



Streamline & Automate Billing Processes



Capture and Invoice for ALL Customer Events



Eliminate Revenue Leakage and Improve Revenue

Did you know that the logistics industry under invoices for work it does by an average of 3-12%? This results in revenue leakage that robs your business of hard earned profits. **At an average of \$100 per TEU, this could amount to \$3 million to \$12 million in lost revenue.**

Many terminals today have challenges that are inhibiting their ability to capture all the events that are billable. The peaks and pressures of handling larger ships are prohibiting administrative teams from capturing all events and sending out invoices in a timely manner. In fact, a recent survey shows that 33% take more than three days to send out invoices after a vessel departure and 10% to 25% of first invoices contain errors.

Navis Billing collects billable events directly from the TOS and determines the tariff for the events based on customer contracts. N4 Billing is seamlessly integrated onto N4. With N4 Billing, you can create invoices, record payments, and apply credits to invoices. N4 Billing can interface with other 3rd party enterprise applications. This provides for a complete and accurate solution that can invoice for all services provided, improving revenue.

As a part of the TOS, N4 Billing enables you to:

- Access and update real-time billing data from virtually anywhere in the world with nothing more than an internet connection.
- Perform full billing application upgrades without the need for client workstation installs or upgrades.
- Allow internal and external terminal user's access to the billing application with minimal training and virtually no client workstation requirements.
- Simplify and standardize process and service structures to drive productivity and automated invoice generation/issue
- Breakdown silo's across the business and remove duplication in work/effort
- Deliver clear accountability / ownership for end to end business processes
- Improve data quality to support better decision making
- Rationalize the number of reports and stop manual 'massaging' of data
- Spend more time analyzing data to provide business insights

BENEFITS



Capture all billable events



Simplify Service Structure



Faster & Standardized Billing Processes



Single Source of Truth



Improve Billing Accuracy



Improve Customer Satisfaction with Reduced Invoice Queries

BENEFITS OF INTEGRATING BILLING WITH TOS EVENTS DATA

| | What will change? | Business Benefit |
|---|--|--|
| Management Reporting | <ul style="list-style-type: none"> ■ 'Single source of truth' ■ Standard data structure and reports ■ Management reports rationalized | <ul style="list-style-type: none"> ■ Improved business intelligence ■ Reduce time spent generating reports ■ Improve data quality and accuracy |
| Ways of Working (Business Processes) | <ul style="list-style-type: none"> ■ Business processes standardized ■ Process "Exceptions" defined and volume of exceptions reduced ■ Finance team will spend more time per forming analysis/business partnering | <ul style="list-style-type: none"> ■ Improved productivity ■ Billing KPIs improved (E.g. # of invoices in dispute) ■ Business performance improved, by customer and type of service |
| Rationalization of Rates / Tariffs | <ul style="list-style-type: none"> ■ Service/Tariff catalogue used for commercial negotiation (vs. 'inventing' and 'coding' tariff structure in system) ■ Tariff structure/charging logic normalized | <ul style="list-style-type: none"> ■ Shorten turnaround time for invoicing and collection process ■ Reduce in system implementation and maintenance cost |
| Rebate / Discount Management | <ul style="list-style-type: none"> ■ 'Special treatments' logged and tracked per customer with system support ■ Rebates/discounts incorporated into system as standard practice | <ul style="list-style-type: none"> ■ Increase the transparency and visibility for customer performance on the system |

Choose Navis N4 Billing and consult with Navis Professional Services to optimize your billing and payment business processes, create insights for your commercial department, validate your billing rules, and ensure invoice accuracy. For more information on Navis Billing and Navis Professional Services Operational Consulting Services, please visit www.navis.com.



55 HARRISON STREET, STE. 600, OAKLAND, CA 94607, USA
 WWW.NAVIS.COM TEL: +1 510 267 5000 FAX: +1 510 267 5100 EMAIL: MARKETING@NAVIS.COM

Navis provides operational technologies that unlock greater performance and efficiency for our customers, the world's leading terminal operators. The Navis N4 terminal operating system (TOS) represents more than 25 years of experience and innovation that enables terminals to optimize their operations and move cargo smarter, faster and more efficiently. As an industry leading technology, more than 250 container terminals worldwide have partnered with Navis to improve performance, reduce costs and minimize risk.