

Oracle Transportation Management

A Vessel Shipping Perspective

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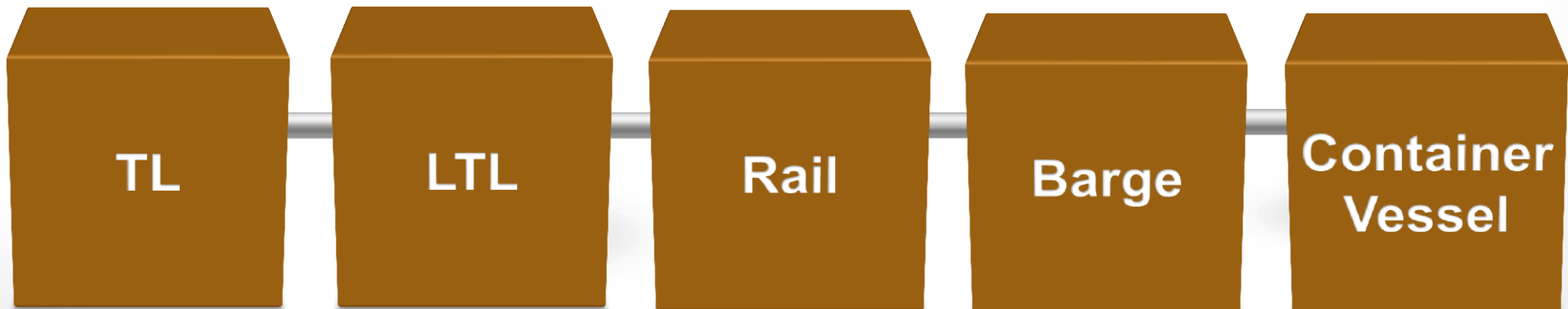


Agenda

- Overview
- Requirements
- Business Scenarios
- OTM Ocean Freight Capabilities
- OTM Configurations
- Challenges Faced
- Business Needs
- OTM Model
- Design Discussion
- Potential Enhancements
- Future Implementations

