



INTRA eVGM Solution Overview *(for Carriers) to:*



March 10th, 2016

For Discussion & Planning Purposes

Agenda

SOLAS VGM Requirement Overview

Industry Engagement & Key Takeaways

Use Cases / Scenarios

EDI Process Flows

Solution & Online UI Prototype

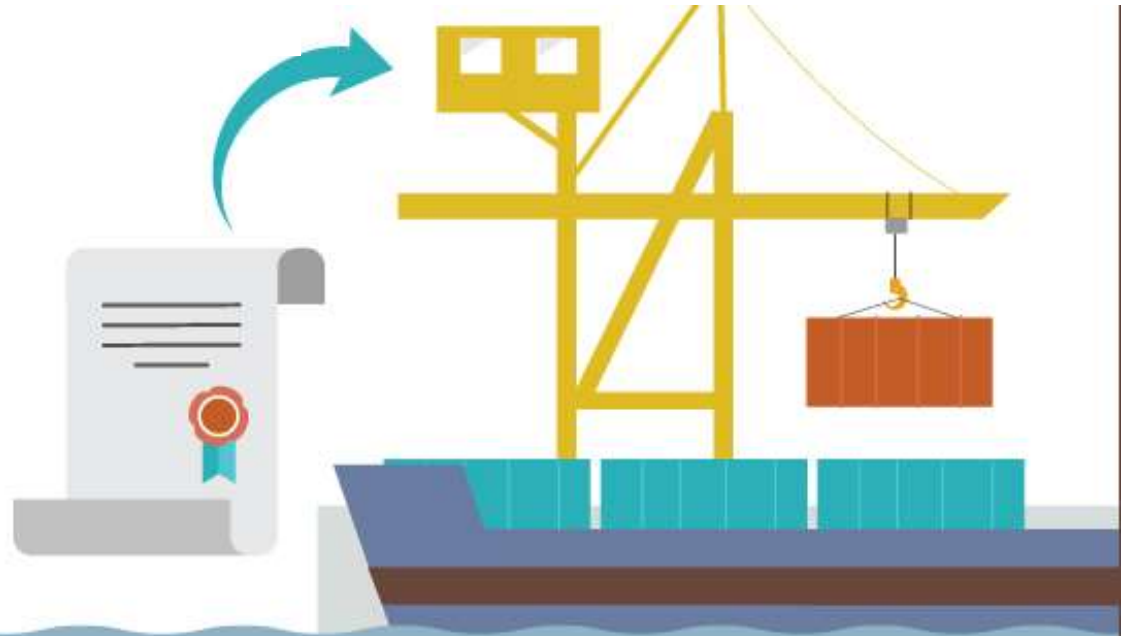
Q & A

The SOLAS Regulation at a High Level:

*A verified gross mass (VGM) must be provided before a container can be loaded on a ship.
There is no exception to this requirement.*

What are you required to do?

Provide a document signed by the shipper to the shipping line and terminal declaring that the **shipper verified** the weight and that it was weighed properly.



The SOLAS amendment will be enforced by the coast guard or other agency responsible for SOLAS regulations in a given country and punishments for violations will vary by country.

Image Source: JOC article - "Shippers guide to the container weight mandate", Dec 14, 2015.

INTTRA.

The SOLAS Regulation at a High Level:

Starting July 1, 2016, Before a packed container can be loaded onto a ship, its weight must be determined through weighing.

There are two permissible methods for weighing:

Method 1: Weigh the stuffed container

Method 2: Weighing all cargo and contents, and adding tare weight from container door



Additional considerations for the VGM:

- Estimating weight is not permitted.
- Weighing equipment must meet local certification requirements
- A carrier may rely on a shipper's signed weight verification to be accurate.
- Shipper's weight verification must be "signed"
- Vessel stow plans should use VGM
- Implications for containers to be trans-shipped after July 1*

As interpreted by World Shipping Council



Agenda

SOLAS VGM Requirement Overview

Industry Engagement & Key Takeaways

Use Cases / Scenarios

EDI Process Flows

Solution & Online UI Prototype

Q & A

Industry Engagement

eVGM Initiative Champions Group



Online Forum

200 participating members representing 100+ companies including Carriers, Freight Forwarders/NVOCC, Software providers, Shippers, Terminal and Port Operators

Industry Groups

INTTRA has participated in numerous industry groups/forums, including conversations with members of these various groups

