Softship

WISETECH GLOBAL GROUP

Softship LIMA

Making shipping simple

A modular liner management software solution designed to simplify and streamline administrative processes so you can focus on delivering your services.

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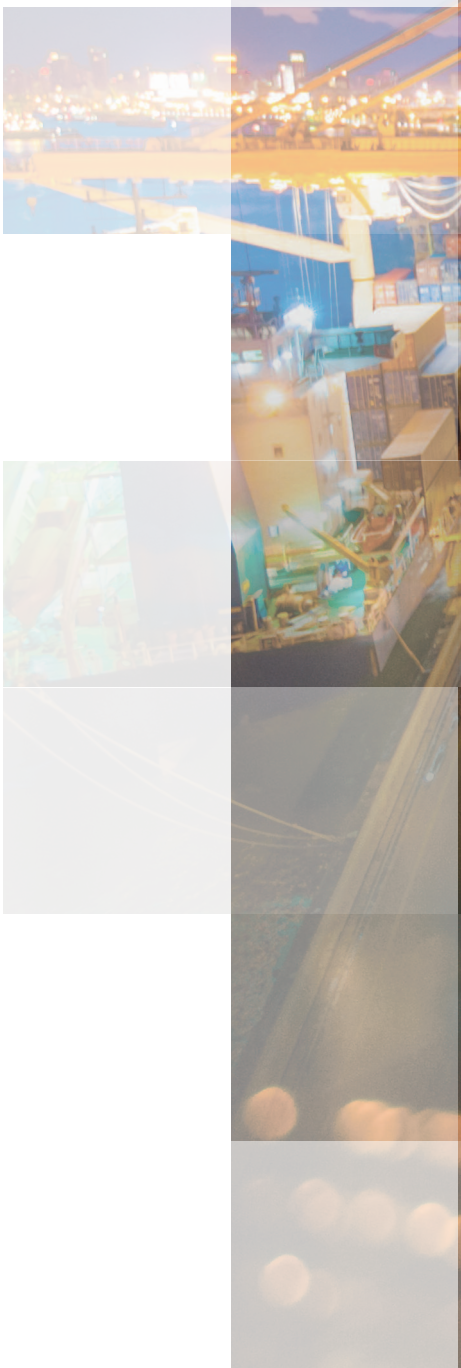


Contributing to strengthening our client's business, Softship has established successful long-term business relationships across the liner shipping segment for more than 30 years. Driven by sustainable organic growth, Softship showcases longevity in a volatile business ecosystem.

Our software solutions are designed specifically for the liner shipping industry and are tailored to meet each company's unique commercial and operational needs.

As part of the WiseTech Global group, we have the global network, resources, capital and scale to ensure you always stay ahead of the curve in an increasingly digitalised and data-driven industry.

Liner Industry Expertise

- Transport & shipping experts
- End to end implementation by Softship staff
- 200 liner shipping projects worldwide

Softship LIMA

A software solution designed for liner carriers

Softship LIMA handles the administration of all operational, financial and commercial core processes of any liner carrier in real-time.

By facilitating the seamless flow of data and information across your organisation, you will have greater transparency and control. Duplication is eliminated, administration time is reduced, and costs are contained, allowing you to streamline your processes and work more efficiently.

How it works

Softship LIMA is a modular liner management software solution designed to provide optimum company-wide support for liner carriers of any size. For added flexibility, software modules are also available as standalone applications to manage specific activities and can be integrated into existing software.

Softship LIMA core applications

- **Softship.Commercial**
- **Softship.Equipment**
- **Softship.VOYCES (Fleet Operations)**
- **Softship.Finance**

Benefits of Softship LIMA

Suitable for all cargo types

Softship LIMA is designed for container, roro/high and heavy, and break bulk liner carriers and able to handle a variety of cargo types.

Tighter control over yields

Sofship LIMA calculates estimated costs at quotation/contracting stage and supports yield optimisation from the beginning of the customer service process. Pricing is governed by tight margin control, and each user assigned a role and authorisation level.

Tailored to your business

Softship LIMA supports best practices, which are configured together with our team to meet the precise needs of your business, now and in future.