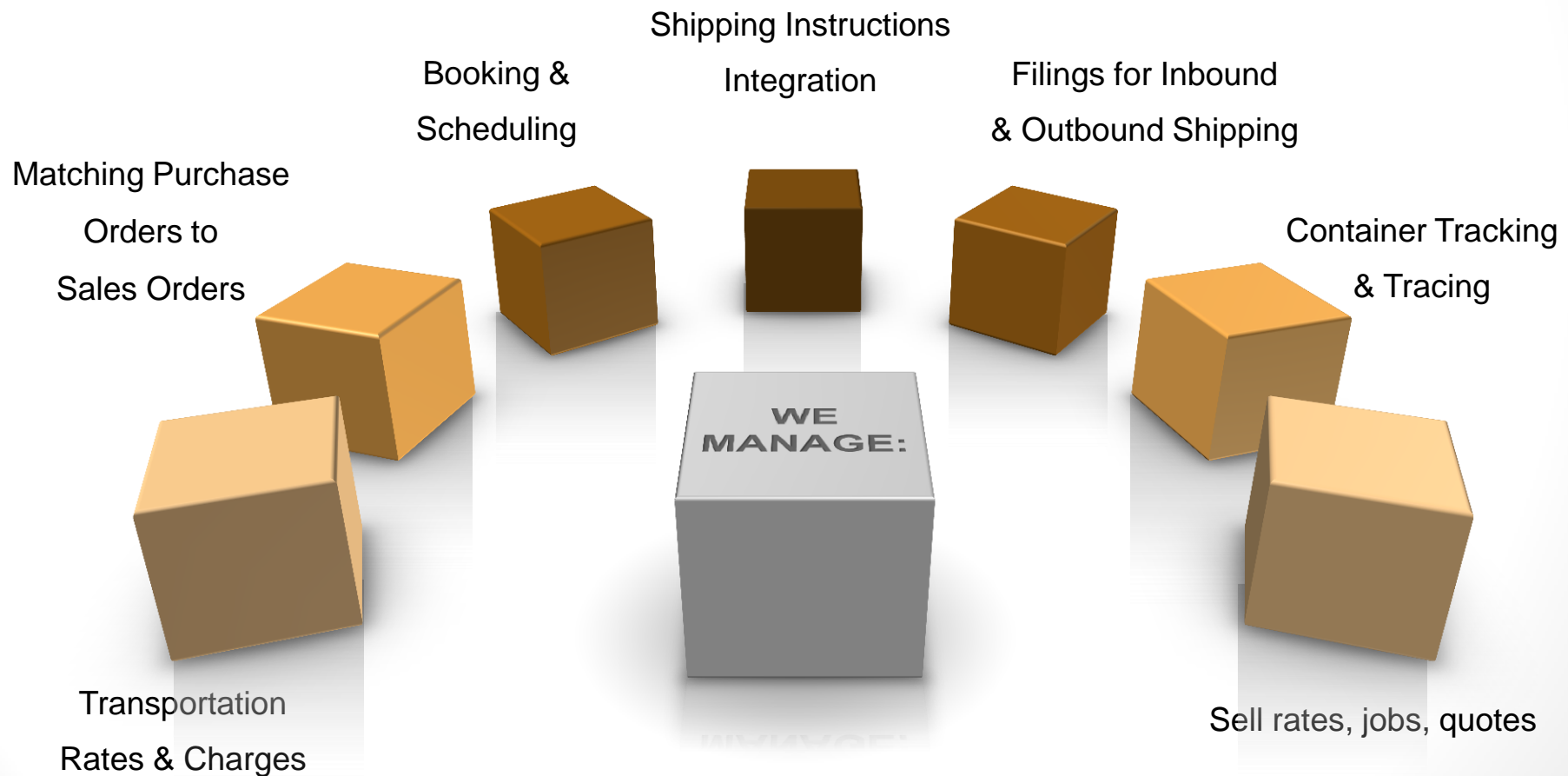
Overview

- 122-year-old agricultural commodity trading business
- Global Shipper managing domestic and international freight
- BCO: Serving as Shipper
- NVOCC: Serving as Freight Forwarder (not as Shipper)
- Transportation needs in nearly every market we trade