AgTC, Canadian Shipping Stakeholders, SMDG (EDI standards development group), FIATA, CLECAT, CESAC, Transpacific Stabilization Agreement, World Shipping Council



Key Takeaways

Market Situation

- Insufficient clarity on business processes and information flow to drive an industry standard
- Enforcement agencies have not provided specific guidance in most countries
- Unclear what role terminals will play in determining weight
- The “transition period” began over 1 year ago (Nov 2014), and ends on July 1, 2016

Key Challenges

- Carriers and Submitters are both unsure how VGM declarations should be conveyed
- Neither Booking nor Shipping Instruction processes appear to satisfy the VGM timing
- Use of these processes would likely create undesirable amendments

Our Approach

- INTTRA is starting with a minimalist approach focused on operational use cases



Agenda

SOLAS VGM Requirement Overview

Industry Engagement & Key Takeaways

Use Cases / Scenarios

EDI Process Flows

Solution & Online UI Prototype

Q & A

Operational Use Case



Submitter is:

- Shipper and Signer
- submitting with the authorization of the Shipper with the shipper's signature
- submitting and signing with the authorization of the Shipper

IMPLICATION: VGM information is collected and entered by the Submitter

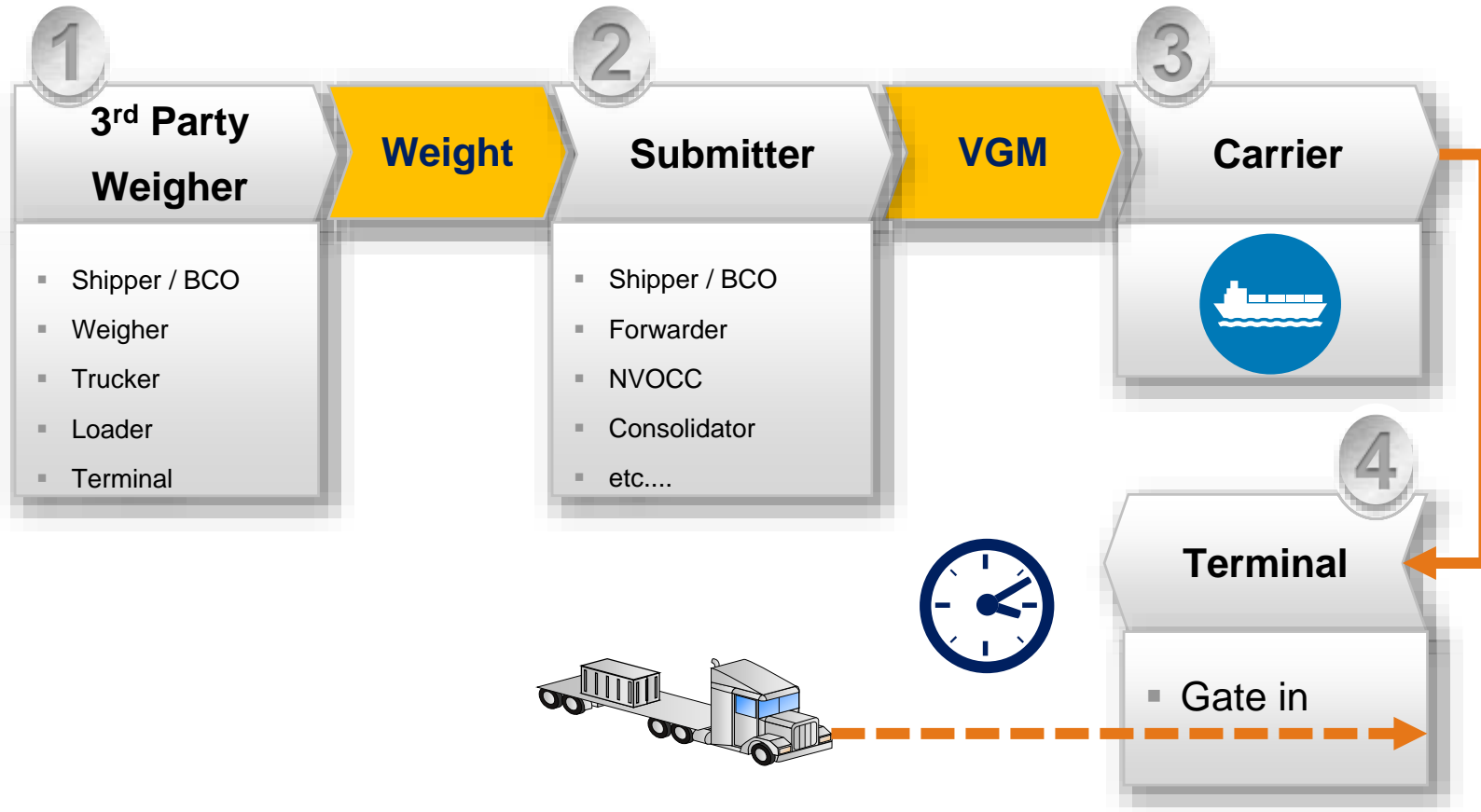
“Upstream” use case(s)