EDI Management

Softship LIMA allows you to own your EDI process and maintain flexibility by setting up new EDI trading partner profiles yourself. Softship's generic EDI approach is key to ensuring you can flexibly map EDI messages using your own mapping tools and adjust those as needed.

Cloud-based or locally installed

Softship LIMA can be installed onsite or hosted in Softship's remote data centres, with the option to run your solution through a web-based platform without the need to procure hardware, third party licenses or administration services so you and your agents can work from anywhere, and on any web-enabled device.

Integration with existing IT systems

Softship LIMA is carefully integrated with your inhouse IT systems using interfaces, EDI, APIs or Web Services. Softship's expert installation teams will ensure the seamless flow of data between new and existing systems using state-of-the-art development and integration methodologies.

Continued protection against risk

Softship LIMA is continuously monitored by our expert teams. Functional enhancements and updates to the software ensure that your business is always protected from risk, and in the best position to adapt to industry change.

Direct engagement with all agencies

Softship LIMA directly engages all your agencies to contribute with direct system inputs, so you can control more of your internal and external communication and information sharing through a single system, making it simple to engage agencies and work efficiently, from start to finish.

Softship.Commercial

Softship.Commercial provides complete visibility and management of tariffs, contracts, quotations, contribution margins, booking and documentation, allowing you to manage your agents as they perform the day-to-day transactions required to deliver a quality service to your customers.

The module will eliminate duplication, enhance booking controls and increase your billing accuracy through a faster and simplified revenue collection process. It also enables you to optimise your cargo mix, allocate space and equipment efficiently and enhance your overall level of customer service.

Route & Tariff Finder Engines

The system automatically finds and applies routes with multiple, intermodal legs and prices them in compliance with agreed service level agreements (SLAs).

Operational Routing

Every carrier has the option to route cargo at convenience, regardless of the SLA to customers. This will not interfere with customer's contracted services and will be considered in the yield calculation.

Agency Front-End

A fully customisable user interface (UI) for all agency users, allows for a single-entry reporting principle and transparency across all contributors in the transport execution chain.

Quotations

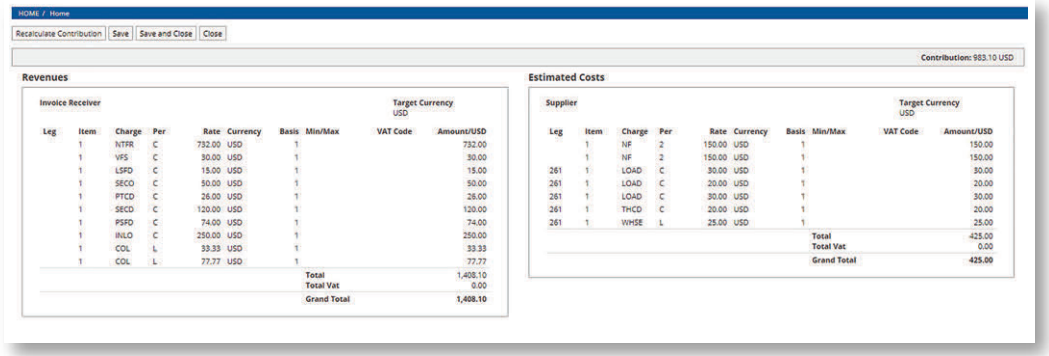
Spot quotes can be issued manually or systematically based upon existing minimum tariffs. Auto-rating at the booking stage allows proper usage of agreed T&Cs with customers and affiliates.

Contracts

Long-term or volume-based agreements with customers can be stored as service contracts. Minimum quantity commitments, volume discounts and comprehensive rebate schemes can be maintained, as well as multiple location and cargo combinations within the same contract.

Bookings

Comprehensive bookings with single or multiple legs covering the entire multimodal chain of a carrier's service value proposition are covered. This includes simple port-port shipments and feeder traffic, as well as multi-leg and multi-modal transport routing. Pricing and routing engines allow you to apply valid T&Cs for spot and VIP customers alike.



