

➤ **Five (5) key performance hurdles presenting potential roadblocks to cargo optimization**

- ✓ Port gate congestion
- ✓ Terminal operations efficiencies
- ✓ Verified Gross Mass (VGM)
- ✓ Chassis
- ✓ Systems landscape



➤ **Q3 2016 eModal enhancements will provide mobile functionality beneficial to all port stakeholders:**

- ✓ Pre-Gate capabilities
- ✓ Dispatch job management
- ✓ Fee payments
- ✓ Pickup & delivery confirmation
- ✓ Chassis provider authorization
- ✓ Empty container return instructions
- ✓ Truck/driver position tracking
- ✓ Truck queue visibility



Port Gate Congestion

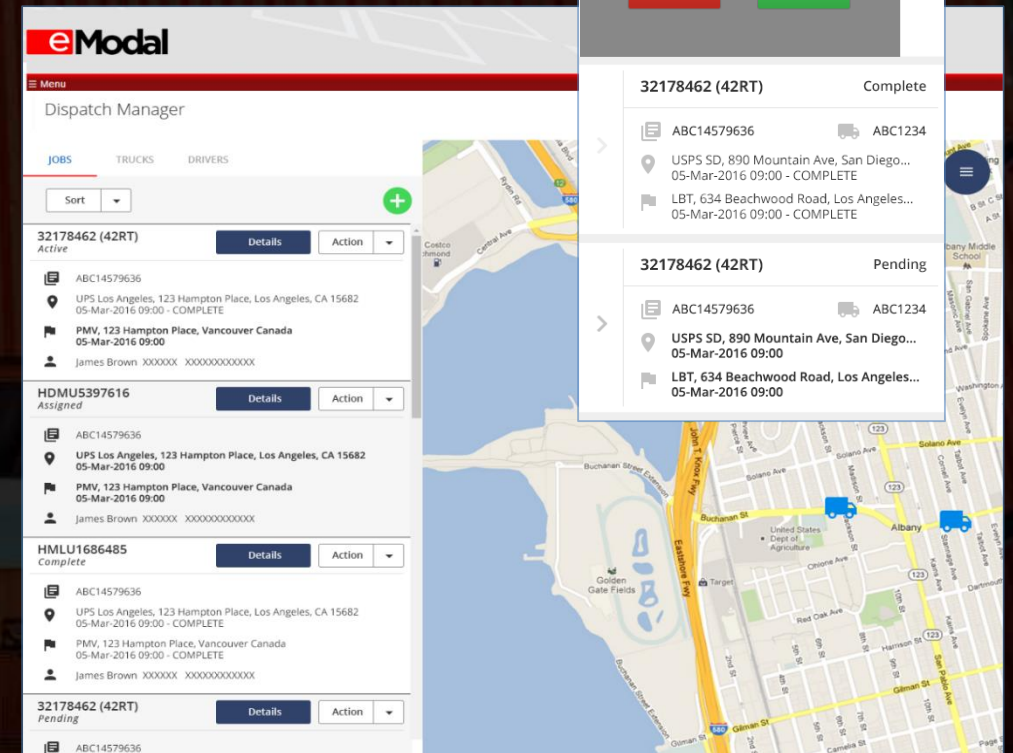
Landside operations at most major ports are very inefficient.
Lack of good benchmarks and tools to measure terminal wait times.
Tools available today do not provide value to all stakeholders

✓ **eModal landside optimization tools today include:**

- Truck registries
- Appointment/Pre-arrival
- Online Fee payment

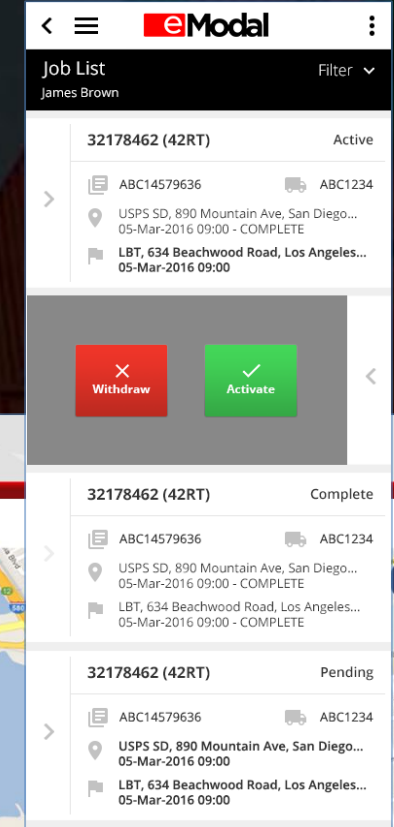
✓ **eModal has been implemented to assist major landside optimization initiatives**

- Port of Sydney
- Port of NYNJ – TIPS
- Ports of LA and Long Beach - PierPASS
- Port Metro Vancouver
- Port of Seattle
- Port of Virginia



The screenshot displays the eModal Dispatch Manager interface. It features a 'Menu' bar at the top with 'JOBS', 'TRUCKS', and 'DRIVERS' tabs. The main content area shows a list of jobs with columns for job ID, status, truck ID, location, and completion time. A map on the right side shows the location of the jobs. The interface is clean and professional, with a white background and blue accents.