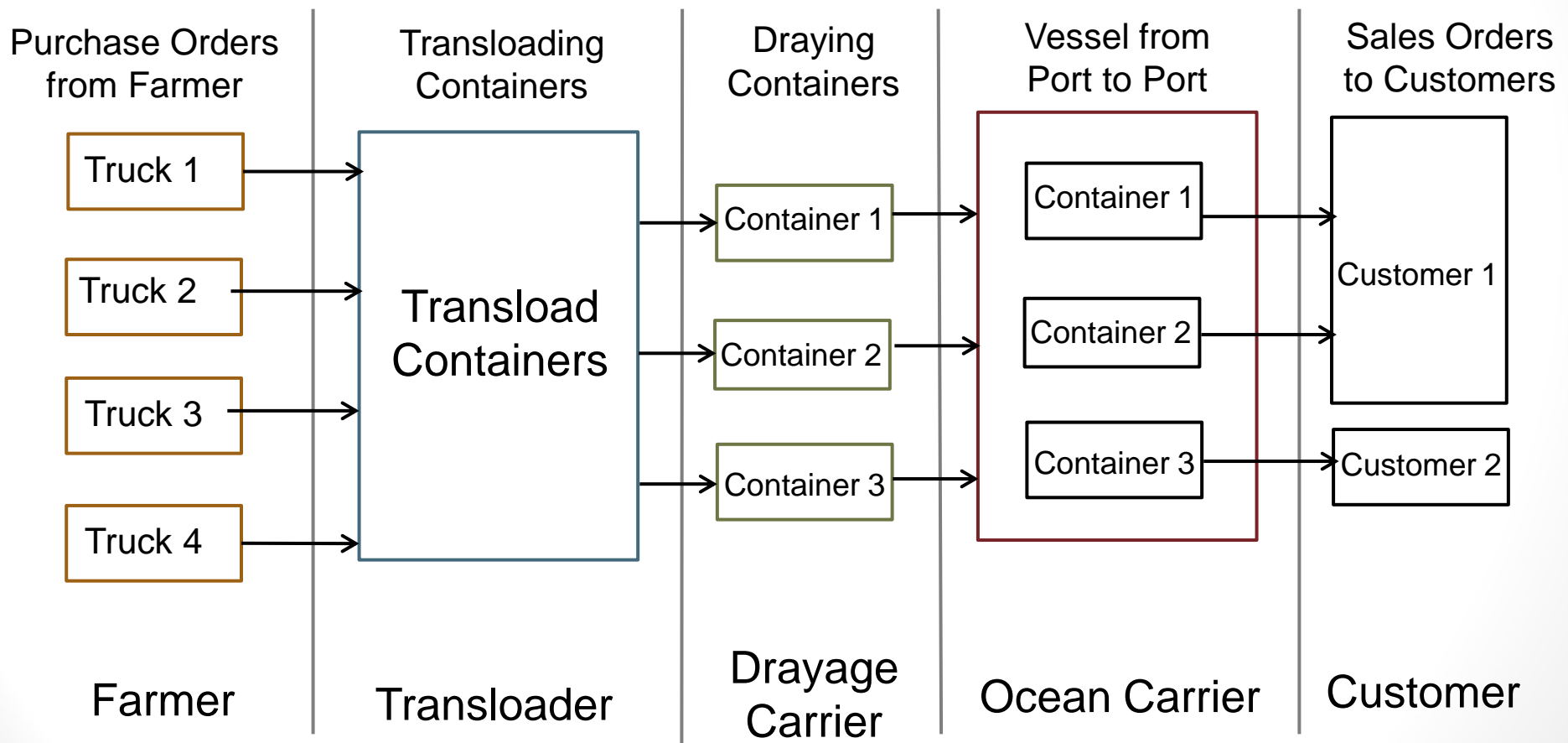
Requirements

Our vessel shipping requirements include and are not limited to:



