



STEVE COLEMAN

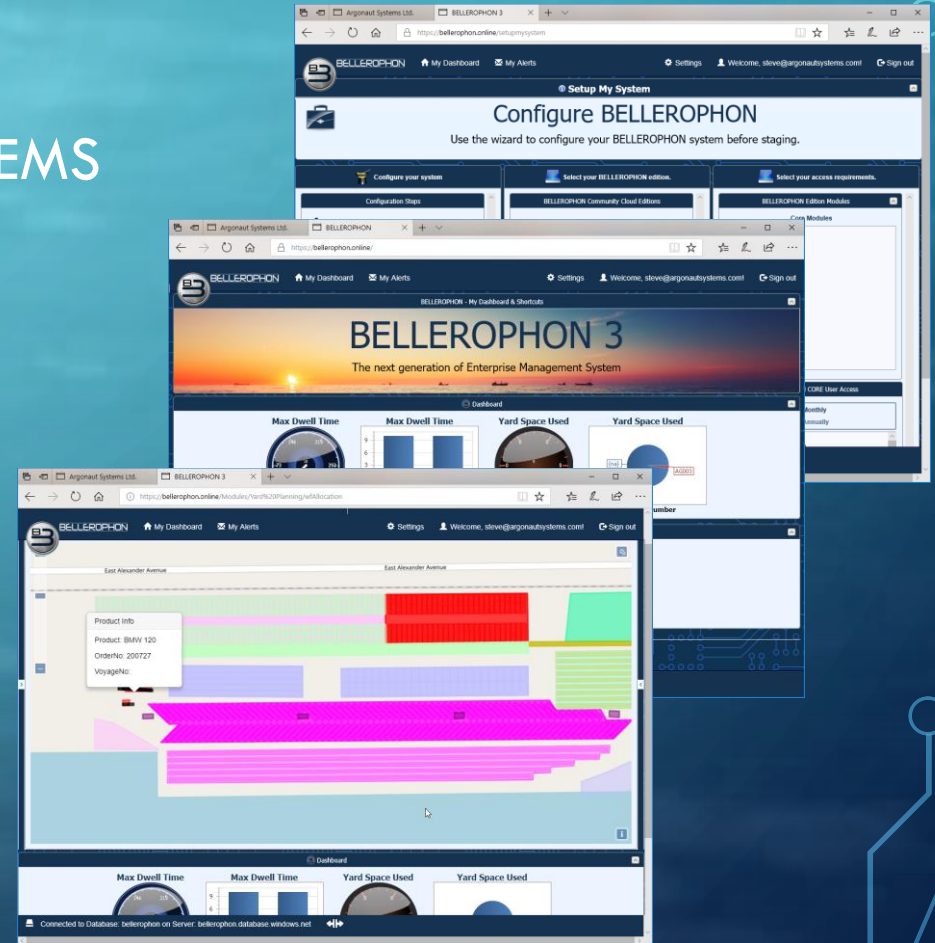
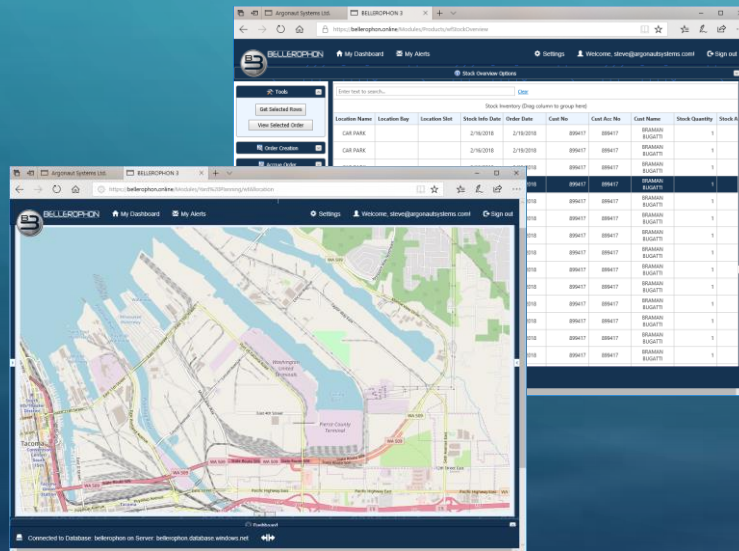
C.E.O. & CHIEF ARCHITECT