- These use cases intend to promote upstream collection of the weight by those that physically collect or identify the weight, and submitting to the authorized party for approval (thus becoming the VGM)

IMPLICATION: Need for submission capability by third parties for shipper verification

Terminal Access?



- Some terminals are stating that VGM would be a requirement for Gate In

IMPLICATION: Terminals may require direct access to VGM declarations

Agenda

SOLAS VGM Requirement Overview

Industry Engagement & Key Takeaways

Use Cases / Scenarios

EDI Process Flows

Solution & Online UI Prototype

Q & A

INTTRA's EDI Messaging Approach

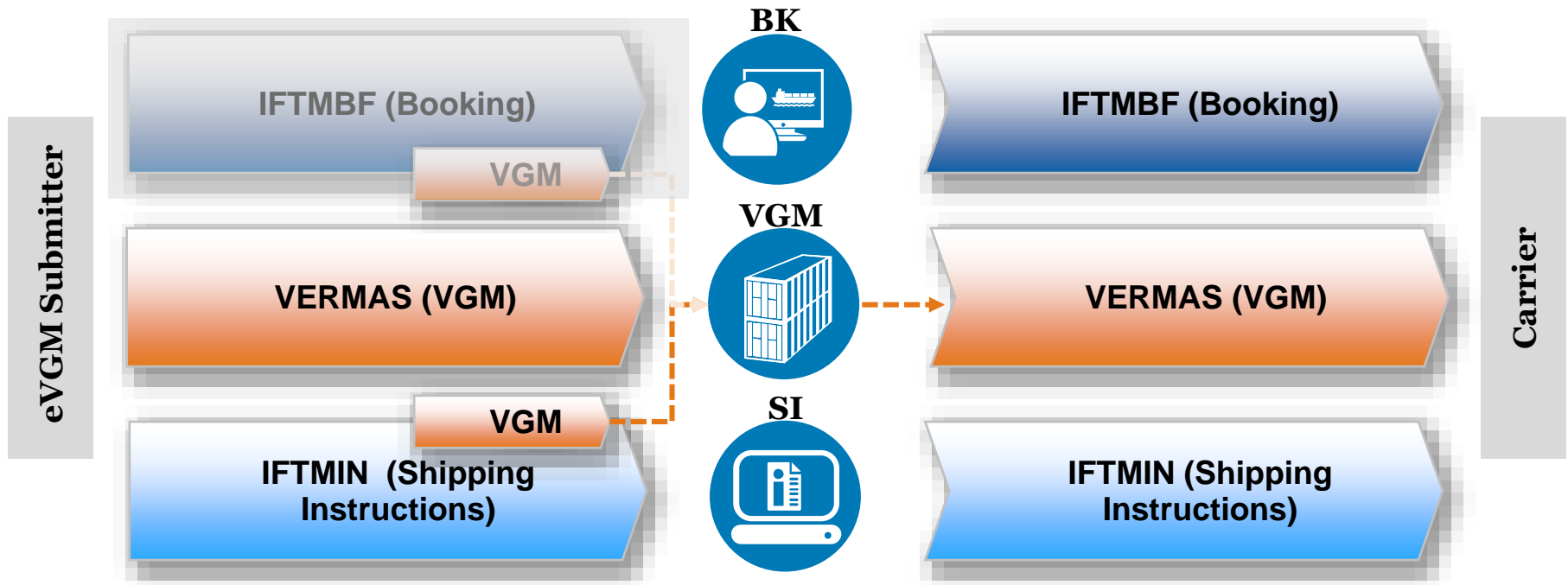
- Initially thought that usage of Booking and Shipping Instructions would suffice
- After many industry discussions the need for a VGM specific message emerged

