



# TSB Comprehensive solutions for today ports

## TOTAL SOFT BANK

May 7<sup>th</sup> , 2015

# COMPANY PROFILE

Since 1988, **Total Soft Bank Ltd. (TSB)** has devoted to develop the ideal solutions for port and maritime industry, focusing on solutions for shipping, terminal, port community and simulator.

## Office

- *Head Office in Busan, Korea*
- *Global Networks throughout the world*
  - \* *Regional Offices in U.S., France, Egypt, Hong Kong, Shanghai, and Vietnam*
  - \* *Sales Agencies in Taiwan and Spain*

## Human Resources

- *Over 150 employees*
- *70% of total employees in R&D*

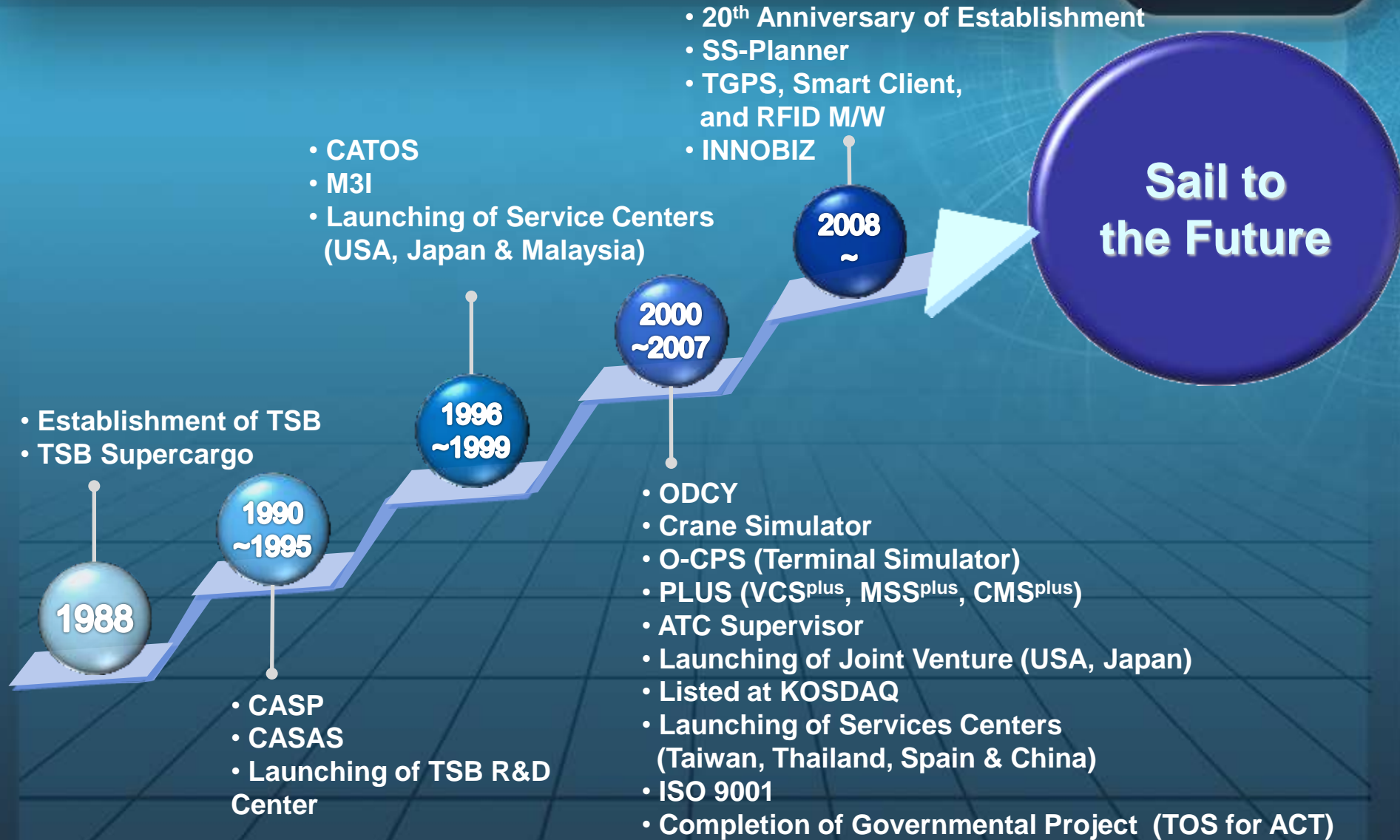
## Qualification

- *KOSDAQ listed*
- *ISO 9001 and INNOBIZ certified*

