

Management  
**Dynamics Inc.**  
POWERING GLOBAL TRADE®

corporate overview



*Setting the standard*  
*for on-demand* GLOBAL TRADE MANAGEMENT SOLUTIONS

Companies must take a holistic perspective of **GLOBAL TRADE MANAGEMENT** in order to achieve operational excellence and meet financial objectives in today's increasingly global, complex, and risky business environment.

DIRECTOR, LOGISTICS EXECUTIVE COUNCIL  
ARC ADVISORY GROUP

## SETTING THE STANDARD

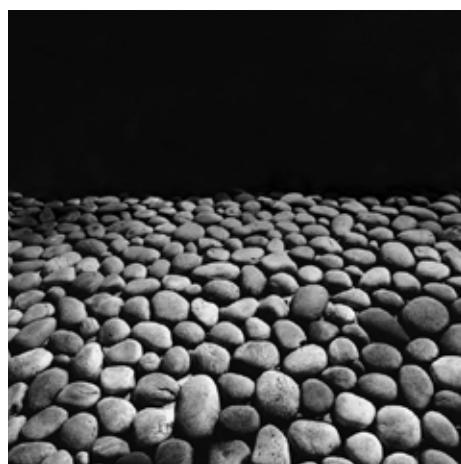
Management Dynamics is setting the standard for on-demand Global Trade Management (GTM) solutions for Global 2000 importers and exporters and logistics service providers.

Combining an expansive trading partner network, enterprise-class software and specialized trade content resources, we enable you to dramatically improve the performance of your global supply chain.

With the growth in international trade estimated to reach \$70 trillion by 2025, increasingly complex trade security regulations combined with the drive for the lowest cost of supply means that global trade management is now a strategic initiative for many companies.

**So, if managing supply risk, reducing total landed costs, ensuring compliance with import and export regulations, and accelerating cash-to-cash cycles are important to your business, we can help.**

Powered by the industry's most comprehensive and up-to-date database of global trade content and international business rules, Management Dynamics solutions achieve a higher level of automation and decision making accuracy. Our Global Trade Content is comprised of terabytes of data from 122 countries and allows customers to quickly factor tariff and contract rates into transportation costs; identify preferential duties and taxes when making sourcing decisions; calculate total landed costs; check all import and export controls and restricted parties lists; as well as determine the documentation required for cross-border commerce across 99% of the world's markets.



Processing **3 million** supply chain messages per day

Managing **10,000** contracts with 60,000 amendments per year

Enabling **10 million** interactive customer messages per month

Analyzing **500** trade content sources in 25 languages

## WHY MANAGEMENT DYNAMICS?

Since 1990, Management Dynamics has been developing and delivering software and related content and services for global trade management. We help our customers transform their business and gain market share by leveraging our industry and technology expertise. Our solutions are currently deployed to over 14,000 users in 70 countries and our customer base includes some of the world's leading retailers, manufacturers and logistics providers.

### *differentiators:*

- A complete solution that includes global transportation management, trade compliance and supply chain visibility
- Sophisticated, time-proven technologies with nearly 20 years' R&D invested in each product
- The industry's most comprehensive and up-to-date repository of global trade content and international business rules, addressing over 99% of the world trade market
- Data quality management technologies and processes to ensure the highest level of information completeness and decision-making accuracy
- On-demand delivery model that utilizes the latest Web-based technologies to minimize implementation cost and risk and maximize returns
- Rigorous 17-step quality management process ensures content is accurate and up-to-date at all times (ISO 9001:2000 certified)
- Unified architecture that integrates seamlessly with ERP, WMS and other enterprise application systems
- Performance management tools to benchmark and improve operations as well as enhance compliance with Sarbanes Oxley initiatives
- Global presence with offices across the US, Europe and Asia, and 24/7 multilingual service and support capabilities
- Strong financial stability with two decades of consistent profitability and year-on-year growth

*address mission-critical business challenges in the following areas:*

Supply Chain Visibility & Performance Management

Trade Automation

Trade Portals

International Transportation Management

Global Trade Content

- Supply Chain Visibility 
- Trade Automation 
- Trade Portals 
- Transportation Management 
- Global Trade Content 

**SUPPLY CHAIN VISIBILITY & PERFORMANCE MANAGEMENT**

Our supply chain visibility solution integrates all order, shipment and inventory information to give you a complete view of operations to a SKU level. We also offer performance management tools that collect this mountain of operational data to power the dashboards and scorecards that you need to continuously improve your processes.

**TRADE AUTOMATION**

We fully integrate and automate export, import and trade agreement processes. Our trade compliance solutions are deeply integrated with Global Trade Content to improve efficiency and accuracy of decisions related to calculating landed cost, classify products, screening for restricted parties, managing licenses, complying with import/export controls and producing documentation.