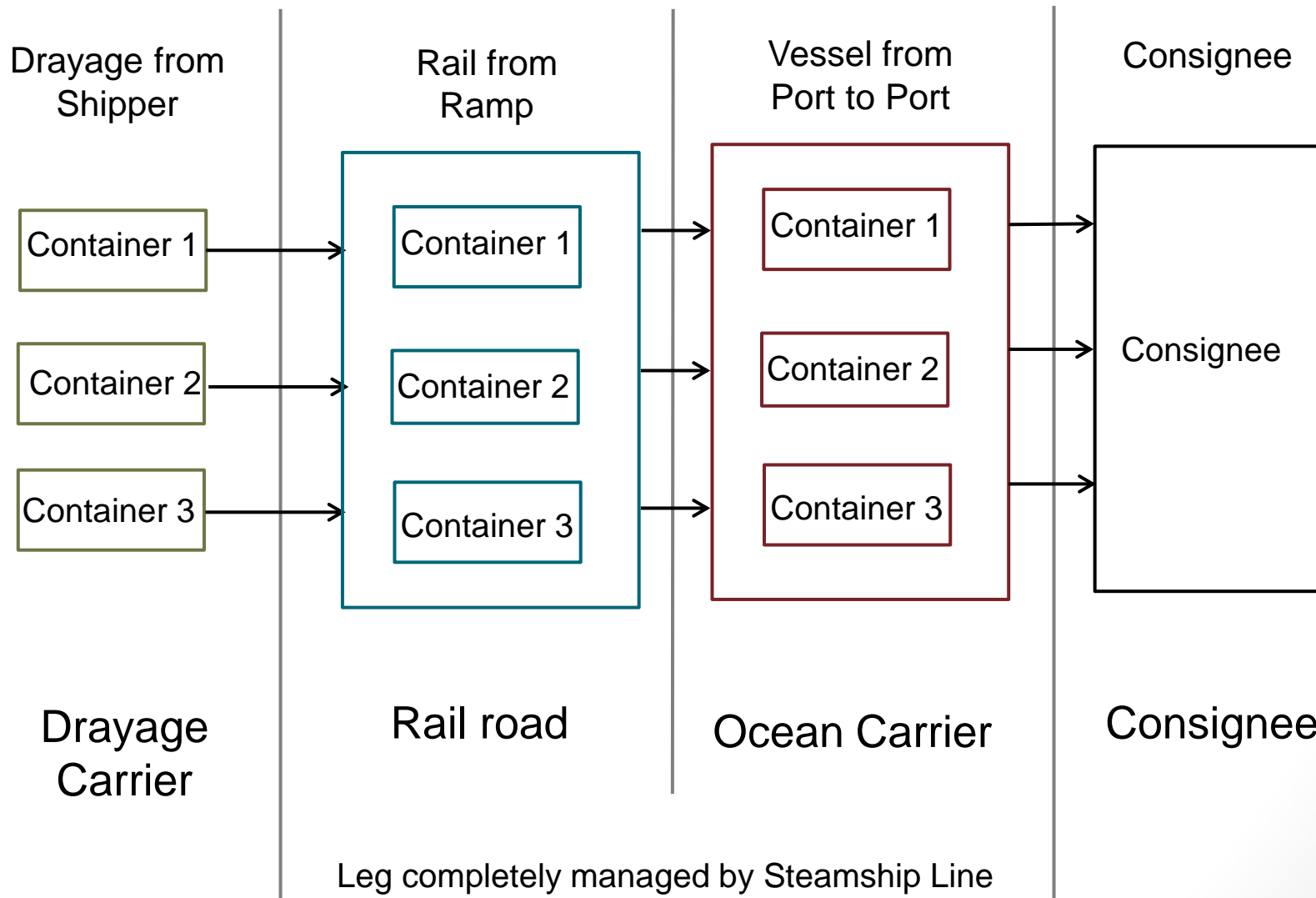
Business Scenarios

Scenario 1: Trucks – Transload – Drayage – Containers