\* KOSDAQ: Korean Securities Dealers Automated Quotations

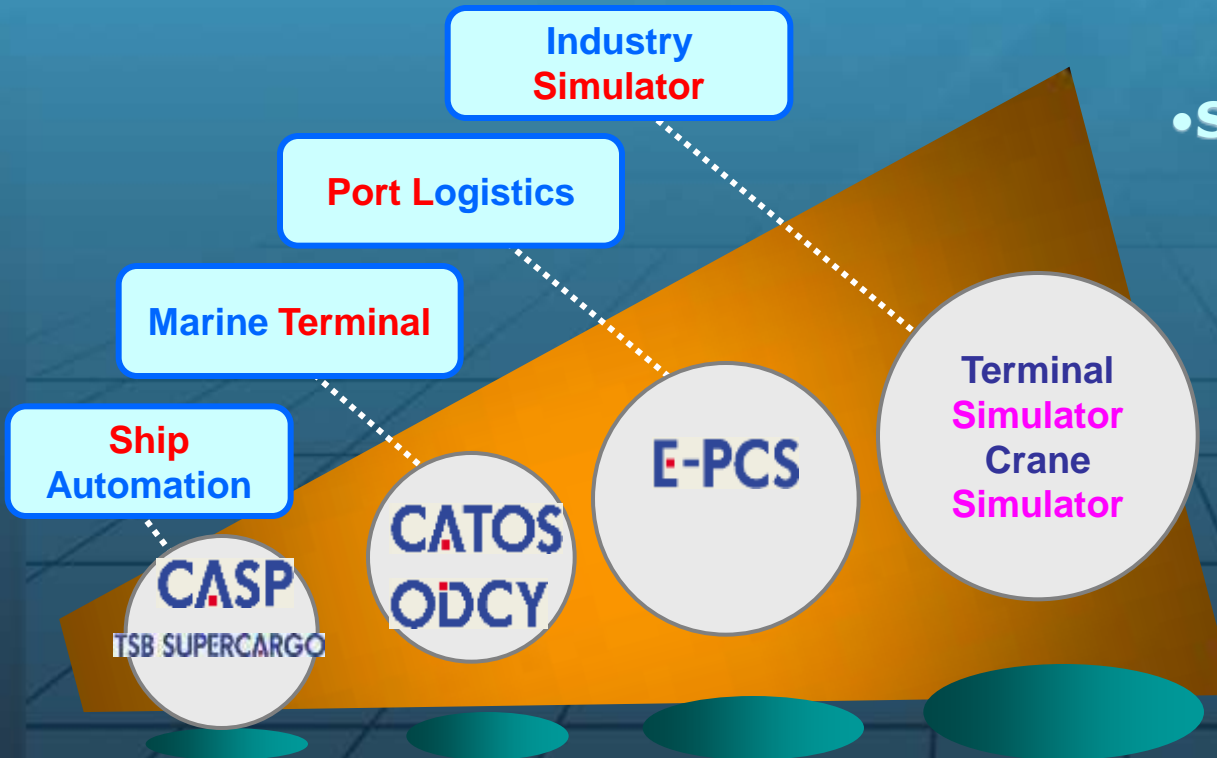
# TIMELINE

TOTAL SOFT BANK LTD.



## Vertically integrated Total Solution in maritime & Port logistics

- SYNERGY CREATION
- SEAMLESS INTEGRATION
- PERFECT DATA COMPATIBILITY



## Vertically Integrated Total Solution in Maritime & Port Logistics



### Shipping

Ship Operation  
& Management System



### Marine Terminal

Maritime Terminal  
Operating System



### Port Community

Port Community  
System



### Simulator

Simulation  
System

# PRODUCT LINE-SHIPPING

TOTAL SOFT BANK LTD.



## Shipping

TSB's proven shipping products present the global standard in the industry.