Job ID	Status	Truck ID	Location	Completion Time
32178462 (42RT)	Active	ABC14579636	UPS Los Angeles, 123 Hampton Place, Los Angeles, CA 15682	05-Mar-2016 09:00 - COMPLETE
			PMV, 123 Hampton Place, Vancouver Canada	05-Mar-2016 09:00
			James Brown XXXXXX XXXXXXXXXXXXX	
HDMU5397616	Assigned	ABC14579636	UPS Los Angeles, 123 Hampton Place, Los Angeles, CA 15682	05-Mar-2016 09:00
			PMV, 123 Hampton Place, Vancouver Canada	05-Mar-2016 09:00
			James Brown XXXXXX XXXXXXXXXXXXX	
HMLU1686485	Complete	ABC14579636	UPS Los Angeles, 123 Hampton Place, Los Angeles, CA 15682	05-Mar-2016 09:00 - COMPLETE
			PMV, 123 Hampton Place, Vancouver Canada	05-Mar-2016 09:00 - COMPLETE
			James Brown XXXXXX XXXXXXXXXXXXX	
32178462 (42RT)	Pending	ABC14579636	UPS Los Angeles, 123 Hampton Place, Los Angeles, CA 15682	05-Mar-2016 09:00 - COMPLETE
			PMV, 123 Hampton Place, Vancouver Canada	05-Mar-2016 09:00 - COMPLETE
			James Brown XXXXXX XXXXXXXXXXXXX	



The mobile app screenshot shows a 'Job List' for James Brown. It displays a job card for '32178462 (42RT)' with status 'Active'. The card includes details for truck ABC14579636 and two locations: 'USPS SD, 890 Mountain Ave, San Diego...' and 'LBT, 634 Beachwood Road, Los Angeles...'. Below the card are 'Withdraw' and 'Activate' buttons. The app interface is clean and user-friendly, with a white background and red accents.

- **“PreGate” is either an appointment or pre-arrival transaction serving as a pre-qualification for the terminal visit**
 - ✓ Help to balance congestion in the port precinct by helping to meter truck traffic, marine terminal visits
 - ✓ Enable terminals to manage delivery and receipt of cargo and optimize operational pace
 - ✓ Avoidance of terminal trouble transactions with pre-validation of visit details
 - ✓ Provide better visibility and communication to the trucking community, higher level of service
 - ✓ Chassis provider pre-authorization
 - **“Expedia Model”**
 - ✓ In ports where a common appointment platform is a challenge, eModal can integrate with existing MTO systems to provide one, common portal for the trucking community
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- A night-time photograph of a port terminal. In the foreground, a truck is driving on a road, with its headlights and taillights visible. The road is illuminated by a series of red light trails. In the background, there are several large cranes and a body of water reflecting the lights. The sky is dark, and the overall scene is lit up by the artificial lights of the port.

- **eModal Pre-arrival is an ideal platform for providing visibility of the VGM**
 - ✓ Truckers will be able to identify if VGM requirements are satisfied for upcoming terminal visit
 - ✓ Allow the terminal to apply their business rules based on their VGM policy with minimal operational impact
 - Allow the terminal visit
 - Prevent the terminal visit
- eModal is positioned to gather VGM information from multiple sources
 - ✓ Terminals
 - ✓ Shipping lines
 - ✓ Third party

Chassis Provider Authorization

- **The major chassis paradigm shift in the US has introduced new challenges for ports and terminals**
- **Gate control for chassis domiciled in the port complex**
 - ✓ Prevent unauthorized use of the chassis
 - ✓ Common, third party solution that supports all major chassis suppliers
 - ✓ Validation at the time of appointment or pre-arrival
 - Aligns with the goals of the MTO. Pre-qualify chassis usage as part of the pre-gate transaction
 - Removes dependency on gate operations to prevent unauthorized usage and gate "clogging"
- **Mobile Gate Control**
 - ✓ Mobile apps for authenticated chassis authorization

Systems Landscape

- **Many systems performing the same functions. A consolidated platform is key.**
- **Support for port specific programs such as:**
 - ✓ Port Drayage Truck Registries
 - ✓ Port Community Portals
 - ✓ Clean Truck Programs
 - ✓ Traffic Mitigation Programs
 - ✓ Terminal Gate optimization- Pre Arrivals and Appointments
 - ✓ Terminal and Other Drayage fee management
 - ✓ Operations Performance Monitoring
 - ✓ Truck Tracking & Dispatch Management
 - ✓ Inland Depot/CY Operations Management

eModal is the leader in port community systems and continues to innovate to solve cargo optimization challenges in today's port complex