



Advent Modal[®] Overview





eModal

Used by
OVER 85
port, terminal and
ocean carrier clients

Active in
EVERY
US port complex

OVER 200
container
depots
worldwide

Over 310,000 ACTIVE MONTHLY USERS

BILLIONS
in annual online
payment processing
volume

250M
monthly container
data transactions

Over **600,000**
registered intermodal
CHASSIS

Over **90%** of booked terminal
appointments, representing
nearly **45%** of North
American ISO Container
Gate Moves

OVER 43K
registered motor carriers and
670K trucks in the
eModal Drayage Truck Registry

80% OF NORTH AMERICAN MARINE CONTAINERS
processed by Advent eModal applications



Advent **eModal**

FOUNDATIONS

VISION:

Optimize the supply chain by digitizing the flow of intermodal freight and funds

MISSION:

Deliver a market-leading, stable, secure and scalable technology platform that connects stakeholders and digitizes all intermodal transactions.

OUTCOMES:

- Reliable and predictable departure and arrival of Intermodal Freight
- Frictionless electronic payments for all intermodal B2B transactions

GUIDING PRINCIPLES



GROWTH



CONTINUITY



PROFIT

BUILDING BLOCKS



PEOPLE GROWTH



TECHNOLOGY PROWESS



COMMERCIAL AWARENESS



BRAND STRENGTH

ORGANIZATIONAL TOUCHSTONES

- PEOPLE MATTER
- DO THE RIGHT THING
- BUILD TRUST IN ALL INTERACTIONS
- GROWTH-MINDED FOCUS
- OWN IT, DON'T PUNT
- BRING SOLUTIONS, NOT PROBLEMS
- MAKE THE COMPLEX SIMPLE



Advent eModal[®]

2022 PLAN & OVERVIEW



GROWTH FOCUS

- Solidify and build upon the terminal operator position of strength
- Expand FinTech and collection activities
- Expand operational toolsets outward from the terminal

ONE PLATFORM — MANY APPS



**TERMINAL
APPOINTMENTS**



**PAYMENT
PROCESSING**



**CARGO
VISIBILITY**



**BUSINESS
INTELLIGENCE**



**STAKEHOLDER
APIs**

GROWTH

What does this mean?

- Revenue growth
- People growth
- Market share growth

CONTINUITY

What does this mean?

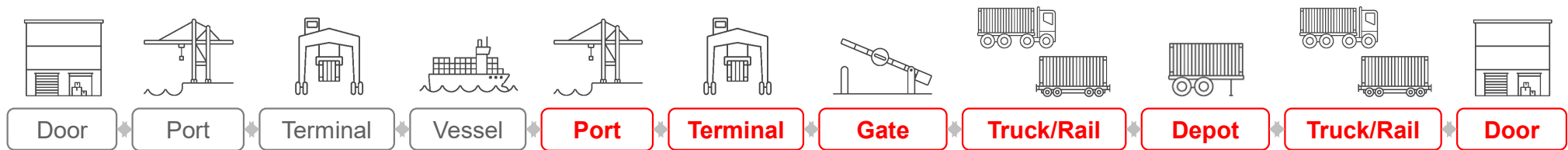
- Talent growth and retention
- Roadmap health
- Customer relationship health
- Growth-focused deliveries

PROFIT

What does this mean?

- ROI for our people
- ROI for our company
- ROI for our customers

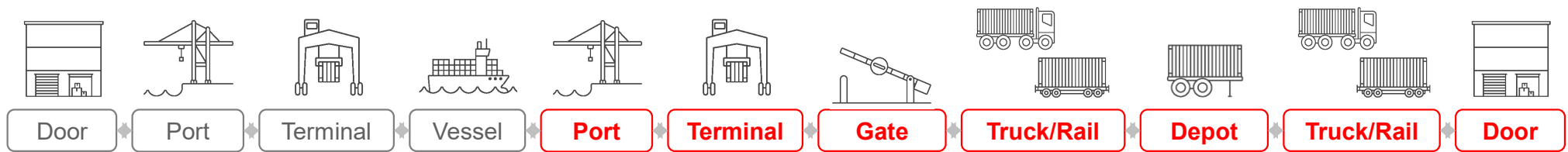
Growth priorities



1. Solidify & build upon the terminal operator position of strength
2. Expand FinTech & collection activities
3. Expand operational toolsets outward from the terminal