### **TSB Supercargo**

Is an industrial standard onboard loading computer which provides reliable calculation and stowage control to ensure safe and economical navigation.

### **CASP** Computer Automated Stowage Planning

is the most popular stowage planning system adopted by major container lines representing approximately seventy percent of market share as an industrial standard.

### **CASAS** Computer Aided Ship Administration System

is an integrated vessel operation management tool that provides voyage plan and status as well as analyzes fleet performance.

### **M3I** Integrated Materials and Maintenance Management System

is a comprehensive material and maintenance system for off-shore office and vessels.

# PRODUCT LINE-SHIPPING

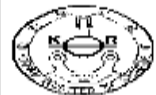
## TSB Supercargo

### Onboard Loading Computer

The world standard onboard loading computer to achieve best seaworthiness and optimized stowage control

- Stability & Strength Calculation & Simulation
- EDI / Report Generation
- User-friendly GUI

### Approved by Major Classification Societies



**KR** (Korea)



**ABS** (USA)



**BV** (France)



**GL** (Germany)



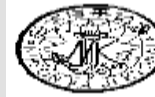
**CCS** (China)



**DNV** (Norway)



**LR** (UK)



**NK** (Japan)

Best  
Practices  
of  
Shipping

### [Features & Benefits]

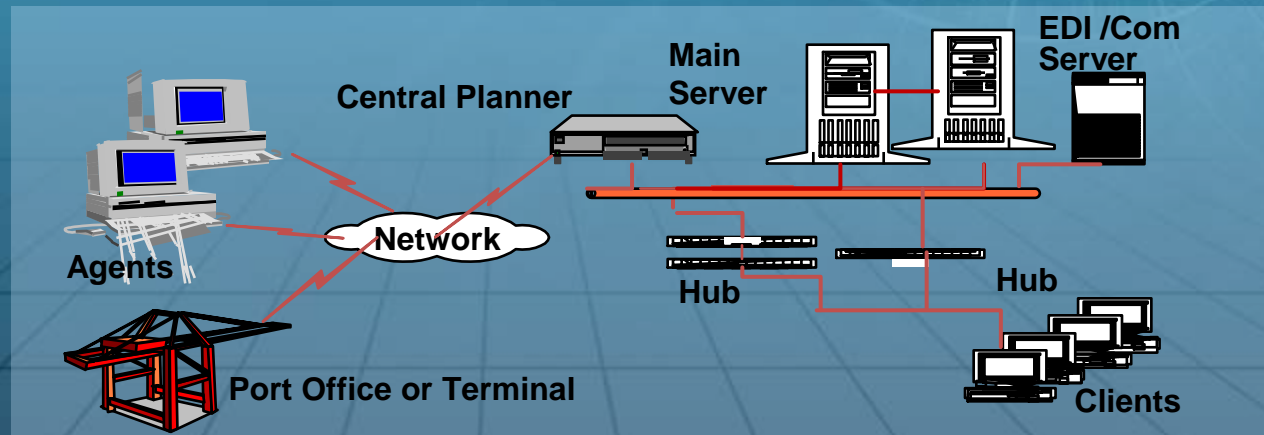
- Accurate calculation and easy-checking for the best seaworthiness
- Optimal and efficient stowage control
- Easy and useful vessel condition monitoring
- Comprehensive data handling and report creation
- Flawless integration with CASP and CATOS

## CASP

### Computer Automated Stowage Planning

is a leading vessel management solution ranked No.1 in the world market.

- Ship Stability & Strength Simulation
- Various EDI and Interface Solutions
- Comprehensive Handling of Dangerous/Special Cargo
- Export Stowage Plan as Excel, PDF, CASP Report File



Best  
Practices  
of  
Shipping

### [Features & Benefits]

- Optimized stowage planning & powerful GUI
- User oriented defining system and effective control system
- Useful utilities and comprehensive reporting tool
- Seamless data compatibility and integrated synergy with TSB family products



# PRODUCT LINE-MARINE TERMINAL

TOTAL SOFT BANK LTD.



## Marine Terminal

TSB supplies mission-critical maritime terminal solutions that provide business success and the best practices.