EDI Implementations Guides

- **VERMAS** (VGM EDI transaction for EDIFACT)
 - INTTRA is adopting the VERMAS (VGM EDI message)
 - INTTRA recommendations to be included in the SMDG VERMAS v 0.5 (Feb '16)
 - INTTRA will offer an XML version of the VGM transaction as well
- **IFTMIN / 304** (Shipping Instructions)
 - INTTRA will publish updated Shipping Instructions IGs for VGM **Submission**
 - INTTRA does NOT intend to publish the same for VGM carrier access, instead RATIONALIZING all input formats to one standard VGM access channel.
- **IFTMBF / 300** (Booking – for future consideration)



Our Approach: Rationalize VGM information into a VERMAS (VGM) message



Benefits to Submitter

1. Allows customers to decide how SOLAS compliance should integrate into their existing workflow and/or business process
2. IT investments can then be directed towards best solution to support their users.

Benefits to Carrier

1. No need to change BK/SI integrations.
2. Allows their customer to maintain their existing processes
3. INTTRA extracts necessary VGM information no matter how submitted and delivers in standard VERMAS message.
4. Easy access to all submitted VGMs and reporting capability



Agenda

SOLAS VGM Requirement Overview

Industry Engagement & Key Takeaways

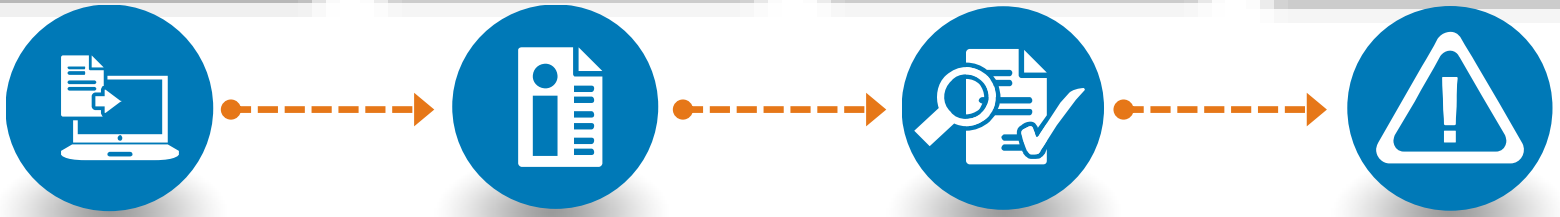
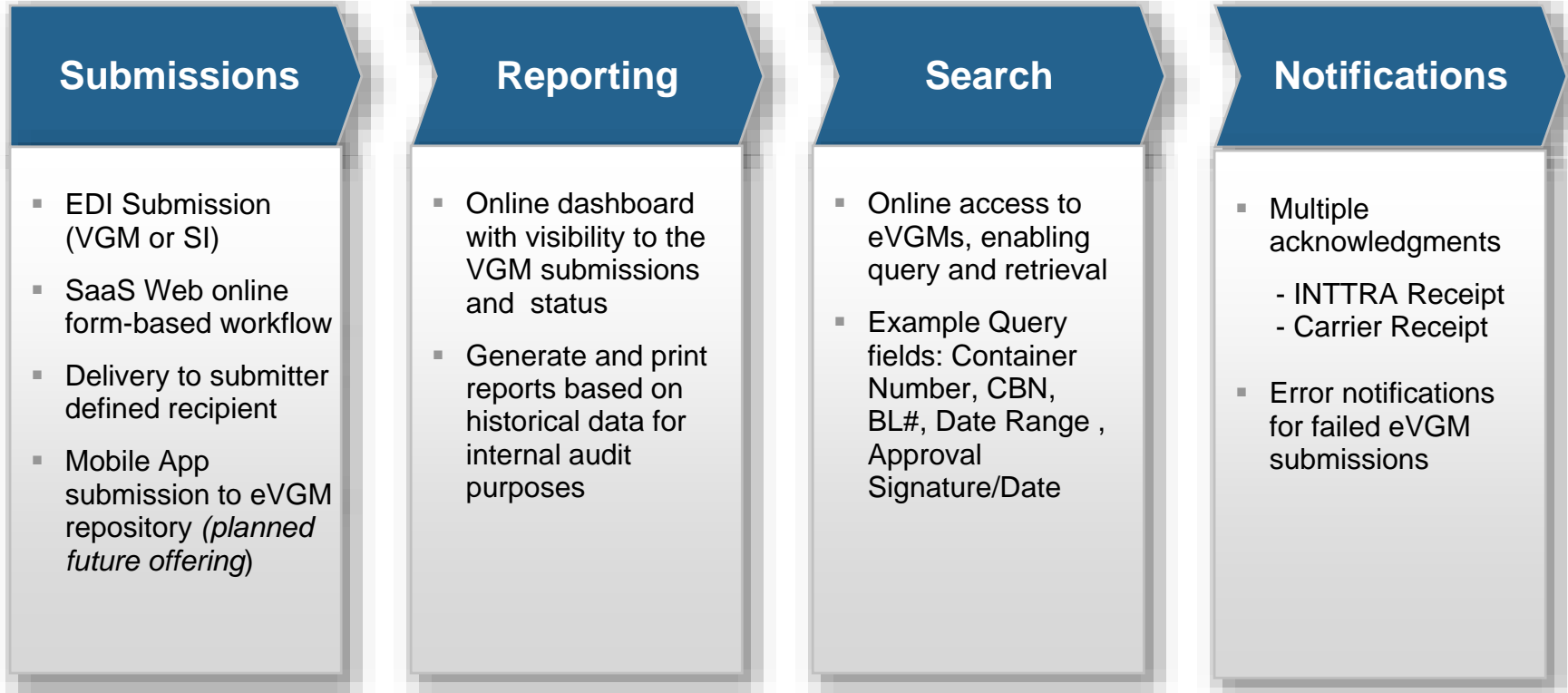
Use Cases / Scenarios