Commercial.Booking – contribution margin

Auto B/L

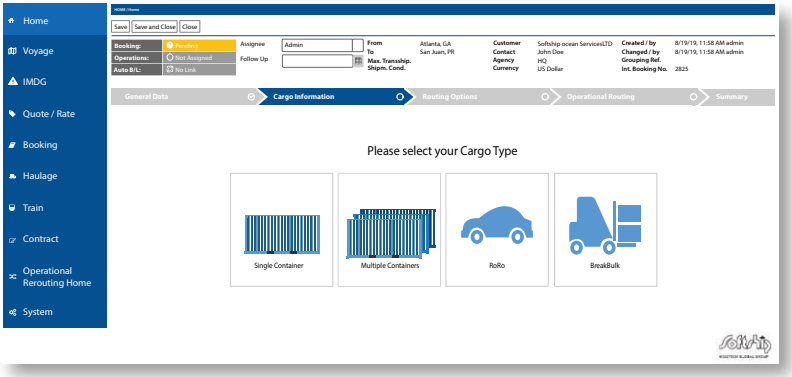
The swiftest way to create a Bill of Lading is to change the booking status from Booking to Auto Bill of Lading, creating a Bill of Lading automatically to save you time. For exceptions and alternate business scenarios, additional Bill of Lading features are available with more extensive functionality to reach the 100% transaction compatibility benchmark.

Haulage

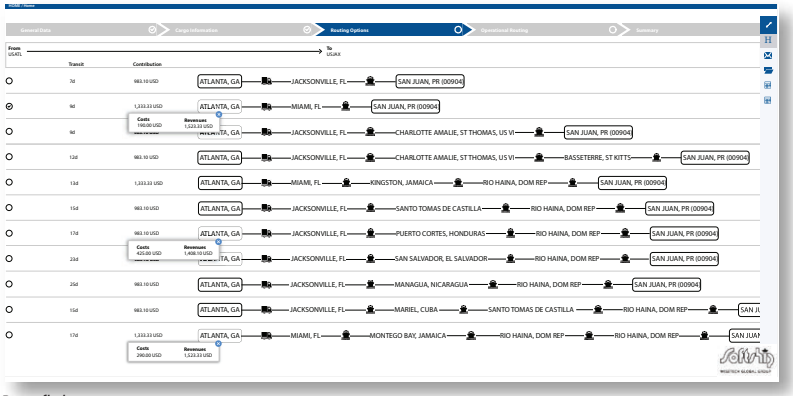
Any transport beyond port-to-port can be processed with this market-leading intermodal functionality. Transport orders to third party operators such as rail, barge, and trucking companies can be dispatched within the haulage module, assessing sales and purchase costs and contributions to maximise yield on all transport routes.

Train

The dedicated train module allows you to set up train schedules and chartering of trains for owned and third-party equipment. This helps optimise yields on the train route and bills third-parties for delivered services



Commercial.Booking wizzard – cargo information



Route finder screen

Softship.Equipment

Softship.Equipment provides real-time visibility of your equipment in each terminal or depot. Stock levels and equipment status can be managed at country, location and depot level, and demurrage/detention invoices automatically calculated based on agreed terms. Equipment repair costs, leasing expenses and storage/handling fees are tightly controlled, and inconsistencies identified.

This will maximise the use of your stock, and improve your cash-flow while reducing errors, disputes and duplication.

Stock & Inventory Control

EDI-based tracking enables carriers to manage their equipment - containers, chassis, trailers, gensets - worldwide. Real-time inventory control and stock reporting helps optimise equipment usage across all terminals and depots.