### **CATOS** Computer Automated Terminal Operating system

is a fully integrated TOS with customization and process optimization, now serving over 70 container terminals in the world.

### **ATC Supervisor**

is an innovated system interface for automated equipments with built-in intelligence and automatic management designed for the trend of automated terminals.

### **ODCY** Off Dock Container Yard

is an easy-to-use system designed for Off Dock container terminal uses.

### **MOST** Multi-purpose Operating System for Terminals

is a web-based system to modernize and optimize the productivity and management efficiency of multi-purpose terminals.

# PRODUCT LINE-MARINE TERMINAL

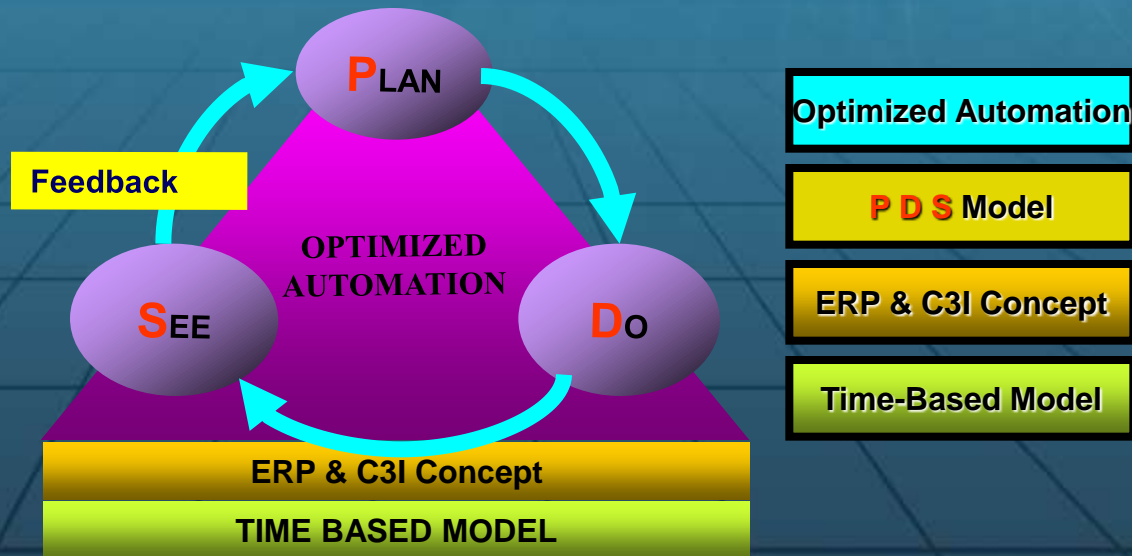
## CATOS

Optimized Container Terminal management system for best efficiency.

- Powerful Planning & Intelligent Control System
- Real-time Operation Control
- Algorithm for Maximum Utilization of Terminal Resources



Best Practices  
of  
Marine Terminal

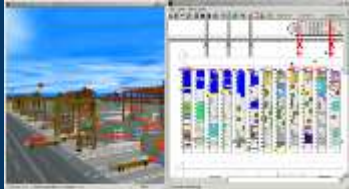


# PRODUCT LINE-MARINE TERMINAL

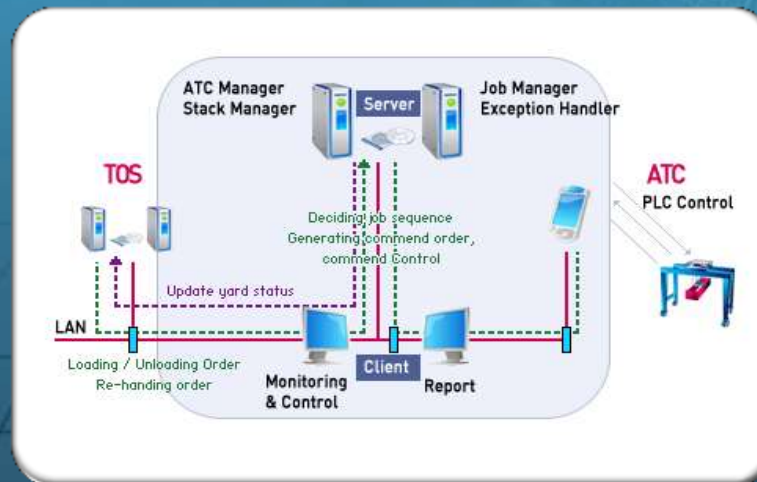
## ATC Supervisor

### Intelligent Equipment Control & Job Monitoring System

is the very system not only controlling automated equipments but also integrating with the existing terminal operating system.