EDI Process Flows

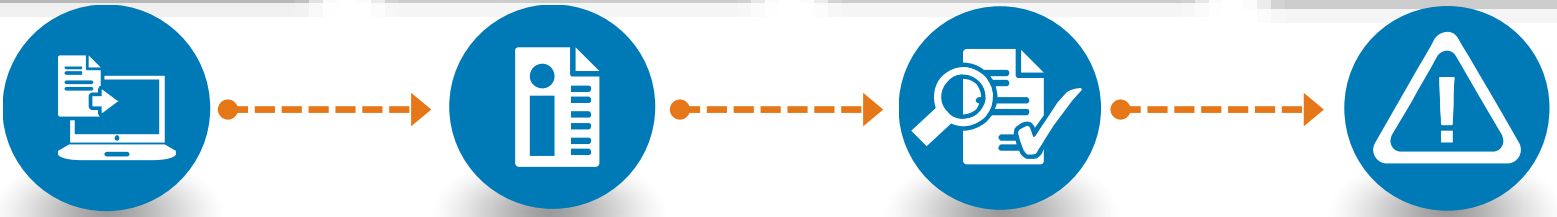
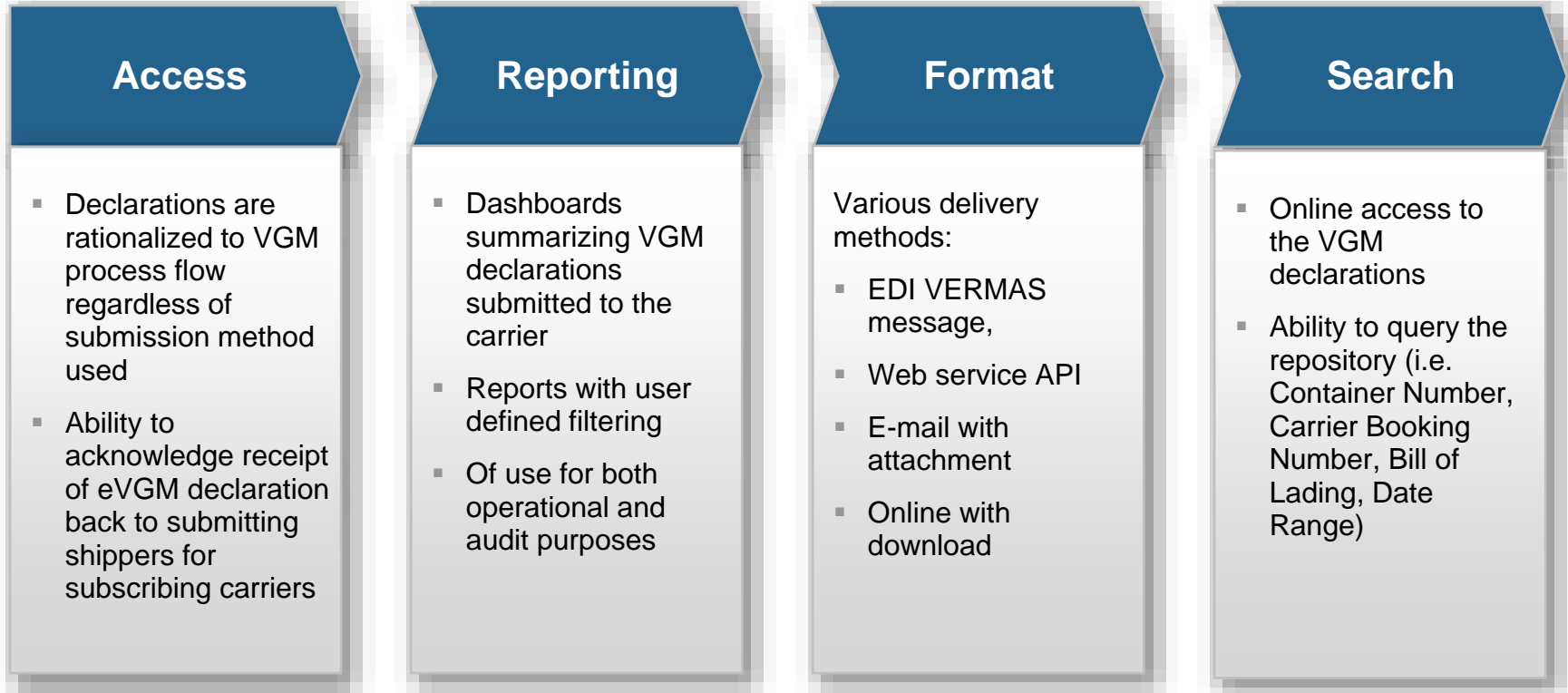
Solution & Online UI Prototype

