ROI

Investment Options

Berth Space Land Equipment Systems

navis®

Looking into the Future:
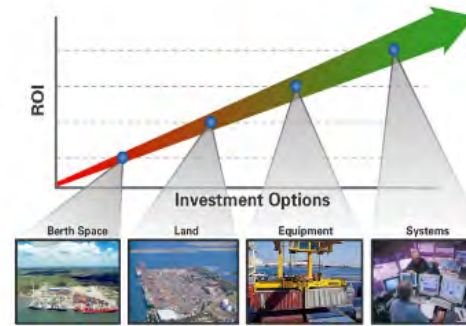## Choosing the Correct Technologies
by Craig Halford

Your surgeon has to be a qualified Medical Doctor

They should know the latest techniques

Criteria #1
Quality
& experience

How many surgeries per year does this doctor perform?

What is their success rate?

Oakland Buenos Aires London Dubai Chennai Hong Kong

YILPORT
YILPORT
MARPORT
BORUSAN LOJİSTİK

OΛΠ PIRAEUS PORT AUTHORITY SA

DP WORLD

APM TERMINALS Lifting Global Trade.

This a critical and expensive procedure!
Your correct price of care will be reflected (it 'negatively impacted')

Criteria #2
Risk
& understanding

What is the short term impact?
What is the long term impact?

Be willing to pay more for Quality
• Where did the Surgeon go to medical School?
  • On-Line University?
  • Established medical university?

Surgery's investment in resources
• A set full appointment to Post-Operation Treatment

Criteria #3
Cost
& value

Cost of Laser equipment and maintenance
• LASIK surgery was developed in the early 1990s
  • LASIK and Quality of Experience - LASIK 75 more overall?

Navis by the Numbers

3   of the top Global Operators use Navis

15   average number of Go-Lives each year

31   % of Revenue spent on R&D

55   countries where Navis has clients

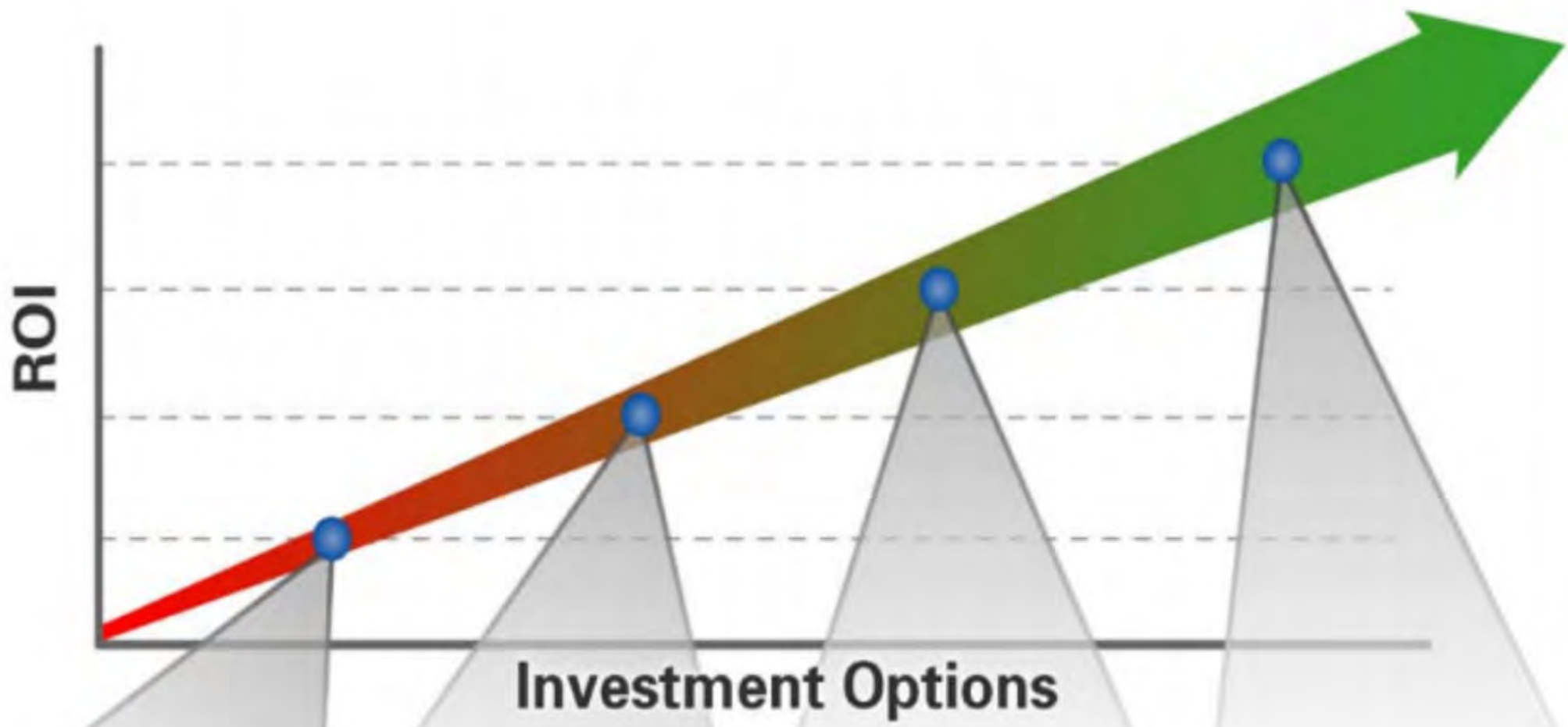**280**   Total number of terminals running Navis