### System Configuration



## Best Practices of Marine Terminal

### [Features]

- ATC Supervisor Server (ASS) + ATC Supervisor Client (ASC)
- Implemented in KBCT (Korea Express Busan Container Terminal) for 24hrs operation with unmanned yard equipments

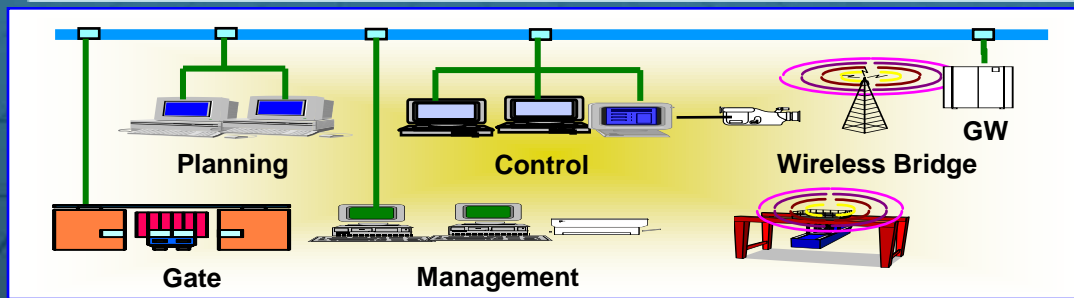
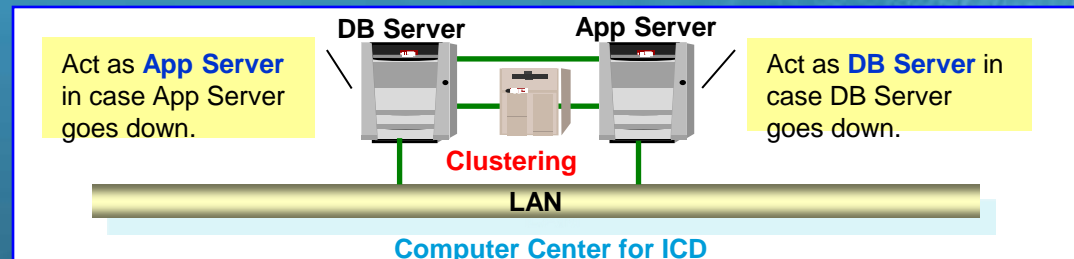
# PRODUCT LINE-MARINE TERMINAL

## ODCY

### Off Dock Container Yard

is the most strategic and essential solution to speed up the work process and thus improve productivity in off dock container yard.

### System Configuration



Best Practices  
of  
Marine  
Terminal

### [Features]

- Maximum operational efficiency including yard and gate operation, transportation management, documentation and billing
- Minimize complexities and maximize effectiveness

# PRODUCT LINE-MARINE TERMINAL



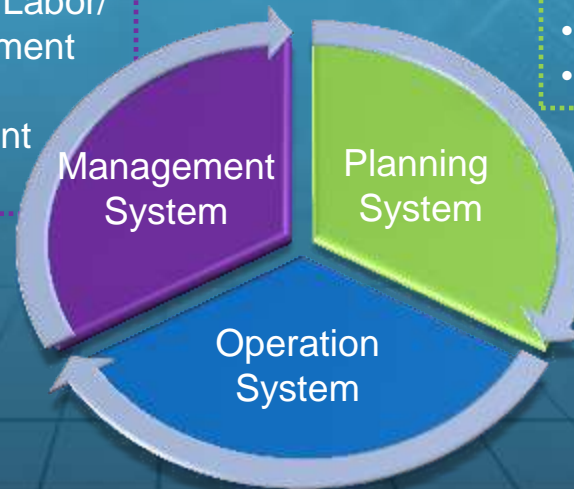
## MOST

### Multi-purpose Operating System for Terminals

is a web-based system to modernize and optimize the productivity and management efficiency of multi-purpose terminals

