



# Benefits to the industry

- Speed of transmission of data
- Ability of systems to communicate
- Minimized data input error
- Reusability of data

By putting in the efforts and cost towards E-Commerce, we can streamline our own processes and move resources to where manual intervention is necessary.



# Various Channels

Information can be received and sent via:

- Internet
- E-mail
- EDI

E-Commerce is not limited to those who can afford the time and cost of setting up EDI solutions. Products are available for use with the most common applications.



# Products Available

For shippers and forwarders:

- Booking requests
- Shipping Instruction submissions
- Bill verification, amendment, approval and printing
- Payment online (currently piloted in various countries)
- Vessel schedules
- Tracking shipments
- Rate requests
- Exception management and reports
- Statements



# Products Available

For haulage operators, customs and ports:

- Container moves on the vessel, terminals, and depots
- Container moves to and from customer locations
- Shipping instructions to customs



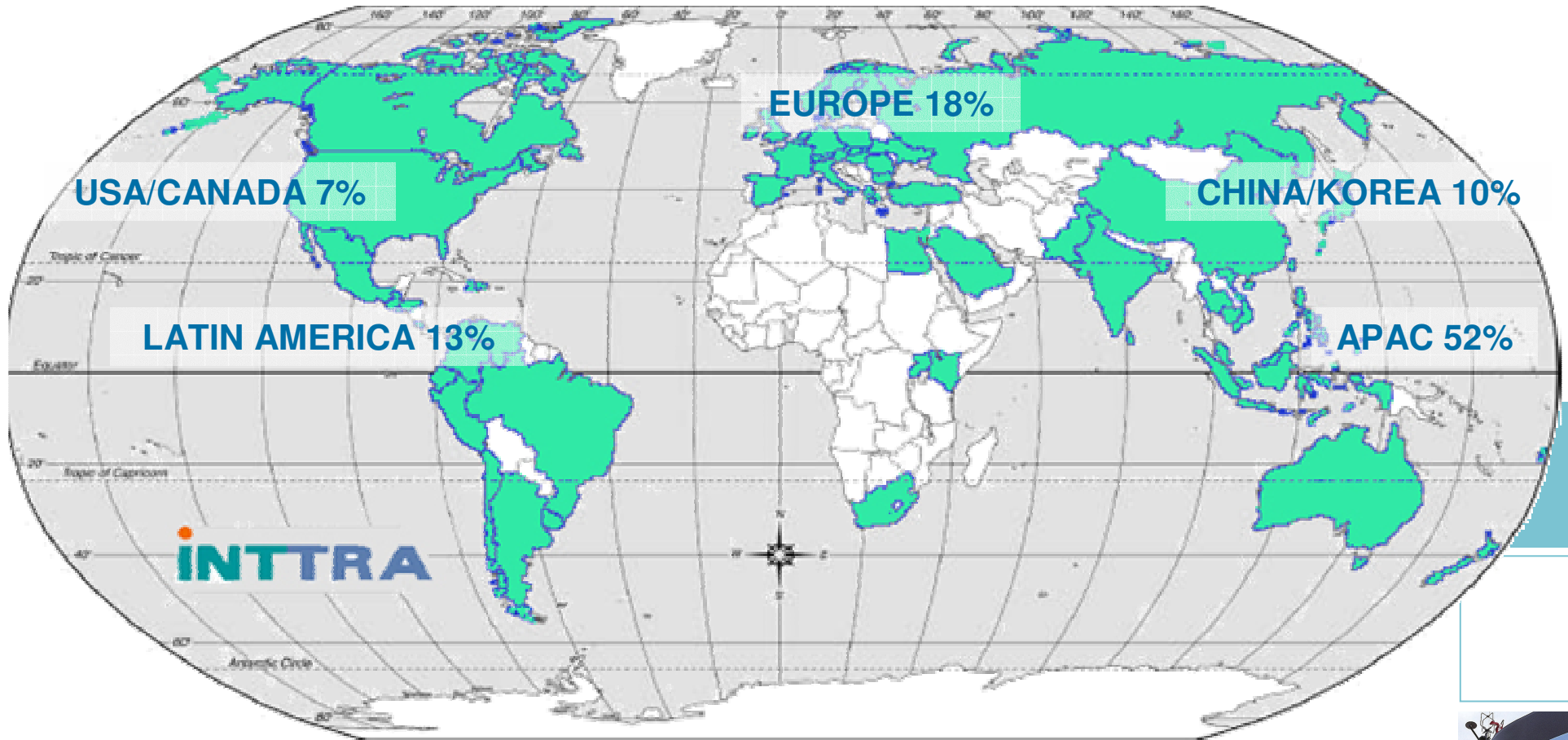
# What about standardizations and joint products ?

The Main suppliers are

1. Intra
2. GT Nexus
3. Cargomart



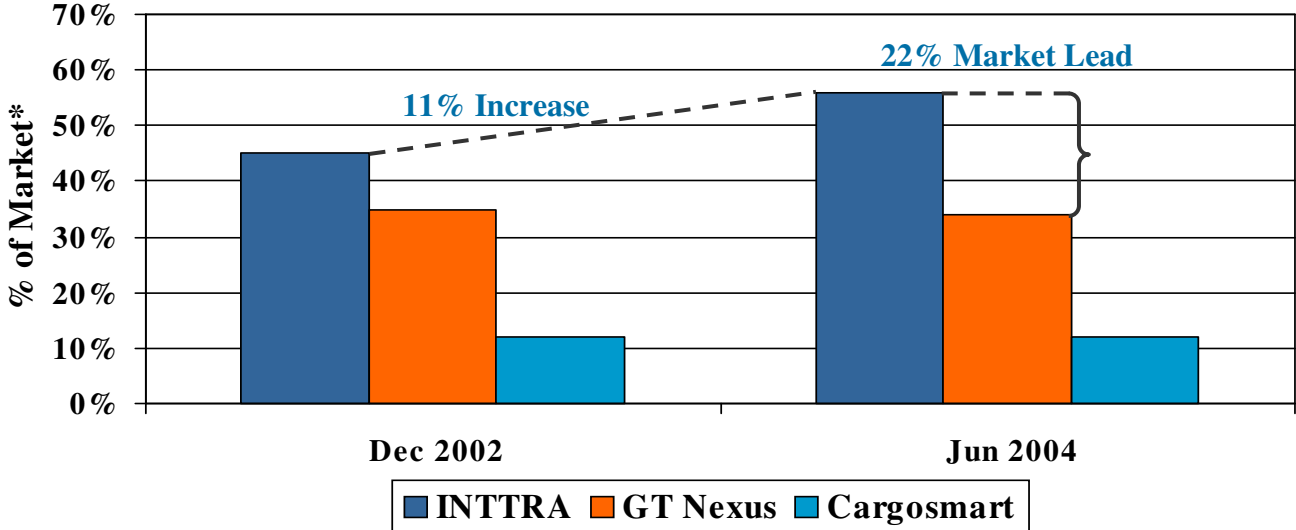
# Regional Diversity – June 2004



Regional Diversity – June 2004 – 69 countries

# INTTRA Market Share

## Overall Membership Coverage



- INTTRA Carrier Support
- INTTRA Momentum
- Customer Pressure



\* Top 30 Carriers per Alphaliner

# Current Processes



# New Process – The power of Intra



Shipper / Forwarder

One integration cost covers all

**INTTRA**  
CUSTOMER DRIVEN. CARRIER SPONSORED.



# Strategy

With E-Commerce, the shipping industry as a whole must work together to create a truly paperless environment, where information flows seamlessly from party to party.