Growth-minded focus | Preparing for changing market conditions



1. Solidify & build upon the terminal operator position of strength

- *Pre-Gate application feature sets, Rail expansion & technical modernization*
- *Gate automation through data visibility business & intelligence toolsets*
- *Professional services for system implementations & data integrations*

2. Expand FinTech & collection activities

- *Diversify stakeholders (esp. Lines & Shippers), New fee types & payment methods, New NAM & Global geographies*
- *Envio 360 automation & OSRA / CA AB 2406 regulatory compliance*

3. Expand operational toolsets outward from the terminal

- *Envio 360 to provide operational control to shippers & logistics service providers*
- *1st movers –Payment & Appointment Automation via API forward system integrations*



Market approach



- Common SaaS platform with unlimited apps
- Standards for app development by any party across the entire intermodal supply chain
- Subscription based
- Single sign on across all apps
- Shared container watchlist across apps
- Order to cash management
- Custom branded private label options
- Mix, choose, develop your solution



eModal[®] Community Portal



Port Manager



Intermodal Manager
Rail & Depot



Cargo Visibility
BI / ML



PreGate
Appointments
PreAdvice



Fee Manager



DTR
Truck, RFID &
Chassis Registry



Equipment Manager
Chassis.com



Empty Manager
Street Turns



Terminal Services



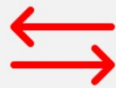
eModal[®] Marine Exchange



Envio 360
Freight
Orchestration



eModal Data Services



Dray Exchange



Dispatch Manager



Depot Manager

One Platform – Many Apps

- Executional tools
- Payment processing
- Cargo visibility
- Data enabled business intelligence
- APIs connecting stakeholder systems

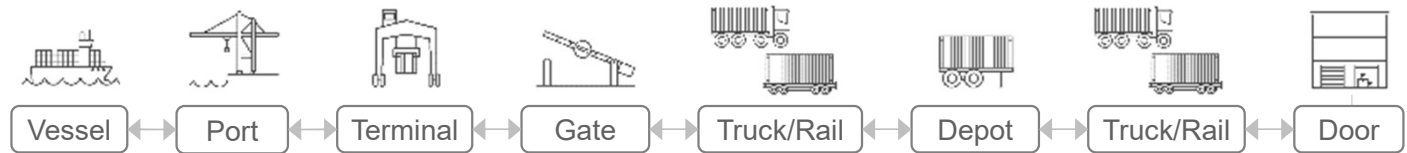


Marine Exchange
Wharfage / BLB



Advent
eModal

eModal solutions across the container lifecycle



- Truck Registry
- Cargo Visibility
- Appointments
- Fee Collections
- Terminal Services
- Equipment Manager
- Envio 360
- Dray Exchange
- Dispatch Manager
- Depot Manager

eModal

API enabled Port & Terminal Stakeholder Connectivity & Optimization

ENVIO 360

Intermodal Traffic Control for Landside Visibility, Execution, Billing & Collections

Drayage Truck Registry, RFID & Compliance Programs

Container Watchlist : Import Availability, Export Booking Management & Associated BI / ML tools

Timed Appointments | Pre-Advice Notifications to speed gate operations

Online Fee Collections (Port, Terminal, Drayage, Chassis Rental) | Order to Cash

Free Flow | Empty Returns | Vessel Schedules | Chassis/Trucker Check

Chassis.com Provisioning | Pool Management | M&R Management

Freight orchestration and automation services for BCO & 3PLS

Establishing an Exchange of Intermodal Services Between Trading Partners & Providers

Dray Relay (Depot /Rail / Crosstown) | Flexible Truck Dispatch & Driver Assignment

Automated Depot Management | Gate, Yard, M&R

Platform features: eModal Data Services (eDS) API | Mobile Capable | PortCheck (white label) | Billing & Collections