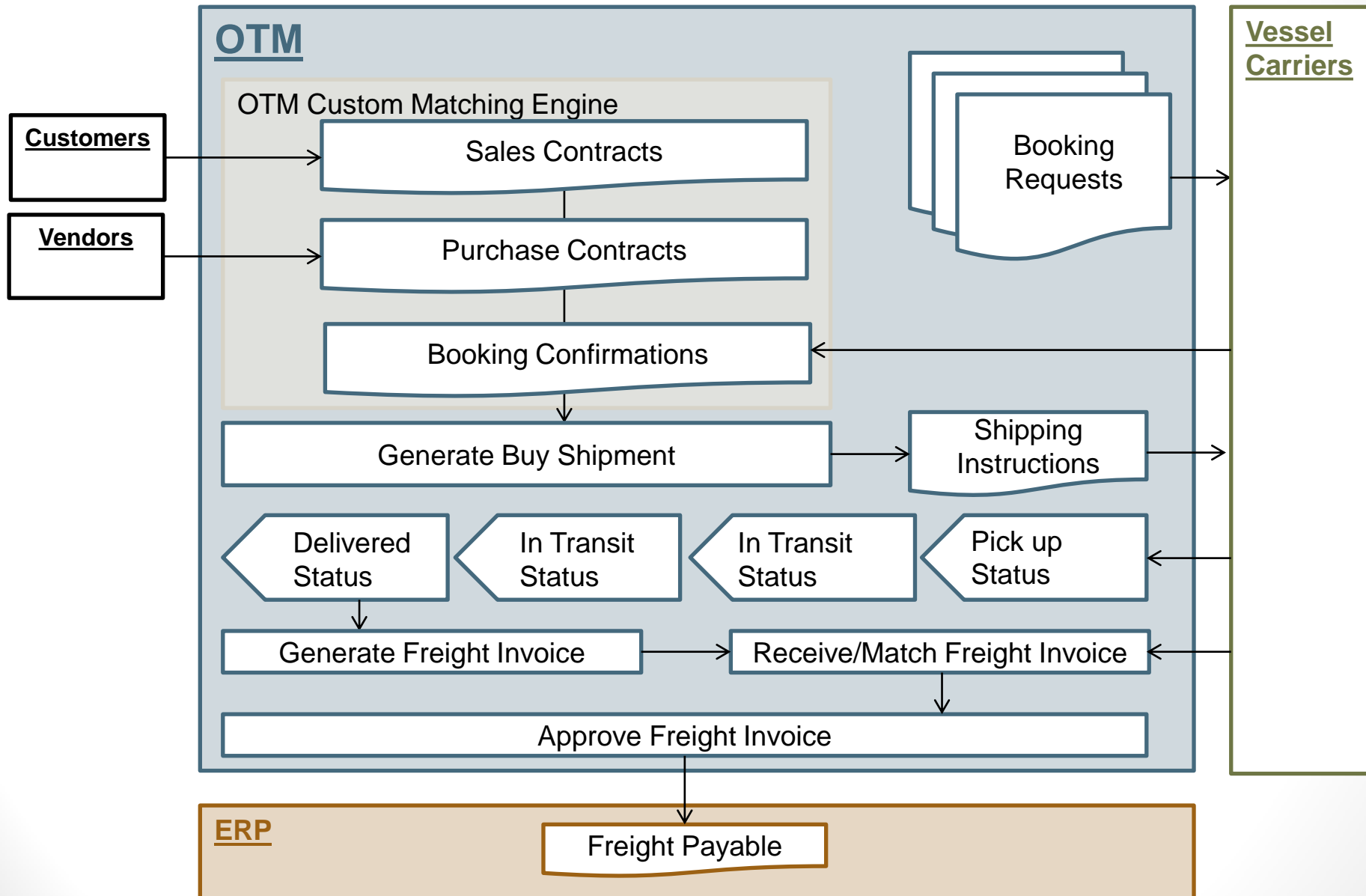


Business Scenarios

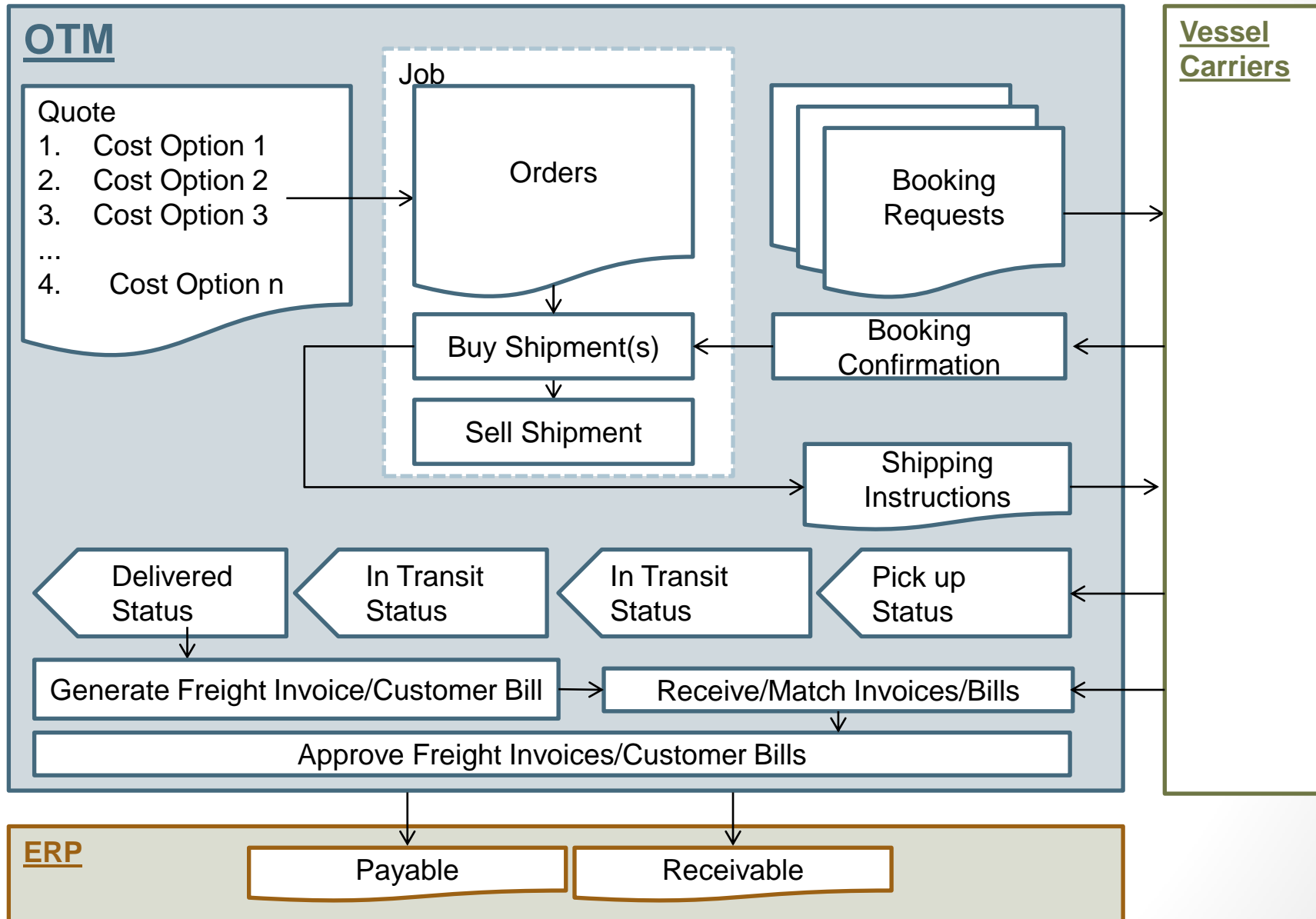
Scenario 2: Drayage – Railroads – Containers