Demurrage/Detention

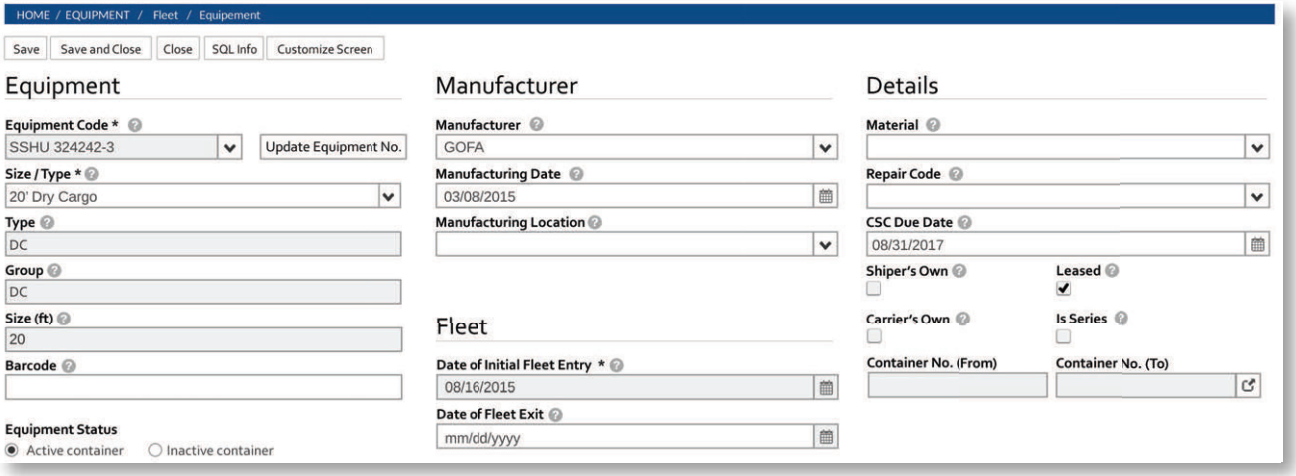
Automatic calculation and billing of D&D charges to customers, providing standard tariffs and customer-specific agreements in which exceptions can be handled.

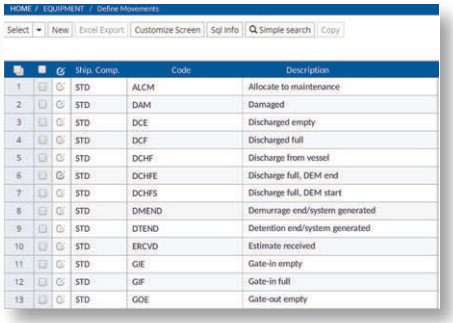
Leasing

Manage leasing terms and rates and keep track of all on-hires, off-hires and direct interchanges. Calculate and charge subleases so you always know your leasing costs and can easily reconcile leasing invoices.

Storage and Handling

Manage your storage and handling contracts, estimate costs and reconcile depot and terminal invoices easily and accurately for complete visibility and control.

