



“Established in 1992, Logic Vision is a software supplier that supports business processes for organizations in among others the Maritime industry. In 2003 Logic Vision became Microsoft Gold Partner, specializing in business software integrated with Microsoft Dynamics NAV. Over 2,500 users work with Logic Vision software on a daily basis, supported by a team of 35 branch specialists to provide intelligent software solutions for business-specific requirements”.



Hakgriend 18B, 3371 KA
PO Box 95, 3370 AB
Hardinxveld-Giessendam
The Netherlands
Telephone +31 (0) 184 - 677 588
info@logicvision.eu
www.logicvision.eu



ERP solution for
the **maritime sector**

TUGVISION

Software to optimize your daily operations



A SMILE ON BOARD, A SMILE ON SHORE

For the special kind of operations that take place in Towage and Salvage, our systems software engineers have joined forces with our customers, to answer a wide-felt demand for an integrated, dedicated business software solution. The result is TugVision and we are most proud to present it.

Dedicated to Towage and Salvage

Harbour towage; sea towage; salvage and emergency response. These operations are complex, diverse, and hectic. They're subject to fickle weather and perhaps even more chancing crew; they demand short timeframes and punctual, rapid response; they flow fluidly from international to coastal waters to a wide variety of ports. Governing it all is the 'necessary evil' of QHSE: a constant web of ever-changing and more demanding regulations and protocols. It's a demanding environment and getting more so.

We hope TugVision will make the lives of teams in towing organisations significantly easier.

To summarize the most important features:

- The software comes fully integrated with Microsoft Dynamics NAV to provide a high level of compatibility.
- It brings end-to-end functionality for sales, purchase, project management, contracting, billing, finance and CRM.
- It delivers a communication layer to interface with 3rd party applications such as Port Data Management systems, mobile devices and eventual other systems.

ORIGINS OF TUGVISION

TugVision was originally developed to fill the needs of Kotug, one of our long-standing customers in Towage and Salvage. From a simple module for CRM and invoicing, the solution moved to service their tug operations as well – a move that turned out to be greatly appreciated by all those working with the new solution. At this point we realised that the benefits of an ERP solution dedicated to the towage and salvage industry might make a great difference for the entire sector. After a second successful implementation at a different customer, we found we were close to perfecting the module. Today, TugVision is completely upgraded to the newest version of the widely known Microsoft Dynamics platform and ready for your approval. We sincerely hope the software will meet and exceed your expectations.

Topics to cover

1. Order to Cash
2. Dispatching
3. On-board usage
4. QSHE
5. In Closing



1. Order to Cash

Calculations take time and effort. Many tug organisations rely on a disjointed array of spreadsheets, documents and notebooks. With TugVision we've sought to bring speed, efficiency and reliability to the order-to-cash process. Users can simply register their clients, price specifics and contract details. Invoicing is immediate and flexible.

EACH PORT ITS OWN RATES

The user starts by choosing a preconfigured rate set: a port or port area - and the base rates that apply here. They select units: days, hours, job or ship length, tonnage and type. They can add premiums, discounts and specific rate for certain services. Variables and states such as cancellations, dead ship, extra pushing, holding astream waiting, and bunkering are a single entry each to add.

EACH CUSTOMER ITS OWN REALITY

Per client the user may enter multiple (lump sum) contracts to significant detail. These may document individual rates, discounts and commission agreements as well as contacts, brokers, agents and ship-owners. Users can see, in an instant, which invitations and mailings they have sent and any marketing tasks that are still waiting. In this sense, TugVision is providing a total CRM solution geared completely towards Towage & Salvage.

FLEXIBLE INVOICING

Based on jobs carried out, detailed automated calculations, existing contracts and rate lists, TugVision generates invoices automatically. Users may determine exact layouts and process-to-send for invoices: via c/o-agent or by e-mail. Separate invoices for discounts are easily arranged.

POWERFUL INSIGHT

Microsoft Dynamics NAV and TugVision are fully integrated financially. Any financial log in the system triggers a mutation in the corresponding ledger account. Having all this data available in a single integrated software solution allows users to aggregate management data for overall convenience. An up-to-date overview of key metrics is available at any moment.

2. Dispatching

Planning and dispatching are TugVision's prime focus. Teams need accurate and immediate information to plan efficiently. TugVision allows users to schedule movements, assistances per job and any other services as easily as they'd schedule their meetings in a calendar.

To support operations planning, TugVision features a series of connections to the essential global data services that give real-time insight into ship locations, ship data and port data. This data streams also include all ship movements at various ports. Users have access to current ETA, ETD, moorings, numbers, shiftings and pilot tables as well as how these data impact their planning in TugVision.

TugVision also allows users to import AIS data for easy monitoring of ships within a designated area. Users may determine lines of passage and have the system warn them when a ship passes any. Ship data may be imported through a direct coupling into a ship's log module. Ship's owner histories are available as well as ship's lengths, widths, and keel depths.

If ports other than Rotterdam are of interest, TugVision can easily be set up link to their data streams and management systems.



3. On board usage

We have worked to prepare TugVision for action as both a digital steward and a purchasing officer, keeping track of all relevant on-board inventories. Minimal, maximal and actual stock are available at all times: at fleet level as well as per ship. Users may mark purchase points for critical parts and TugVision automatically suggests making a purchase when inventory drops below a set point.

The on-board module further allows for making a request to purchase directly from on board for stock items, provisions, bunkering and spare parts. Users at shore can process the various purchase requests made by different tugs, combine them into a single order to perhaps net a discount. Receipt registration takes place on board; the purchase invoice arrives via email and is processed and stored centrally.

The ease of adding checks and balances to purchasing is worth noting.

Purchase requests from on-board modules may be set to require authorisation from co-workers at the office before processing. Users may set individual purchasing limits to receive a warning when these are being crossed. TugVision further allows users to evaluate purchasing histories by ship, supplier, work order or project as well as to track supplier quality of service by monitoring backorders. A well-structured purchase process is a key to efficient and sensible spending.

4. QHSE

Safety and quality are essential to your business – in the interest of the team as well as the customer. TugVision was built to perform as a quality assurance officer. The solution tracks and safeguards the various degrees in your organisation - from near misses (damages and/or injuries) to non-conformities. Register any (near) incidents on board and then plan the necessary follow-up steps as prompted to-dos to prevent any repetitions.

TugVision supports all QHSE aspects required to adhere to ISM regulation, ISO certificates, coast guard rules and all the rules and regulations that are on the rise in Towage and Salvage. There is no choice but to adhere and manage these – at least for any tug organisation with long-term sustainability in mind. We've worked meticulously to integrate QHSE throughout TugVision.

Crewmembers may sign regulations digitally via their permit-to-work. Any changes in regulation are directly communicated to crew and other people involved via email. Checklists and reminders are maintained in TugVision for exercises and drills, meetings and inspections. All training materials stay in top shape; all your manuals are kept up-to-date. The detailed trend analysis in TugVision gives users the comfort of knowing that QHSE protocols are kept compliant with current standards. All (fleet) data is available from one central location and any audit will see required data presented quickly and accurately. The safety of the crew is enhanced; an international reputation for quality is upheld.

In closing

We hope you'll join us in the opinion that a new chapter in business process management has arrived to Towage and Salvage; we're proud to have made this change available to your organisation. TugVision's significant improvements to 1) your pricing, contracting and invoicing, 2) your dispatching, 3) your on-board usage and 4) your QHSE will put a smile on your shore management and a smile on your crew.

www.tugvision.com