- Configuration/Gang/Labor/
- Equipment Management
- Billing
- Security Management
- PMS

- Berth Planning
- Loading & Discharging List
- Gang/Equipment Allocation



- Inbound/Outbound Cargo Allocation
- Resource/Vessel/Cargo/Facility Monitoring
- Gate/Quay/Warehouse Operation

### [Features]

- Productivity Increase through optimized resource management
- Service Acceleration through process control & paperless work
- Cost Management through accurate and automated data transaction

Best  
Practices  
of  
Marine  
Terminal

# PRODUCT LINE-PLUS



## PLUS

### Port Logistics Unifying System

is a comprehensive, integrated and web-based port management information system that provides real time online access to the full range of operation information of the vessel for internal and external users via internet.

## PLUS

A hub links every key players of port community.

Marine Terminal Operation

**MSS**plus  
Marine Service System

3<sup>rd</sup> Party Logistics

**VCS**plus  
Vessel Clearance System



**CMS**plus  
Cargo Management System



**PLUS**  
**Framework**  
Admin. / Integration  
Security /EDI/ Log-in



## PLUS

### Port Logistics Unifying System

provides the intelligent web-based network service to all parties in port logistics chain

<b>Data Exchange</b>	<ul style="list-style-type: none"><li>• CNTR Booking, Delivery order, Gate in/out Pre-advice</li><li>• Booking Confirmation,</li><li>• Data Exchange(EDI, XML/EDI) among logistics parties</li></ul>
<b>Information Sharing</b>	<ul style="list-style-type: none"><li>• Provides Real-time Declaration Status for Related Party without Any additional Actions</li></ul>
<b>ASP</b>	<ul style="list-style-type: none"><li>• Provides Web Application and User Applications to enable EDI pattern Logistic Task</li></ul>
<b>Information Providing</b>	<ul style="list-style-type: none"><li>• Cargo Tracking</li><li>• Manifest, Dangerous Cargo Info., etc.</li></ul>

## PLUS

A hub linking every key players of port community.

### [Features & Benefits]

- Business Process Automation
- One-stop service
- Security and Port Regulation Administration
- Logistical e-Government

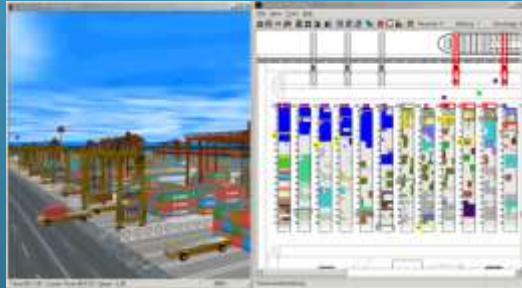
# PRODUCT LINE-SIMULATOR

TOTAL SOFT BANK LTD.

## O-CPS

### Operation-CATOS Port Simulator

is a scientific and systematic solution to simulate all types of situation before actual application of planning



- Simulation based on vessel planning & reiterating data pattern
- Search for future bottleneck and problems
- User-friendly GUI