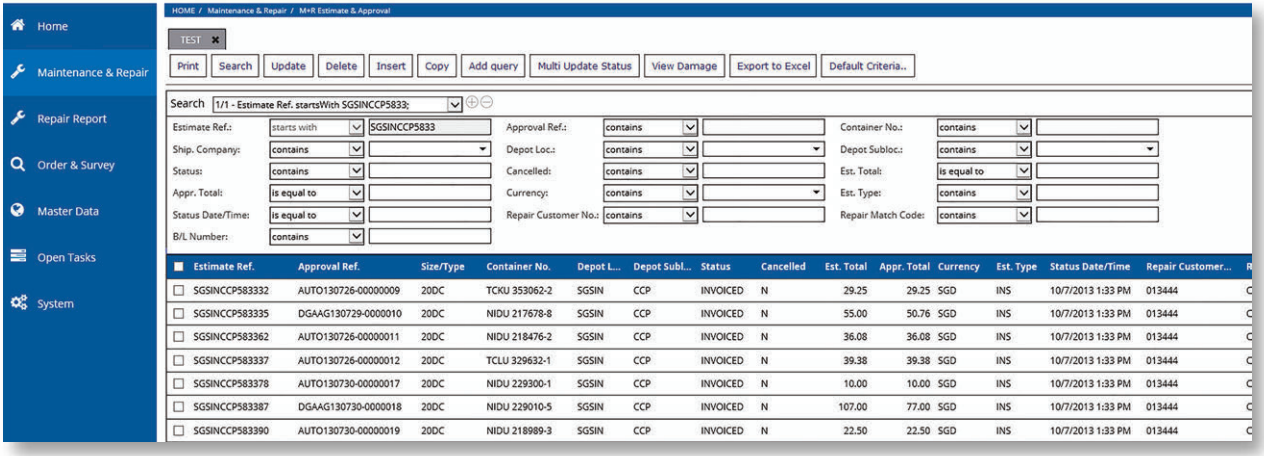




		Ship. Comp.	Code	Description
1		STD	ALCM	Allocate to maintenance
2		STD	DAM	Damaged
3		STD	DCE	Discharged empty
4		STD	DCF	Discharged full
5		STD	DCHF	Discharge from vessel
6		STD	DCHFE	Discharge full, DEM end
7		STD	DCHFS	Discharge full, DEM start
8		STD	DMEND	Demurrage end/system generated
9		STD	DTEND	Detention end/system generated
10		STD	ERCVD	Estimate received
11		STD	GIE	Gate-in empty
12		STD	GIF	Gate-in full
13		STD	GOE	Gate-out empty

Maintenance and Repair

Efficiently manage online or EDI-based handling of equipment estimates, surveys and work orders between the carrier and repair shops. Contract management, approval limits, warranty detection and use of survey results provides efficient control of all repair processes, with integrated recovery billing to third parties to manage claims.



Estimate Ref.	Approval Ref.	Size/Type	Container No.	Depot L...	Depot Subl...	Status	Cancelled	Est. Total	Appr. Total	Currency	Est. Type	Status Date/Time	Repair Customer...
SGSINCCP583332	AUTO130726-00000009	20DC	TCKU 353062-2	SGSIN	CCP	INVOICED	N	29.25	29.25	SGD	INS	10/7/2013 1:33 PM	013444
SGSINCCP583335	DGAAG130729-0000010	20DC	NIDU 217678-8	SGSIN	CCP	INVOICED	N	55.00	50.76	SGD	INS	10/7/2013 1:33 PM	013444
SGSINCCP583362	AUTO130726-00000011	20DC	NIDU 218476-2	SGSIN	CCP	INVOICED	N	36.08	36.08	SGD	INS	10/7/2013 1:33 PM	013444
SGSINCCP583337	AUTO130726-00000012	20DC	TCLU 329632-1	SGSIN	CCP	INVOICED	N	39.38	39.38	SGD	INS	10/7/2013 1:33 PM	013444
SGSINCCP583378	AUTO130730-00000017	20DC	NIDU 229300-1	SGSIN	CCP	INVOICED	N	10.00	10.00	SGD	INS	10/7/2013 1:33 PM	013444
SGSINCCP583387	DGAAG130730-0000018	20DC	NIDU 229010-5	SGSIN	CCP	INVOICED	N	107.00	77.00	SGD	INS	10/7/2013 1:33 PM	013444
SGSINCCP583390	AUTO130730-00000019	20DC	NIDU 218989-3	SGSIN	CCP	INVOICED	N	22.50	22.50	SGD	INS	10/7/2013 1:33 PM	013444

M&R estimates and approvals

Softship.VOYCES

This fleet operations module simplifies your vessel scheduling and port call management. It closely monitors the progress of each voyage and simulates a variety of scenarios to enhance reliability when a vessel deviates from its planned schedule.

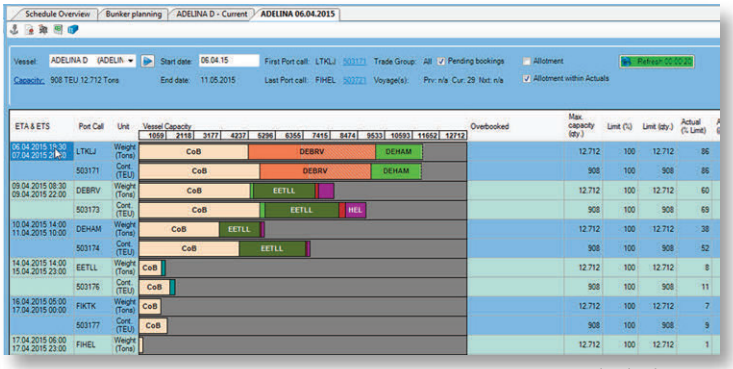
It provides automated alerts to highlight incidents and discrepancies during the voyage or port call for more flexible, efficient and cost-effective management of fleet operations.