Thank you..

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Berth Space   Land   Equipment   Systems

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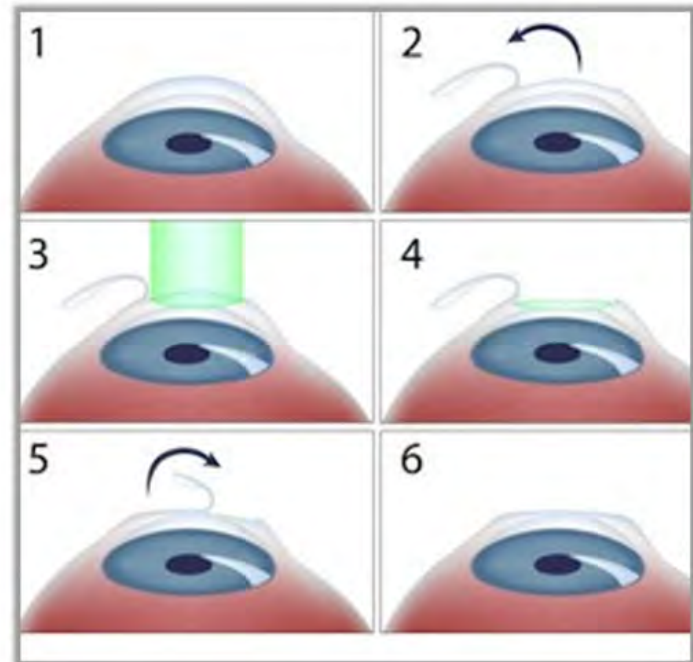
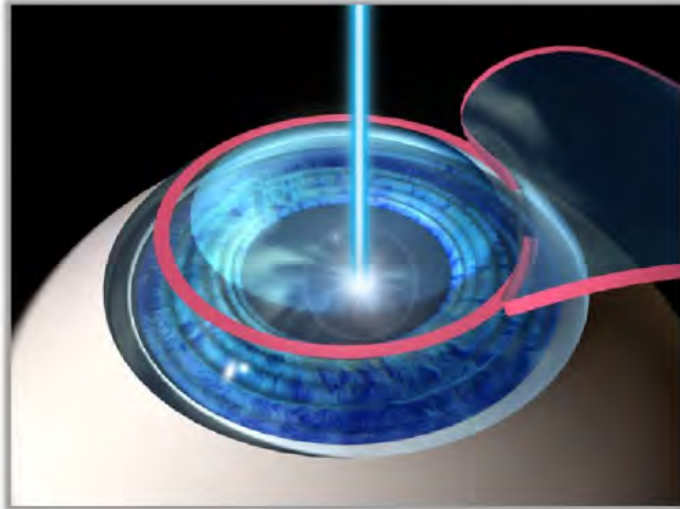Berth Space