## Simulator

World Best  
Simulation  
System for  
Training and  
Management

## Crane Simulator

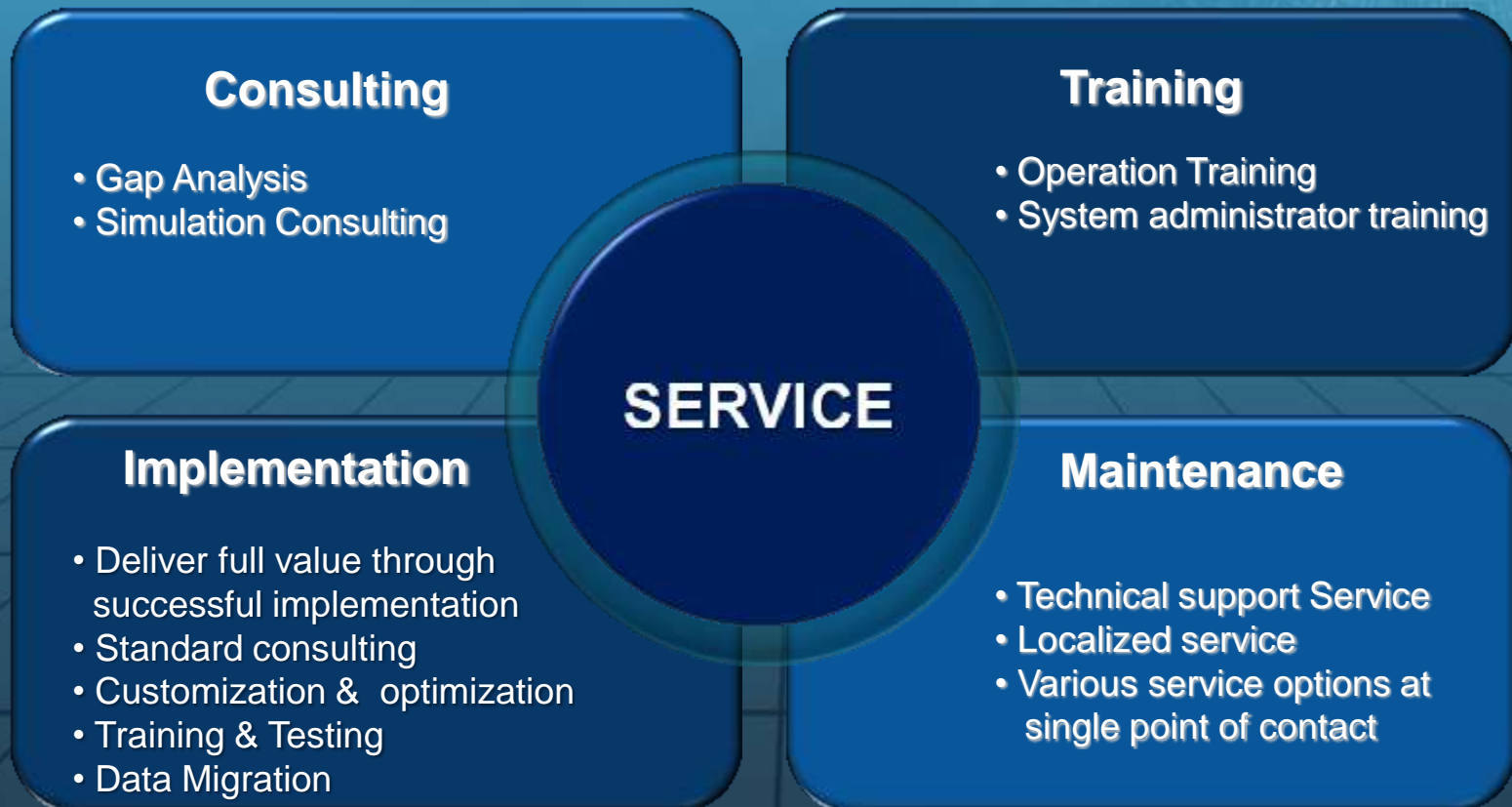
is a training and education system with simulation of all possible situations for better actual work performance



- Training Simulation for field experiences
- Various tasks and events of an actual vessel operation
- 3D visual and sound effects
- Actual operational scenarios covering all conceivable circumstances



**TSB has supported customers to achieve the goal of performance and return on investment.**



# HOW COMPETITIVE WE ARE

- TSB in the World-Global Network
- TSB in the World-Customers
- Competitiveness
- Recent Achievement

# TSB in the WORLD – GLOBAL NETWORK

TSB, a global company in port and logistics IT industries remains always with you.



# CUSTOMERS - CASP

TOTAL SOFT BANK LTD.

Over 30 percent of world's container fleets are managed by  
CASP

Global Market Share No. 1



# CUSTOMERS – TSB SUPERCARGO

TOTAL SOFT BANK LTD.