Scheduling Planning & Execution

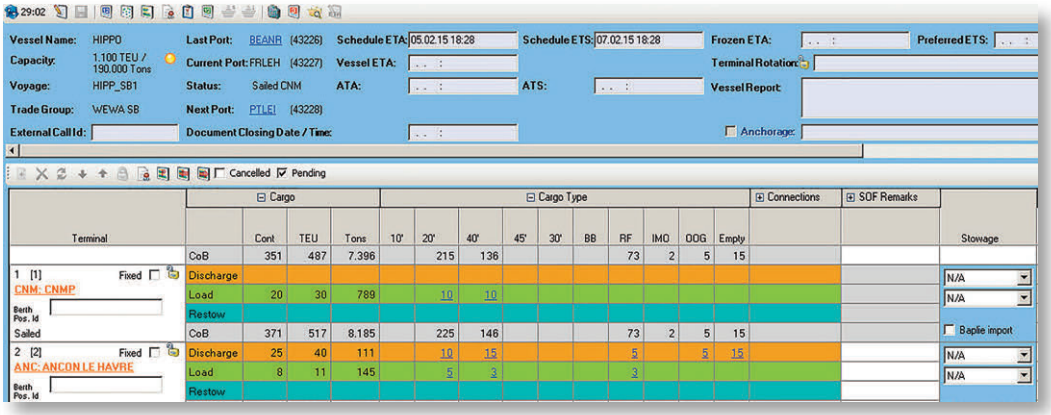
Plan your schedules across all services and link them in simulations to determine the best service network layout. Execute released schedules and manage day-to-day changes using optimisation simulations.

Ship Link – Vessel Reports

Automated vessel report uploads for arrival, departure and noon reports perform updates to the current schedules with latest changes. Impact simulations can be done to measure the effects of rotation changes, inducement calls, vessel maintenance, etc.



Capacity Planning screen



Port Call

Variance Analysis

Comparisons between planned and executed schedules can be run and variances can be monitored to prove schedule allegiance. Contract or charter party KPIs can also be monitored to address operations claims.

Online Statement of Facts (SOF)

Port Agents use the online SOF to report in real-time all vessel activities and incidents during port stay, making sure any unplanned events are visible to the operations manager, and ensuring you are always in control.

Port Cost Calculations

A calculation of the port call costs and preliminary estimate of the port call result can be retrieved, using all cargo and vessel related cost tariffs and blending them with the actual quantities handled during the port stay. An instant preliminary Disbursements Account is produced to eliminate delays.

Sea Map

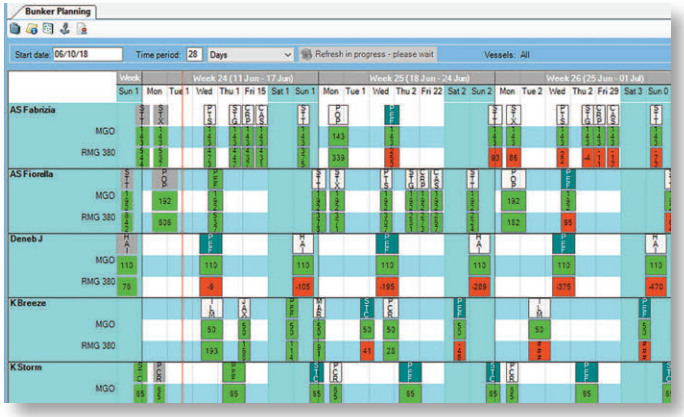
Using third party AIS feeds, Sea Map visualises vessel positions and blends them with useful information based on AIS data (weather, swell, currents, heading, etc.) and your own data within the system, for complete visibility.

Bunker Planning & Procurement

Bunker inventories and forecasted consumption of all different bunker types are visualised in the Bunker Planning screen. Bunker orders can be executed based on tariffs and actual consumption monitored and forecasted in current schedules and related simulations.

Capacity Planning

Vessel capacity and utilisation is visualised based on booking engine quantities. Vessel swaps and mass cargo rolling is supported using simple drag & drop operations, with all related booking and documentation jobs resulting from such changes performed automatically in the background.