Q & A

eVGM Product Capability – Submitter



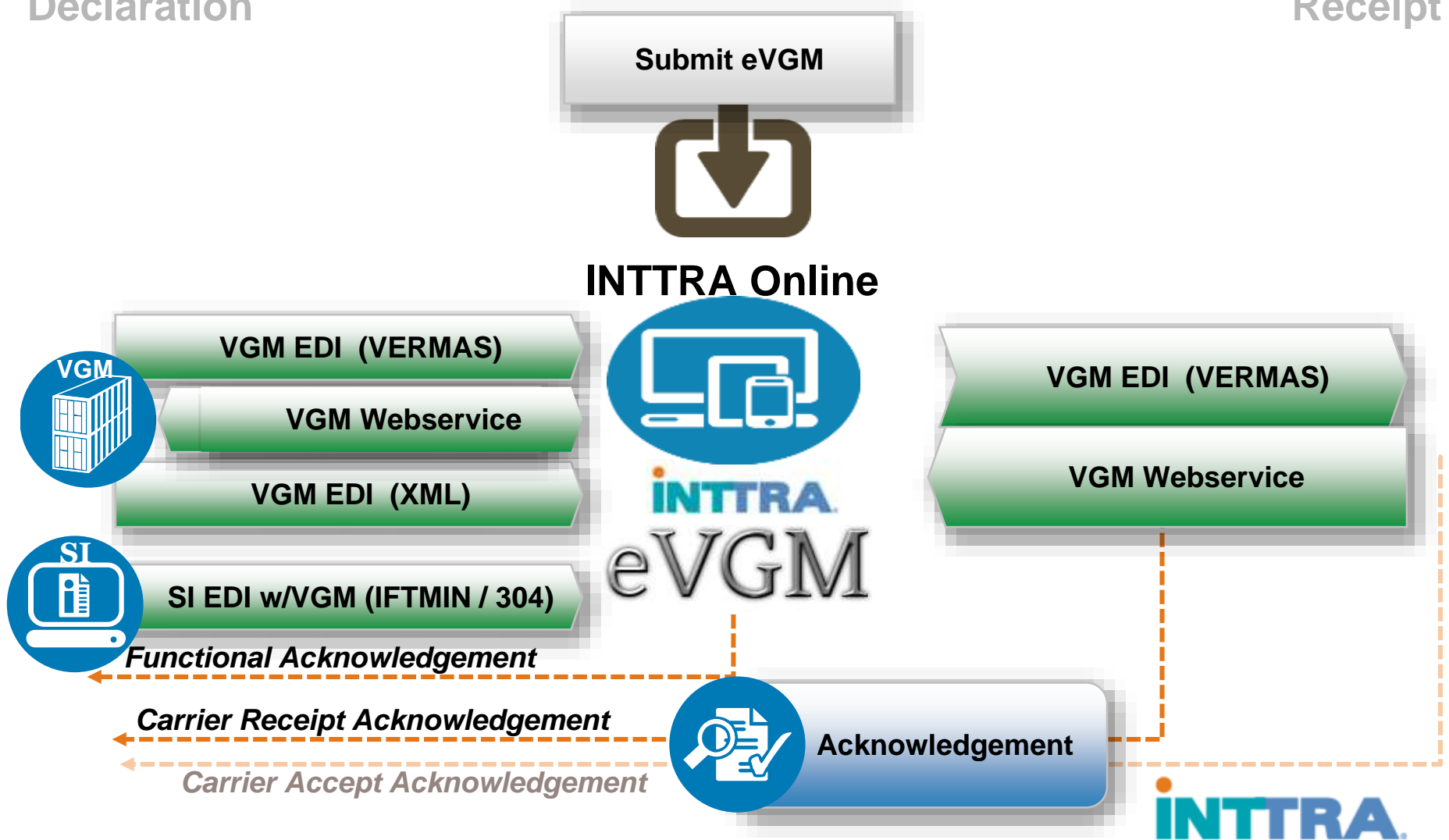
eVGM Product Capability – Carrier



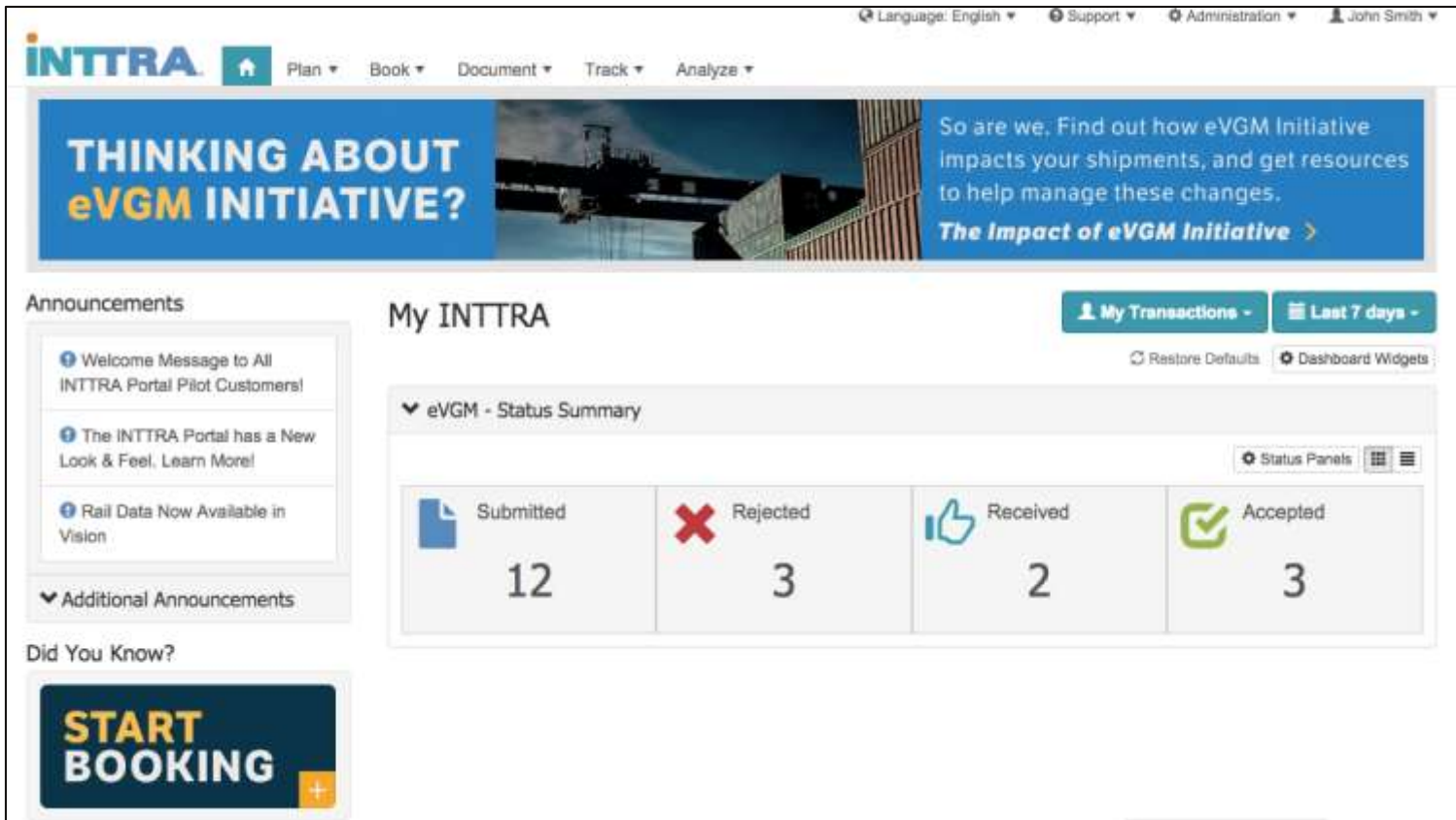
Planned Production before July 1, 2016

Submission /
Declaration

Carrier
Receipt



eVGM Online – Carrier Dashboard (Prototype Only)



- Leverages INTTRA new mobile responsive user interface design
- Post login view providing quick “dashboard” visibility and drill down to eVGMs based on status
- eVGM application access is based on company enrollment and then user entitlement



eVGM Online – Submitter Workflow (Prototype Only)

INTRTA

Language: English Support Administration John Smith

Plan Book Document Track Analyze

1 Create eVGM 2 Review eVGM 3 eVGM Submitted

Create eVGM

Need eVGM Help?

eVGM Submitter: ABC Company

Transaction(s)

* = Required Field

1. *Carrier	*Container Number	*Carrier Shipment Reference ?
Select One	Enter Number...	Booking # Enter Reference...
*Verification Signature	*Verification Date	*Verified Gross Mass
Enter Name... (i.e. JOHN DOE)	02-Feb-2016	Enter Weight... Kgs