North American eModal Port Deployment	eModal Community Portal (eCP or Port Manager)	PreGate Pre-Advice & Appointments	Fee Manager	DTR Drayage Truck Registry / TruckerCheck	eModal Data Services (EDS)
Los Angeles	X	X	X	X	X
Long Beach	X	X	X	X	X
Oakland	X	X	X	X	X
NWSA – Seattle	X	X	X	X	X
NWSA – Tacoma	X	X	X	X	X
Massport – Boston	X				X
NY-NJ	PortTruckPass	X	X	X	X
Philadelphia	X		X	X	X
Baltimore			X	X	X
Virginia	ProPass	X	X	X	X
Georgia			X		
North Carolina			X		
South Carolina	GO!Port	X	X	X	X
Alabama			X		
New Orleans			X		
Houston			X		
Jacksonville	X	X	X		X
Miami	X		X	X	X
Ft. Lauderdale	X	X	X		X
Halifax			X		
Vancouver			X		

Market activity beyond North America: Hawaii, Puerto Rico, Panama, Chile, United Kingdom & Australia



eModal Fee Collection Terminals

US East Coast	Terminal	US West Coast	Terminal	US Gulf Coast	Terminal
Port of NYNJ	GCT Bayonne	Port of LA & LGB	WBCT	Port of New Orleans	New Orleans Terminal
	GCT New York		Trapac		Ports America
	APMT - Port Elizabeth		YTI	Alabama State Docks	APMT - Mobile
	Philadelphia Port		ITS		Port of Houston
Greenwich Terminal	LBCT				
Maryland Ports	Port of Baltimore		Everport		
Port of Virginia	NIT		SSA - Pier		
	VIG		SSA - PCT		
North Carolina Ports	Wilmington		SSA - Pier C		
South Carolina Ports	Wando Welch		TTI		
	Hugh Leatherman	PierPASS			
	North Charleston	Shippers Transport			
Georgia Ports	Garden City	APMT - Pier 400			
	Ocean Terminal	OICT			
JaxPort	Trapac	Port of Oakland	Trapac		
Port Everglades	Crowley		Everport		
	FIT		SSA - Matson		
Port of Miami	PET		Shippers Transport		
	APMT - SFCT	WUT			
	Port Miami	Husky Terminal			
		SeaTac / NWSA	Everport		
			SSA - T18		

Canada West Coast	Terminal
Port Metro Vancouver	GCT - Deltaport
	GCT - Vanterm
	DPW - Fraser Surrey
	DPW - Centerm

Canada East Coast	Terminal
Port of Halifax	PSA Halifax
	Ceres Halifax



Problems we solve...

Visibility

- Real time access to on-terminal cargo status
- Ongoing status events throughout the intermodal container lifecycle
- Open, common platform & data sharing clearing-house
- API access to executional data feeding legacy TMS systems
- Digitization & access to pertinent load documentation

Execution

- Terminal & depot pre-advice/appointments to speed cargo and gate flow
- Landside Ops management (drayage & depot automation, final mile confirmations)
- Fee management, processing & collections (order to cash)
- Driver, truck, chassis & RFID registration & program management
- Chassis pool management & IEP FMCSA regulatory compliance
- Maintenance & repair – Equipment, vendor management, order to cash execution

Optimization

- Appointment system configuration to service trucks based on yard block, stack & move type capacity
- Advanced in-gate truck mission information flows to automate terminal & dispatch activities
- Automated advanced truck appointment setting for dispatch efficiency
- Coordination of terminal, drayage dispatch, depot, 3PL & BCO info sharing
- Automated BCO freight orchestration, including order to cash processing and terminal appointments





ENVIO 360® INTERMODAL FREIGHT ORCHESTRATION

ENVIO 360 PROCESS AUTOMATION APIS THAT PUT BCOs AND LSPs IN CONTROL.

ENVIO 360 PROCESS	BCO/LSP	ENVIO 360	ENVIO 360	BCO/LSP
	ADVISE	APPOINT	SETTLE	ASSIGN
	Submit container number, port of discharge, scheduling preferences to Envio 360	Automatic Shipper booked terminal appointments that provide operational control	Automatic settlement of any Terminal or Line fees due for immediate container release	Tender fully appointed, fee released containers to Envio provider or marketplace of choice. Envio Carrier accepts knowing schedule and capacity.