Bunker planning screen

Softship.Finance

Softship.Finance controls all operating expenses and revenues and ensures that voyage profitability is actively managed. Invoices from Freight, Demurrage/Detention and miscellaneous charges are created based on agreed rates and will ensure that invoices are accurate when they go out.

Your agreed supplier tariffs are stored in Finance. With data extracted from the manifest and Statement of Facts, estimates are automatically created. Supplier invoices are reconciled against these estimates and, when approved, are posted against the voyage accounts and interfaced with your accounting/ERP system.

Accounting & ERP Interface

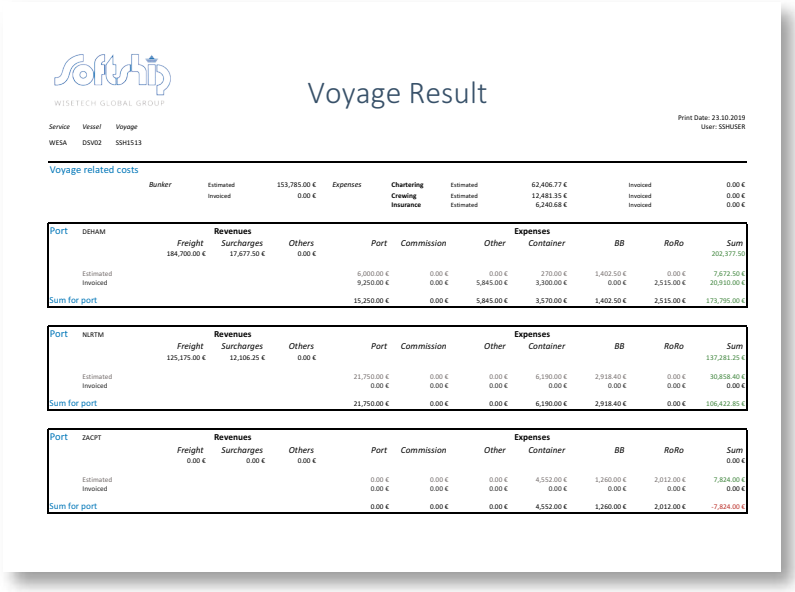
Softship.Finance stores all customer and supplier contracts and can be interfaced with your Accounting/ERP system to process accounts receivable invoices or reconcile accounts payable invoices, for complete control and transparency.

Sales Tariffs

All standard/open tariffs and customer specific agreements (contracts, quotations) are stored in this Accounts Receivable repository. Sales tariff data is used by the automated rating engine during quotation/ booking and Bill of Lading/final billing phases of customer shipments.

Purchase Tariffs

Any supplier agreement related to cargo, vessel or port costs is stored in this Accounts Payable repository. Essential workflows using the data in this field are yield management and supplier invoice reconciliation.



Voyage Result

Print Date: 23.10.2019
User: SSHUSER

Service	Vessel	Voyage
WESA	DSV02	SSH1513

Voyage related costs

Bunker	Estimated	153,785.00 €	Expenses	Chartering	Estimated	62,406.77 €	Invoiced	0.00 €
	Invoiced	0.00 €		Crewing	Estimated	12,481.35 €	Invoiced	0.00 €
				Insurance	Estimated	6,240.68 €	Invoiced	0.00 €