Weight Determination Date

dd-mmm-yyyy

+ Add References + Add Seals + Add Audit

Actions: 1 + -

Continue to Review Submit eVGM

- Simple form based workflow: Create → Review → Submit
- Field validation for key required fields
- UI forms allow for additional reference information that needs to be associated with the eVGM submission



eVGM Online – Carrier Search Screen (Prototype Only)

Language: English Support Administration John Smith

INTRTA Plan Book Document Track Analyze

eVGM Search

Search By

Container Number Enter Reference... Show eVGM

=Required Field

Search Criteria

Date Type Range (Days) From Date To Date eVGM Status

Creation Date Last 7 26-Jan-2016 02-Feb-2016 All

Reference Type Carrier

Select One Enter Reference... Carrier A

Verification Signature Shipper

Enter Name (i.e. JOHN DOE)... Enter Name... Search Reset

- Simple & complex search options
- Various search criteria available to allow for online queries of submitted eVGMs to the Carrier
- Resulting output can be viewed online or exported to a spreadsheet for offline reporting needs

Why INTTRA's eVGM Solution

- Market leader with ~24% of global container volume
- Building on a network of 41 (major/sub-brand) carrier connections over a 110K shipper company locations
- Industry leading expertise in ocean shipping

Benefits to Submitter

1. Submit VGMs to your carriers through one connection (EDI, XML, Online)
2. Track VGM declaration status to improve planning
3. Allows flexibility to decide how SOLAS VGM compliance should integrate into their existing workflow and/or business process
4. IT investments can then be directed towards best solution to support their users

Benefits to Carrier

1. No need to change BK/SI integrations.
2. Allows their customer to maintain their existing processes
3. INTTRA extracts necessary VGM information no matter how submitted and delivers in standard VGM message
4. Easy access to all submitted VGMs and reporting capability
5. Allows carriers to review terminal planning for advanced coordination with container booking to maximize operational output.