Business Scenario (BCO Process)



Business Scenario (NVOCC Process)



OTM Ocean Freight Capabilities

- Rate management for drayage carriers, truckers
- Non-freight related charge management for transloaders
- Ocean voyage schedule visibility
- XML capability to integrate with external parties
- Support for CustomsInfo feed integration for tariff codes and denied parties
- Support for US AES filing
- Management for customer sell rates
- Jobs and quote management

OTM Configurations

We have configured OTM to do the following:

- Represent booking confirmations as Charter Voyages
- Query ocean carrier rates from third party rate management systems
- Track truckload shipments
- Interface with external parties to manage booking requests, shipping instructions, booking confirmations and container specific status messages
- Integrate Car Location Messages (CLMs) from railroads to track containers on rail
- Interface with trucking companies and ocean carriers to receive freight invoices

OTM Configurations

We have configured OTM to do the following:

- Interface with Scoular's ERP
- Receive product classification and restricted party data from a CustomsInfo feed
- Manage licenses/registrations for policy screening
- Submit AES filings with US CBP for US outbound shipping
- Manage freight invoices for truckers, drayage carriers, ocean carriers & manage freight bills for shippers
- Manage quotes & jobs for freight forwarding scenario

Challenges Faced

The way we expected to make booking requests was



Business Needs

- Custom screen to match purchase order with sales orders and booking confirmations
- No out-of-the box solution for entering shipment actuals
- Custom application for container swapping between bookings and contracts
- Customization to create one order release for one container

OTM Model

- Booking requests = **tender offers**
- Booking confirmations = **charter voyages**
- Each sales order = **one buy shipment**
- All sales orders shipped on single booking = **shipment group**
- Each container = **one order release**
- Each container = **one ship unit on sales order buy side shipment**
- Modeled container status messages = **shipment statuses**
- Modeled car location messages = **shipment statuses**

OTM Model

Container

Order Release/
Shipment Ship
Unit

Booking Request

Tender Offer

Booking
Confirmation

Charter
Voyage/Shipment
Group

Sales Order

Buy Shipment

Design Discussion

Looking for feedback on best practices:

- How are Containers modeled in OTM by other customers?
- How are Containers tracked on rail and water?
- Is rail-port move a point-to-point shipments?

Potential OTM Enhancements

- Ability to file AMS with US CPB for US Inbound shipping
- Additional support for regulatory filings like Japan 24
- Tracking events support at shipment ship unit level
- Secondary Charges applied at shipment ship unit level
- Ability to make booking requests to Ocean Carriers
- Quote to order release creation by for each container
- Ability to change orders and bookings on containers
- Ability to track shipment managed by multiple carriers

Future Implementations

- South America operations



Thank You

Discussion?