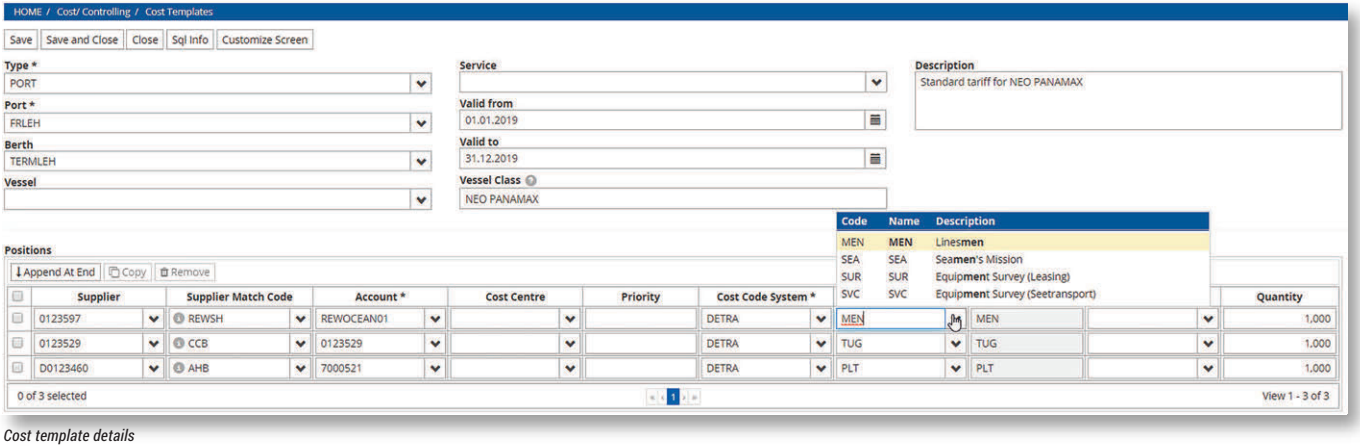
Port	DEHAM	Revenues			Expenses						
		Freight	Surcharges	Others	Port	Commission	Other	Container	BB	RoRo	Sum
		184,700.00 €	17,677.50 €	0.00 €							202,377.50
	Estimated				6,000.00 €	0.00 €	0.00 €	270.00 €	1,402.50 €	0.00 €	7,672.50 €
	Invoiced				9,250.00 €	0.00 €	5,845.00 €	3,300.00 €	0.00 €	2,515.00 €	20,910.00 €
Sum for port					15,250.00 €	0.00 €	5,845.00 €	3,570.00 €	1,402.50 €	2,515.00 €	173,795.00 €

Port	NLRTM	Revenues			Expenses						
		Freight	Surcharges	Others	Port	Commission	Other	Container	BB	RoRo	Sum
		125,175.00 €	12,106.25 €	0.00 €							137,281.25 €
	Estimated				21,750.00 €	0.00 €	0.00 €	6,190.00 €	2,918.40 €	0.00 €	30,858.40 €
	Invoiced				0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €
Sum for port					21,750.00 €	0.00 €	0.00 €	6,190.00 €	2,918.40 €	0.00 €	106,422.85 €

Port	ZACPT	Revenues			Expenses						
		Freight	Surcharges	Others	Port	Commission	Other	Container	BB	RoRo	Sum
		0.00 €	0.00 €	0.00 €							0.00 €
	Estimated				0.00 €	0.00 €	0.00 €	4,552.00 €	1,260.00 €	2,012.00 €	7,824.00 €
	Invoiced				0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €
Sum for port					0.00 €	0.00 €	0.00 €	4,552.00 €	1,260.00 €	2,012.00 €	-7,824.00 €

Invoice Reconciliation

Based on system transactions, the system automatically matches supplier invoices with contracts and related estimates (purchase orders). This allows speedy approval of consistent transactions and frees resource to focus on exception and dispute management.



Cost template details

Auto Billing

Auto-Billing processes can be configured based on each customer's needs. Automation of standard or recurring invoice processes helps you to meet invoice accuracy benchmarks so your focus can be shifted to handling exceptions.

D/A Process Ownership

By treating agents like suppliers, the traditional disbursement accounts process becomes obsolete as the statement can be sent to the agent automatically upon vessel sailing and completion of the Statement of Facts, thus increasing cash flow and reducing errors.

Working with Softship

Our software solutions and workflows help to digitalise, automate and integrate your administrative processes to save you time and money. Our team of more than 150 shipping and IT experts work with you to make the business of administration as simple, efficient and cost-effective as possible.

We work to tailor our software solutions to meet your exact needs and business requirements and provide a configurable package and workflow to optimise your business processes. We also work with you to optimise and stabilise your IT infrastructure, provide backup and failover strategies and provide support as IT hardware develops and evolves.

Our teams work with you to understand and utilise new features, and to address any challenges you face, from on-the-spot troubleshooting, to project management support.

As an independent provider and part of WiseTech Global group, we have the global network, resources, capital and scale to ensure you always stay ahead of the curve in an increasingly digitalised and data-driven industry.

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