Chosen by world class ocean carriers and shipbuilders  
as a world standard “loading computer”



# CUSTOMERS - CATOS

Over 70 marine terminals are enjoying TSB services for efficient and productive day-to-day operation



# Customers - MOST

## Reliable web-based Multi-purpose Operating System, MOST

### PSC (Oman, Muscat)



- **MOST** / PLUS
- CATOS / SI (System Integration)



### JPB (Malaysia, Johor)



- **MOST** / PLUS
- CATOS / SI (System Integration)



### KPA (Kenya, Nairobi)



- **MOST** / PLUS / ODCY
- CATOS / SI (System Integration)



# The Bronze Plaque of IAPH IT Award 2009



**Kenya Port Authority marks a new era**  
*Kenya Port Authority deserves congratulations for taking over the presidency of IAPH and winning the bronze plaque of IAPH IT Award 2009.*

**It is notable that KPA has been representing a leading port authority in Africa and now expands its footprint. its innovative port service is regarded as one of the key factors changing KPA's status. The Bronze Plaque of IAPH IT Award 2009 went to KPA for its significant achievements in port operations by introducing the new terminal operation system. Thanks to the new system, customers can enjoy faster work process and information exchange. Judges of IAPH IT Award put a high value on the improved terminal productivity. In case of truck turnaround time, the change was dramatic, moving at four hours from twelve. The huge continued investment of KPA in advanced IT solutions brought it this honor.**



# "Best Public eService" 2012

## Sultan Qaboos Award for Excellence in eGovernment 2012



Two new Awards dedicated specifically for the private sector were awarded for the first time this year. **The Best Public eService** Award went to the Port Services Corporation for their project, Port Services Corporation Customer User Interface.

<Link>

<http://www.ita.gov.om/ITAPortal/MediaCenter/NewsDetail.aspx?NID=474>

# Customers - PLUS

## Comprehensive, integrated and web-based Port Community System, PLUS



Enhance the productivity of terminal and increase the cargo handling



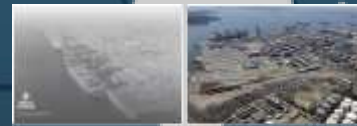
Realize One-Stop Service with government and Marine Terminal Operators by Port Community System



Improve the customer services with various information input and output through web-based service



Enhance reputation of Port with cutting edge Port Community System

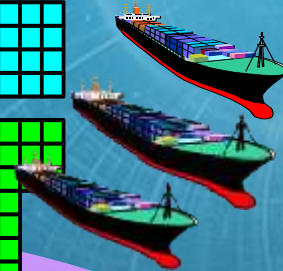
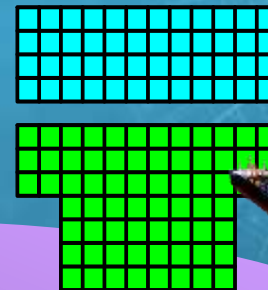


Integrate and provide the users with key logistics information of Busan Port under the ubiquitous business environment  
Deliver the value-added for customers



# COMPETITIVENESS

## Total Solution in Stowage Control



**PLUS**

E-community  
Ship Automation

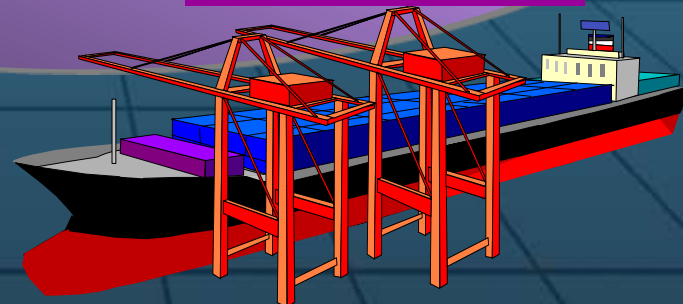
**TSB SUPERCARGO**

**CASP**

Vessel Operation

Terminal Logistics

**MOST & CATOS**



# COMPETITIVENESS

## Technology

- Open standard
- Best practice
- Performance-driven
- Test-driven
- Architecture-rich
- ASP

## Quality Support

- Tailored service practice
- Stay Closer, Serve Better
  - 24\*7 seamless support via global service network
  - Customer satisfaction as top priority

## Experience & Expertise

- Competitive edge & High-level success
- 70% employees for R&D
- Value propositions & right solutions
- Accumulated experience & knowledge

## Reliability

- ISO9001 certified
- INNOBIZ certified
- KOSDAQ listed



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