



Thank you very much for the opportunity to show you some of the basic functionality of the Venture Information System (VIS). Please find attached a PowerPoint deck I put together for you to demonstrate some of our data mining and landed cost capabilities. This is a very narrow look at VIS which should help you determine whether our one hour feature demo would be an effective use of your time.

The attached deck is broken out into three parts: **Container Information**; **Venture Information**; and **Latest Projected Cost**. Here are two definitions that will be helpful to have in mind as you scroll through the presentation:

Venture – For the purposes of our work, a Venture is a Purchase Order Shipment. A container may hold one venture, or many ventures depending on the size of the order being shipped.

Latest Projected Cost – This is what most importers would refer to as landed cost. We use the term Latest Projected Cost, or LPC, because in VIS, this number is generated dynamically throughout the transaction/shipment. In addition to applying costs that have actually been invoiced, VIS allows importers to accrue estimated costs along the way. The LPC is automatically adjusted as actual costs replace the accruals.

Section I. Container Information

1. VIS Home
2. Container Maintenance
3. Container Select – In today's example we are entering a specific container number here but it is important to note that a container may be accessed in other ways. For instance, your customer service department receives an inquiry about the arrival of a shipment for customer X. Customer X only knows his own company's purchase order number. But that is enough information for us to quickly drill through to the venture number and container number.
4. This container, # ZCSU8150748, holds 7 ventures.
5. Container information like ETA/ETD, Vessel #, document status, etc. These fields are populated as you receive information about the container.
6. Trans Shipment information.
7. Comments for internal use, specific to this container.
8. Links to associated documents such as delivery orders and the Container Instruction Sheet, which is used to convey information about the shipment to your broker (sometimes referred to as a cover letter). These documents are created by VIS with data drawn directly from the its database.
9. Other associated documents and images, in this case a photo of the container.

Section II. Venture Information

1. Again, this is the container information screen showing the 7 ventures in this container.
2. We are viewing venture #49776*1*1. (49667 is the venture number, the first asterisk followed by the 1 indicates the first product line from that PO, and the second asterisk followed by another 1 indicates the first shipment of

that product)

3. Trans Shipment information.
4. Comments for internal use, specific to this venture.
5. Links to associated documents such as the packing list.
6. The packing list for this venture.

Section III. Latest Projected Cost

1. Summary screen for the financials of this venture. This screen becomes what is essentially a mini P&L statement for each purchase order shipment.
2. Price and payment terms.
3. Accruals. Note that the actual duty paid is less than what was accrued. This results in an automatic adjustment to the LPC.
4. Accrual audit log allowing users to understand what changes were made and by whom.
5. Cost entry.
6. Venture Sales. One of the outstanding features of VIS is its ability to post sales against specific purchase orders.
7. Links to associated documents such as the packing list.
8. The area to attach documents and images that are specific to this venture.