Land

Equipment

Systems

Laser Eye Surgery
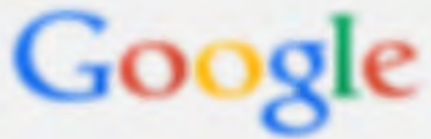## "Lasik"

Google

Tips on choosing laser eye surgery

| Google Search | I'm Feeling Lucky |

Google

tips on choosing laser eye surgery

Web   Videos   Images   News   Shopping

Lots of Advice

About 5,840,000 results (0.47 seconds)

The Basics of LASIK Eye Surgery | Cons

www.consumer.ftc.gov/.../0062-basics-lasik-e... ▾ Federal

Jump to **Finding a Surgeon** - Only ophthalmologists are p

Ask your ophthalmologist or optometrist for a referral to a ...

LASIK Basics - Understanding Your Eyes - Are You a Good

How To Choose a LASIK Surgeon - All Al

www.allaboutvision.com/eye-doctor/lasik-surgeons.htm ▾

Choosing a surgeon for LASIK or PRK is not as difficult a

kinds of **surgery**. But a bad **eye** procedure outcome can af

Tips for Choosing an Eye Surgeon : Lehr

Your surgeon has to be a qualified Medical Doctor

They should know the latest techniques

Criteria #1

Quality

& experience

How many surgeries per year does this doctor perform?

What is their success rate?

This a critical and expensive procedure!

Your cornea (skin of eye) will be removed *(& hopefully replaced)*

Criteria #2

Risk

& understanding

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What is the long term impact?

Be willing to pay more for Quality

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Criteria #3

Surgery's Investment in resources

- From first appointment to Post-Operation treatment

Cost
& value

Cost of Laser equipment and maintenance

- LASIK surgery was developed in the early 1990's
- Lasers and Surgical Equipment: 1990's? Or more current?

Considerations:
- A Mission Critical Decision!
- Near-Term and Long-Term Impact
- Plenty of advise out there
- How to filter information and make a sound decision

from Laser Eye Surgery
to Technology Selection

Criteria

- Choose Experience and Quality

- Understand the Process and the Risk

- Be willing to pay for Value

What are the qualifications of your TOS developers?

PhD's?

R&D Spend?

How many TOS deployments completed each year?

Criteria #1

Quality

& experience

"Durability" of their client base

Number of developers?

Industry knowledge?

Developing, deploying, maintaining
TOS systems is hard work

It is a

Developing, deploying, maintaining
TOS systems is hard work

It is a mission critical system

Criteria #2

Risk
& understanding

TOS is the heartbeat of the terminal

Long term decision with significant ROI potential
The decision can be very positive? (or negative!)

chnology?

Cost of Development Tools and Maintenance

- Vender using current Technology or 1990's technology?
- What is the vender's R&D spending? How is this funded?

Criteria #3

Value

& cost

Dedicated Quality Team

- How is the TOS vender resourced for Quality?
- What QA tools are being used?

Investment in resources

- Credentials, Education and Experience of Staff.
- Location of Service staff and depth/breadth of knowledge?

Quality

& experience

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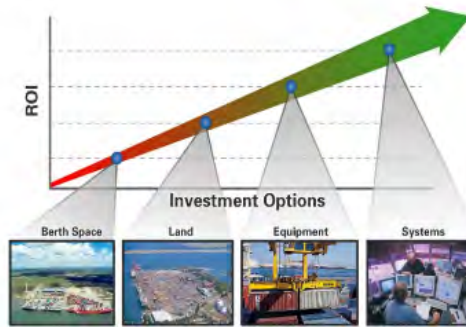**280**   Total number of terminals running Navis

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