YOU GAIN

- DIRECT CONTROL OVER SCHEDULING
- FLEXIBILITY TO QUICKLY EXPAND THE ENVIO PROVIDER POOL
- ENVIO CARRIER ACCEPTS YOUR PICKUP AND DELIVERY WINDOWS

YOU ELIMINATE

- UNCERTAINTY OVER CARRIER VS TERMINAL CAPACITY CONSTRAINTS
- UNCERTAINTY WHETHER FEES ARE MINIMIZED AND ACCURATE
- INCONSISTENT PROCESSES AND RECONCILIATION ACROSS TERMINALS AND ENVIO PROVIDERS

SYSTEM ATTRIBUTES

TRANSPARENCY

SIMPLICITY

RELIABILITY



ENVIO 360 INTERMODAL FREIGHT ORCHESTRATION



- API**
- API's for notification submission and status retrieval
 - Proactive push message notifications for appointments issued
 - Integrate with existing TMS / planning systems

SYSTEM CAPABILITIES / SCOPE PROGRESSION

	PHASE I	PHASE II	PHASE III
WHAT	<ul style="list-style-type: none"> · Loaded containers · Auto schedule and pay · Predesignated house carrier 	<ul style="list-style-type: none"> · Loaded containers · Auto schedule and pay · Dynamic carrier assignment 	<ul style="list-style-type: none"> · Loaded and empty · Auto schedule and pay · Dynamic carrier assign with dual transactions



ENVIO 360

Improves logistics outcomes for shippers by addressing their greatest point of failure, the delivery from terminal to distribution center / customer.

ENVIO 360

Part of the Advent family of industry leading intermodal scheduling and payment solutions, managing billions in annual payments and over 250 million monthly cargo transactions.

ENVIO 360

API forward automation to take immediate control of your intermodal logistics.

Envio 360 Drayage Optimization

Envio 360 automates and optimizes drayage execution planning, identifying the most efficient allocation of dispatches given available equipment, drivers, and appointments. It is intermodal-aware out of the box, so it optimizes plans meeting the unique requirements of drayage, including: intermodal deadlines (such as terminal & customer appointments, last free dates, and cutoffs), equipment compatibilities, chassis reuse and container reload opportunities, and driver capabilities & preferences. It can re-optimize as conditions change to enable the best moves to be offered to each driver, whether in a fleet dispatch, dedicated service, marketplace, or off-terminal staging models.

Stakeholders Benefits:

BCO and LSP

- Extend the Envio 360 Orchestration benefits to produce automated, optimized load tender offerings based on work and resources available
- Allocate moves to drayage providers with understanding of true capacity lowest execution risk
- Replan / re-allocate before delays adversely impact critical deadlines

Dray Fleet

- Achieve higher operating efficiency and ability for staff to focus on problem resolution and customer service rather than routine planning

Terminal

- Fewer missed appointments, higher proportion of dual transactions

Driver / Contractor

- More turns, higher productivity, higher revenue per day



amazon

THE PORT AUTHORITY OF NY & NJ

THE PORT OF VIRGINIA

Port of LONG BEACH THE PORT OF CHOICE

PORT OF OAKLAND

PORT OF BALTIMORE 1706 Helen Delich Bentley

CMA CGM

MSC

THE NORTHWEST SEAPORT ALLIANCE

SOUTH CAROLINA PORTS

PORT MIAMI

PIERPASS

NSWPorts

MAERSK

SEALAND A MAERSK COMPANY

SSAMarine A Carrix Enterprise

Lifting Global Trade. APM TERMINALS

Long Beach Container Terminal

ITS

EVERPORT

HAMBURG SÜD

HMM

TraPac

GLOBAL CONTAINER TERMINALS USA BAYONNE

MAHER TERMINALS

PNCT

RED HOOK TERMINALS

YANG MING

DAMO

Husky

WUT Washington United Terminals

YOUNG BROTHERS

fit florida international terminal, LLC

PORT EVERGLADES TERMINAL, LLC

Hapag-Lloyd

HOLT LOGISTICS

Expeditors

Yusen Logistics

OCEMA

IMC IMC Companies

UNION PACIFIC

GENESSEE WYOMING G&W UK/Europe Region

EVERGREEN

CROWLEY People Who Know

AS ONE, WE CAN. ONE OCEAN NETWORK EXPRESS

CCM



Advent eModal

About Advent eModal



- Established 1995, 200+ full-time employees
- Steady build from a custom software development partner to a global intermodal SaaS solution provider
- 2008 development of Chassis.com, equipment management and M&R apps
- 2012 merger with eModal, North America's largest intermodal port community portal
- Enterprise SaaS platform as primary focus
- Professional services / custom solutions division remains aggressively active





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Visit:
AdventeModal.com

info@AdventIntermodal.com



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