

# QUANTUM INTELLIGENCE

*Seeing is Believing!!*

Qi or "Chi" is the ancient Chinese expression of harnessing energy to achieve exponential force. Quantum Intelligence uses the exceptional power of the QlikView analytical software to deliver a powerful Management System for Transportation. Unique in the industry, Quantum delivers products or projects within 30 to 90 days.

## Qi - DBC

## The Unique BI Solution for Dry Bulk Chartering

### Key Features

- ✓ Multiple dashboards
- ✓ Informative Drilldowns
- ✓ Comprehensive analytics
- ✓ Flexible Reports
- ✓ What If Simulators
- ✓ In-memory associative search
- ✓ Zero-wait analysis
- ✓ Accessible on mobiles
- ✓ Easy interface to external data
- ✓ Intuitive user interface
- ✓ User driven analysis

### Qi Business Verticals

- ✓ Liner and Agency
- ✓ Multipurpose & Projects
- ✓ Forwarding & Logistics
- ✓ Contribution Management
- ✓ Dry Bulk Chartering
- ✓ Commodity Management
- ✓ Ship Management
- ✓ Port and Terminal Management
- ✓ Cost Management
- ✓ Statutory & Transaction Finance

### Strategic Management System

- Real time and actionable Information management
- Management of business goals and objectives
- Predictive patterns of risk and decision impact

### Risk & Freight Management

- Risk derivatives for operational and investment purposes
- Analyze break-even freight rates based on TCE
- Analyze exposure regulated on Baltic rates

### Profit & Yield Maximization

- Analysis of routes generating higher profits
- Profitability focused from revenue to efficiency
- View voyage yield and bottom-line analysis

### Financial Ratios & Position Indicators

- Financial ratios to measure organization performance
- Analysis of trend and performance against benchmarks
- Indicators for decision making and business planning

### Expertise from Experts

- Collaborative development with business leaders
- Application designed to leverage a leaders business model
- Highest level of returns and satisfaction delivered

**Qi - Endorsed by Noble Chartering!** : We are proud to announce that, the Noble Group - a market leader in supply chain of agricultural, industrial and energy products has endorsed the power of Qi after our successful delivery to their Dry Bulk Chartering Division.

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## DASHBOARD & DRILL DOWNS

- High level overview of an organization
- Focuses on key business insights
- Summary to granular view of data

## MARKET INFORMATION

- Analysis of global trade
- Identifies business opportunities
- Facilitates to improve business strategy

## RISK ANALYSIS

- insight into Cargo, Vessel, FFA & Bunker
- Risk exposure and business impact
- Net exposure with futures & options

## BALANCE SCORECARD

- View of financial & strategic measures
- Measure of actual against targets
- Insights into organization's current status

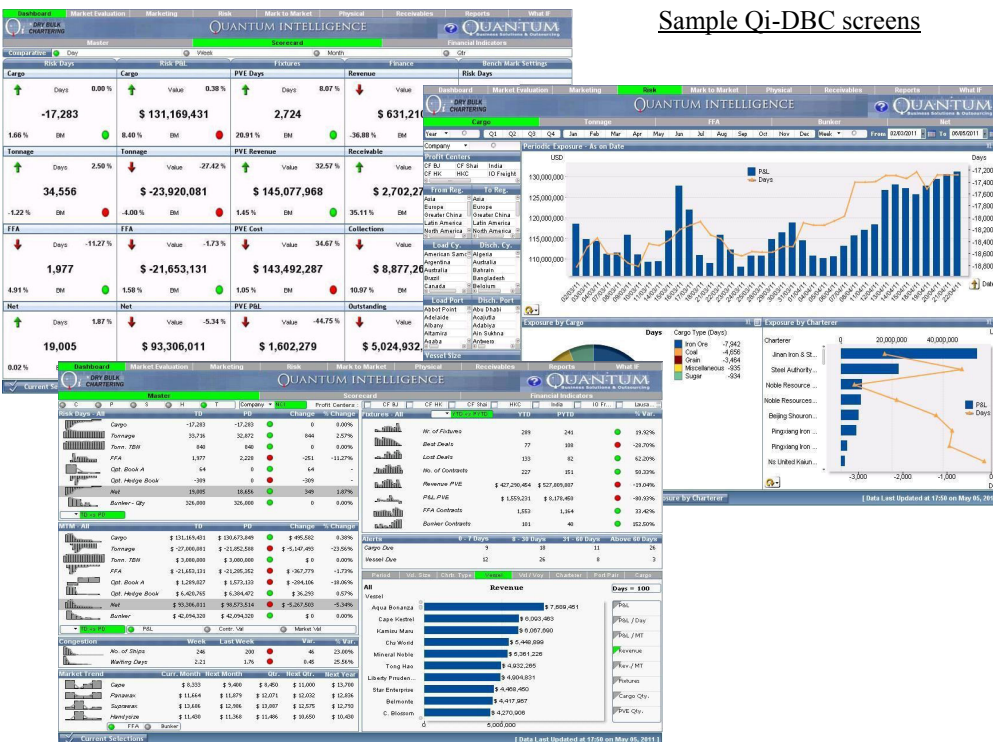
## FINANCIAL INDICATORS

- Assessment of financial stability
- Depicts factual status of the business
- Informed decision on alternatives

## MARK TO MARKET

- Analyze P&L, FFA, MTM & Hedging
- P&L trend for Future contracts
- Analysis of Contract & Market Rates

### Sample Qi-DBC screens



## MARKET TRENDS

- Analysis of Spot and Trading rate
- Analysis of Baltic index by vessel size
- Analysis of cross index comparative

## OPERATIONS

- Analyze market trend for vessel fixture
- Analyze estimate and actual values
- Impact of delay in schedule and cost

## RECEIVABLES

- Measures amount of billing and trend
- Insight into within credit and total O/S
- High risk profiles and O/S %

## PROFITABILITY

- Insights into P&L and variance
- C-V-P analysis to determine net result
- Ratios that depicts profit accuracy

## REPORTS & TRANSACTIONAL DATA

- More than 50 management reports
- Analytic extractable as report & excel
- Flexibility of pivot and straight format

## SIMULATORS

- Simulate scenario for profitable business
- Historical analysis for effective decisions
- Simulate by varying business parameter

### Quantum's Partner Contacts

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Europe

Middle East

Far East

Oceania