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WHAT WE DO

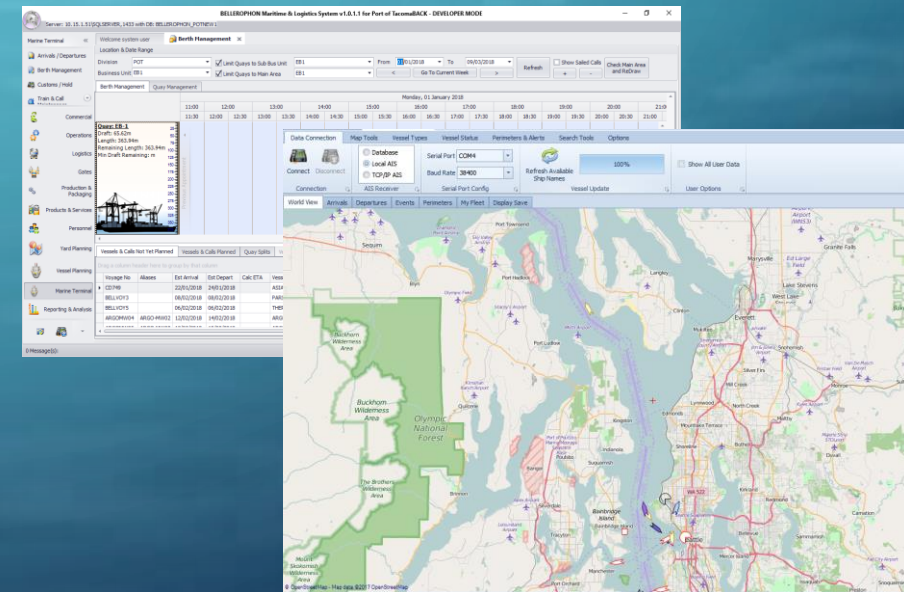
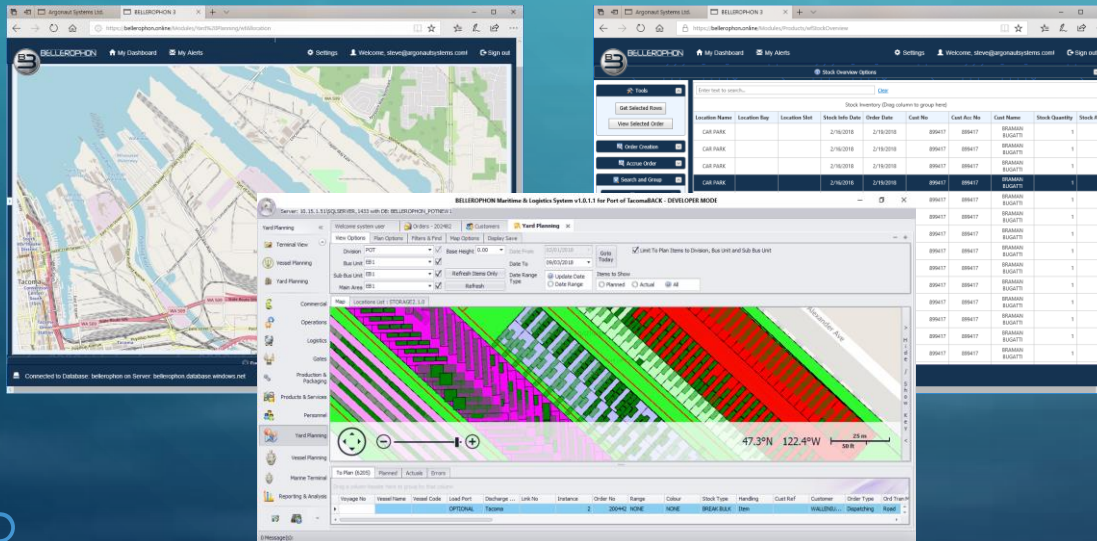
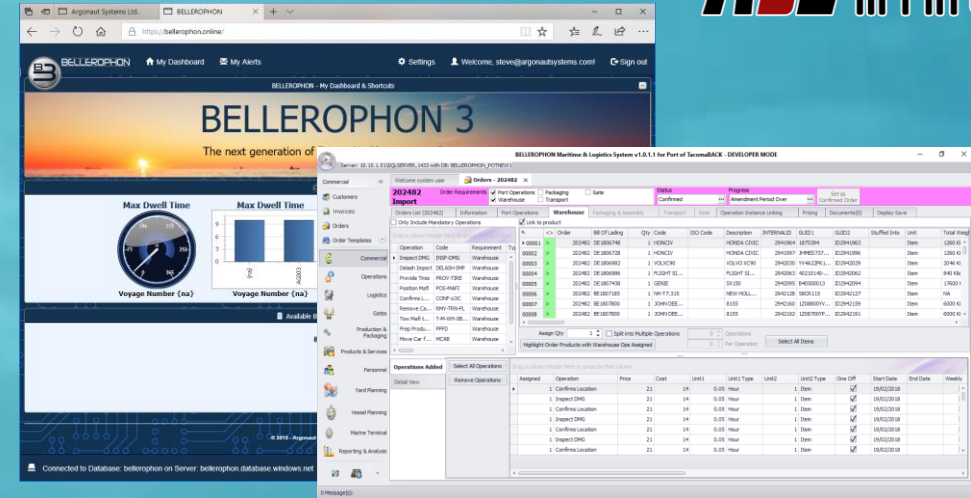
BELLEROPHON