**TRADE PORTALS**

Trade Portals extend our GTM solutions to your trading partners. Improve process execution through collaboration by soliciting suppliers to provide FTA certificates, coordinating purchase orders and managing ship windows with suppliers, or planning origin operations with your logistics provider partners.

**INTERNATIONAL TRANSPORTATION MANAGEMENT**

Our solution enables you to manage sea freight and airfreight transportation saving companies over 8% in total freight spend. This level of benefit is realized by automating the process to optimize your annual tender, centrally manage approved carriers, routes and rates, optimize carrier selection, and audit freight bills.

**GLOBAL TRADE CONTENT**

Our GTM solutions are all integrated with Trade Content to provide the highest levels of automation and accuracy. We cover over 122 countries today with comprehensive coverage of harmonized tariff schedules, standard and preferential duty rates, regulatory controls, denied party lists, documents, quotas, and much more.

*are purpose-designed to help you gain the maximum benefit from your chosen technology solution:*

**Global Professional Services (GPS)**

Management Dynamics GPS provides a unique blend of subject matter experts, information technology (IT) professionals and project managers working under a common methodology to implement your chosen solution and deliver a return on investment (ROI) on time and within budget. Our subject matter experts in GPS have years of experience implementing enterprise-wide solutions and have tremendous experience with a wide range of customers and industries. They are highly trained and experienced in industry-standard applications and integration technologies.

Management Dynamics GPS covers four areas:

**ASSESSMENT**

We provide a deep understanding of the business process involved in each project, and conduct regular assessments to discover new areas for improvement.

**IMPLEMENTATION**

We utilize a proven implementation methodology for deploying our GTM solutions, building upon past experiences and best practices to deliver successful projects to our customers. Our thorough designs and documentation yield mutual benefits to Management Dynamics and our customers via easier production support and upgrades.

**EDUCATION AND TRAINING**

We provide training to users of our applications to ensure proper compliance and efficiency, including sessions for end users, solution administrators, and technical operators.

**MAINTENANCE AND SUPPORT**

As an application provider, our commitment to our customers doesn't end with the implementation. We provide 24 x 7 production support for any critical issue raised by our customers. In addition, we provide customers with routine maintenance support on application upgrades, regulatory compliance, and any upgrade or report modification.



Management Dynamics' on-demand global trade management solutions are designed to meet the exacting requirements of Global 2000 enterprises, medium and large-sized importers and exporters, and Third-Party Logistics Providers (3PLs). Demonstrating leadership in the aerospace and defense, apparel and textiles, automotive, chemical, consumer packaged goods, financial services, high technology, pharmaceutical, retail and transportation industries, we have a proven track record that spans nearly 20 years. With a reputation for software excellence and innovation, Management Dynamics powers the global operations for some of the most successful companies in the world.

"Management Dynamics has **broad global trade content and a demonstrated process for keeping it current.** Its architecture reflected a true understanding of the needs faced by our trade practitioners."

SENIOR TRADE DIRECTOR AND LEGAL COUNSEL  
BAKER HUGHES

"We needed a scalable solution that could easily handle our high volume transactions and had the ability to **support hundreds of users across multiple time zones.** Management Dynamics will become the trade compliance standard for all of our Oracle implementations worldwide."

GLOBAL DIRECTOR, BACK OFFICE TECHNOLOGY  
INGERSOLL RAND

"Management Dynamics has the only solution on the market that **performs audits on bottom line calculations before the shipment arrives.**

We are extremely impressed with Management Dynamics' depth of expertise and commitment to our business."

VICE PRESIDENT OF CORPORATE LOGISTICS  
PERRY ELLIS

"Management Dynamics' Trade Import solution has simplified Panasonic's import transactions by integrating critical global shipping information into our systems in real-time. As a result we have started to achieve **end-to-end visibility of our entire supply chain.**"

GROUP MANAGER  
PANASONIC LOGISTICS COMPANY

"Management Dynamics' content is accurate and delivered on time, allowing us fast and efficient implementation globally. **Their solution for export controls is one of the best in the business, and has kept us penalty-free.**"

DIRECTOR GLOBAL TRADE COMPLIANCE ADVISORY GROUP  
AIR PRODUCTS & CHEMICALS, INC.

"Management Dynamics has the first solution we have found that can effectively handle the complexity of our **ocean contracts** and eliminate the hassles associated with traditional text-based contract management."

PRESIDENT  
OCEAN WORLD LINES

"Management Dynamics has been **an invaluable partner in supporting our vision for a true collaborative trading partner network,** and we look forward to working with them as we seek to leverage this solution to forge deeper links with our vendor and carrier community."

