



Organization Profile Form (2 pages maximum please)

Date: January 2017

Organization name: PortCall.com

PORTCALL.COM

Kind of organization: Company

(Company, economic development agency, university, etc.)

Short description (elevator pitch)

From one online application, PortCall.com synchronizes berth reservations, movement orders, and pier-side operations into a single coordination platform. Our simple, front-end SaaS solution unifies your customer's experience and improves port-wide efficiency with integrated scheduling, automatic change notifications, and real-time publishing. Showcase your port as a destination-of-choice by linking ports, pilots, and agents together as one team.

One port, one schedule. PortCall.com

Products and Services:

➤ **PortCall.com Subscriptions:** PortCall.com is a web platform for vessel scheduling and port operations coordination. Separate subscriptions are available for berth planners (ports or terminals) and pilot dispatching. Manage berth assignments, coordinate vessel movements, and publish port schedules, all from the data you already collect. Put your data to work for the whole port.

Simplified

- Simplify your customer's experience
- Give your customers one view into many services
- Consolidate port-wide schedules into a professional, innovative web front-end

Synchronized

- One change notifies everyone: synchronize your port's "whole" team
- Seamless coordination between agents, ports, pilots
- Eliminate endless phone calls, faxes, and emails

Sustainable

- Use innovation to reduce coordination burdens on your staff and customers
- Inform the wider port community with real-time schedules
- Subscription software limits capital expense, long term IT cost
- Automate notifications and coordination processes

➤ Design and Integration:

➤ Custom App Development:

Company Name: PortCall.com

Core Competencies:

Expertise in maritime operations and port coordination. Founders have a combined 50 years of maritime experience.

Expertise in human-centered design for Situation Awareness: Designers certified by Nielson Norman Group in User Experience Design. Process based approach focused on the human aspect of functionality. Focused on creating elegant user interfaces with exceptional discoverability, awareness, and interactions, allowing diverse groups of people to use the system with minimal training curves.

Expertise in web-application development.

Current foreign representation: ~~No~~ **Yes** If yes, please answer the following:

- Company subsidiary: **PortCall Europe BV**
- Distributor or agent (identify)
- Licensing arrangements (identify)
- Other (explain)

Relationships: PortCall.com is seeking the following:

- Channel/distribution partners
- Investment in the company

Meeting interest: PortCall.com would like to meet with the following:

- Meet with ports (harbormasters or schedulers), pilot agencies and terminal operators.
- Meet with military port operations representatives

Primary contact information:

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Mission attendees with contact information (if different from Primary Contact):

Same as Primary Contact