- ENTERPRISE MANAGEMENT & OPERATING SYSTEMS FOR PORTS AND TERMINALS
- CLOUD CENTRIC & ON PREMISE MODELS



WHAT IS BELLEROPHON

- Operations Management & Automation
- Intelligent Workflows
- Data visualization & realization



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WHAT WE HAVE OBSERVED

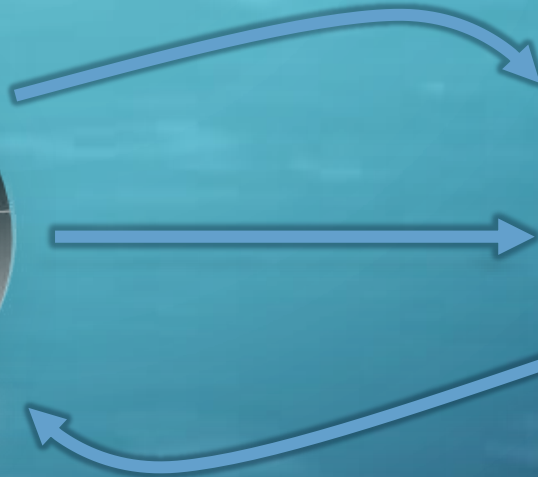
CURRENT TREND TOWARDS NATIVE CLOUD BASED SOLUTIONS

- 75% of proposals contain a desire and often a requirement for a Cloud SaaS Model
- Retail and Global Logistics have a heavy presence in the cloud currently
- Lines & Terminals in the Far East, Northern Europe and Scandinavia moving towards the cloud
- Solution providers are making Cloud systems a top priority for development

WHAT WE HAVE UNDERSTOOD

REASONS FOR THE SHIFT

- Infrastructure
 - Multi-national Setup & Maintenance
- Scalability
 - Expansion protection
- Availability
 - Global 24/7 - 365
- Communication
 - Universal Message Translation
- Connectivity
 - Plug & Play solutions



WHAT WE HAVE PLANNED

WHERE DO WE GO NEXT

- Hosted Solutions – Private Cloud vs Community Cloud vs Public Cloud
- The Future – Leveraging the block chain within Cloud Models
- Levelling the Playing Field – Opening Opportunities to bring new players into the market, increasing services and reducing costs

WHAT WE HAVE LEARNED

POINTS TO *NOTE*

- 100% SLA
 - Connection critical
- Authentication models
 - Open or Closed
- Data Location
 - Geo Replication
- Data Protection Laws
 - Cross border treaties





THANK YOU

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