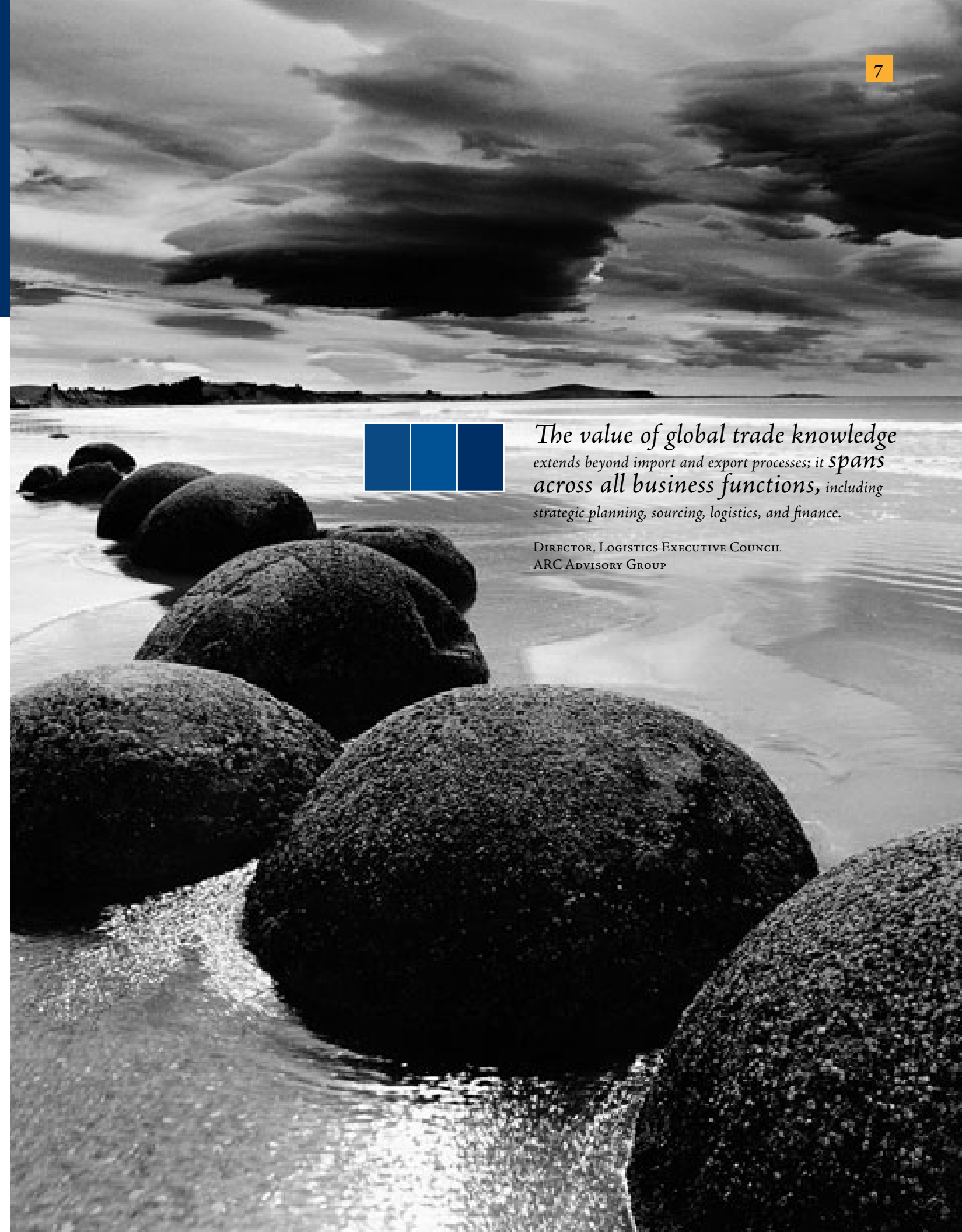
VICE PRESIDENT CORPORATE LOGISTICS  
GLAZER'S FAMILY OF COMPANIES

We needed a truly global integrated import/export trade compliance solution to support our high volume transactions. **We have rolled the solution out worldwide and are processing millions of transactions per year** and have interfaces with multiple ERP systems and 1,300 users in 42 countries."

DIRECTOR GLOBAL TRADE & SECURITY  
AGILENT TECHNOLOGIES

"We selected Management Dynamics for its ability to **provide supply chain visibility and compliance solutions on a single platform** as well as its depth of international trade content, its long standing history in the marketplace, and strong presence in other countries."

IMPORT EXPORT COMPLIANCE OFFICER  
BUNZL DISTRIBUTION USA



The value of global trade knowledge extends beyond import and export processes; it **spans across all business functions,** including strategic planning, sourcing, logistics, and finance.

DIRECTOR, LOGISTICS EXECUTIVE COUNCIL  
ARC ADVISORY GROUP

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