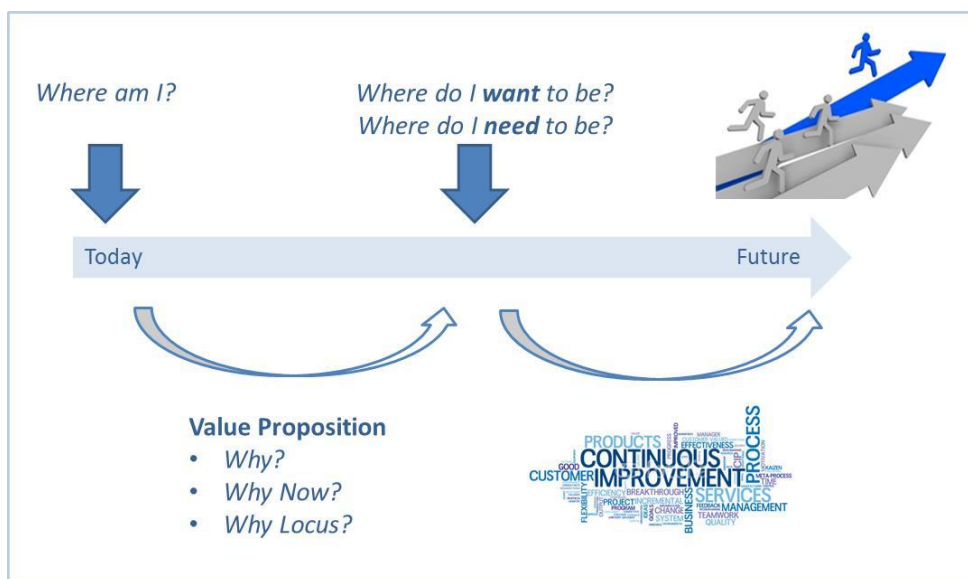


Your Journey to Your Destination

At Locus, we try to make the selection and implementation of a new shipping solution as straightforward as possible. We do this by:

1. Focusing on *your* requirements, rather than on software functions and features
2. Providing a solution which can be easily configured to adapt to *your* business processes
3. Delivering the solution as a cloud based service allowing you to use exactly what you need, when you need it and incrementally expand your solution over time

An important part of this process is to help identify your current situation, where you need to get to, and your longer term vision. These are all important in making sure the solution delivers to your key priorities, delivers early value and provides a roadmap to future value.



To support this effort, we have developed a straightforward time-efficient process which we call the *Odyssey Value Roadmap*.

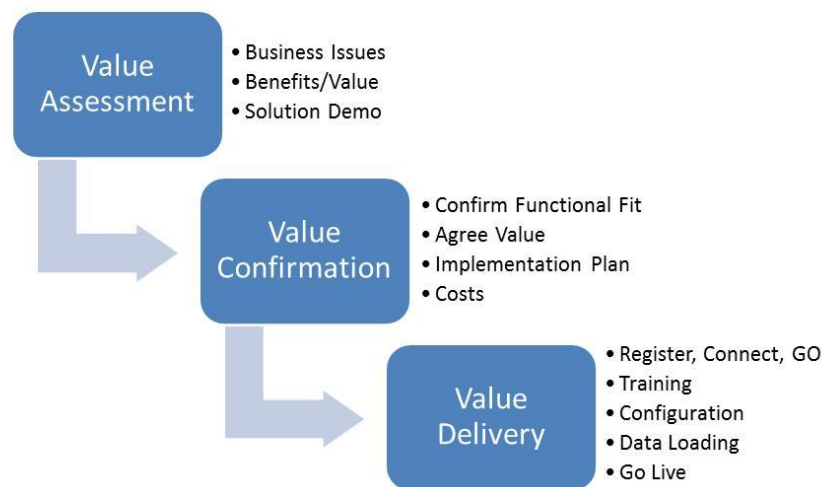
A short *Survey* allows us to tailor an initial solution demonstration specifically to you, your current situation and key areas of *Gain* or *Pain*.

The *Value Assessment* allows us to jointly develop a specific Value Proposition and to ensure we have a clear understanding of your requirements.

Value Confirmation ensures that you have a clear perspective of how the solution meets your specific requirements, together with details of the implementation process and associated costs.


In the past Software was often sold as an *out-of-the-box* solution. The reality fell far short of this promise and led to significant customization costs and/or compromise by running your business to meet the functional and process constraints of the software.

Odyssey Value Roadmap



At Locus, we make every effort to help our customers avoid these traditional barriers to success. Through a combination of a flexible, highly configurable cloud-based solution and our engagement process, we ensure that we always focus on you and your requirements, now and in the future.

Value Proposition

<p>Reduce Costs</p> 	<ul style="list-style-type: none"> • Reduce initial cost of deployment • Reduce Lifetime Cost (TCO) • Reduce Operational Costs • Eliminate Costly System Upgrades
<p>Increase Efficiencies</p> 	<ul style="list-style-type: none"> • Reduce door-to-door booking time • Reduce Schedule maintenance Time • Significantly reduce manual intervention • Improve Collaboration with Agents and Shippers • Single Version of the Truth for all
<p>Increase Revenues</p> 	<ul style="list-style-type: none"> • Improve Demurrage and Detention recovery • Reduce miss-quotes and Pricing errors • Increase opportunity through improved customer service
<p>Improve Customer Service</p> 	<ul style="list-style-type: none"> • Reduce firefighting and customer issues • Increase Customer Retention • Improve Customer experience through Customer Portal • Collaboration and Visibility