person in charge or make next contract.

04 Post-Fixing

- Achieved contract, auto-create voyage No., voyage P/L and schedule based on initial P/L utilize as basic data of voyage and performance analysis. Possible to history analysis of voyage P/L by step and possible to calculate current P/L reflecting bunker R.O.B, schedule, and cause of variation.

05 Performance

- Utilizing voyage P/L data, calculate and analyze performance by week and month. Various type of performance report help to reduce simple and repetition manual work and offer reliable analysis function. Analyzed final P/L index comparing to initial can be utilizing as sales data.

06 Invoice

- According to contract, make and issue invoice of freight and hire. Through systemized data management and auto-accounting function, reduce work of bill creation which is simple and repetition work.

07 Port Expense

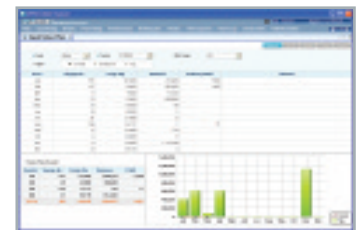
- Settle account of port expense, manage actual port expense, owner's account, charterer's account according to proforma port charge and possible to settle account work related to Hire invoice. Possible to process auto-account and direct billing (Pilotage, Pilot Boat Charge, Tugage).

08 Revenue & Expense

- Manage Revenue-Expense data, inquiring bill, tonnage management generating in lease, freight invoice, and port expense.



» OPUS Bulk™ Home



» Sales Plan

"OPUS Bulk™ of CyberLogitec for Bulk Business is an Intelligent System automating all processes of bulk shipping like planning, chartering, contract and performance management, etc. It has a shipping company's expectation whom use excel to be able to provide information for high level decisions."

📦 Solution

01 Terminal & Yard

- OPUS Terminal™
- OPUS Yard™
- OPUS Stowage™
- OPUS Docking™

02 Shipping & Logistics

- OPUS Container™
- OPUS Bulk™
- OPUS Vessel™
- OPUS Forwarding™
- OPUS 3PL™

03 General Industry

- OPUS CRM™
- OPUS ERM™
- OPUS FECO™
- OPUS EDI™
- UC Dream™

📦 Service

01 Consulting

- Information Strategic Planning
- Process Innovation
- Enterprise Architecture

02 System Integration

- Application Development
- System Implementation & Installation

03 IT Outsourcing

- Application Development
- Data Center & Network Operation
- Architecture

04 ASP Service

- EDI
- 3PL (Forwarding)
- UC (Unified Communications)

📦 R & D

- Optimization Engine Development
- Maxpider™ (Development Platform)
- Software Package Development Methodology
- CMMI Level 3 Certification

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CyberLogitec, an IT affiliate company of Hanjin Shipping, is an IT solution provider specialized in the shipping, terminal and logistics industry. Based on worldwide branch offices and extensive experience, CyberLogitec also provides consistent IT outsourcing and implementation service to our customers around the world. Furthermore, CyberLogitec's R&D center is on track with technology and continues to lead our customers to success in the digital economy.



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