

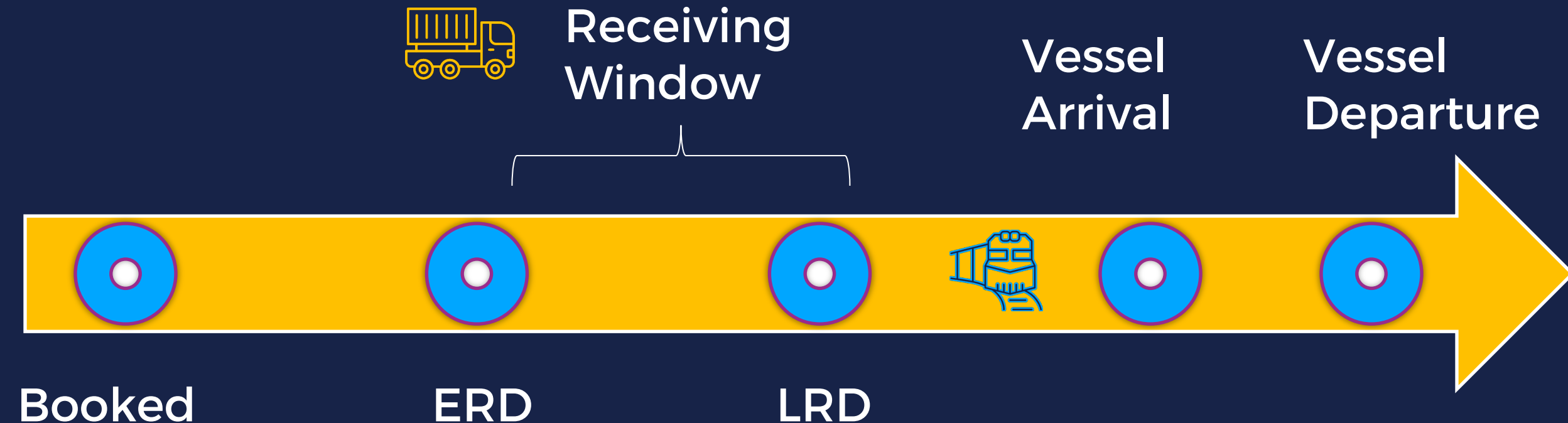


SPLICE

Why is it so hard to nail down ERDs?

Kevin Speers
CEO and Co-Founder

What are export receiving dates?



- ERD - Earliest Receiving Date
- LRD - Latest Receiving Date

Vessel Scheduling Challenges

- Complexity
- Communication and Data
- Competition

Factors Affecting Vessel Schedules

Weather

Previous Ports

Bunkering

Other Carriers' Vessels

Port State Control Exam

Re-Routing

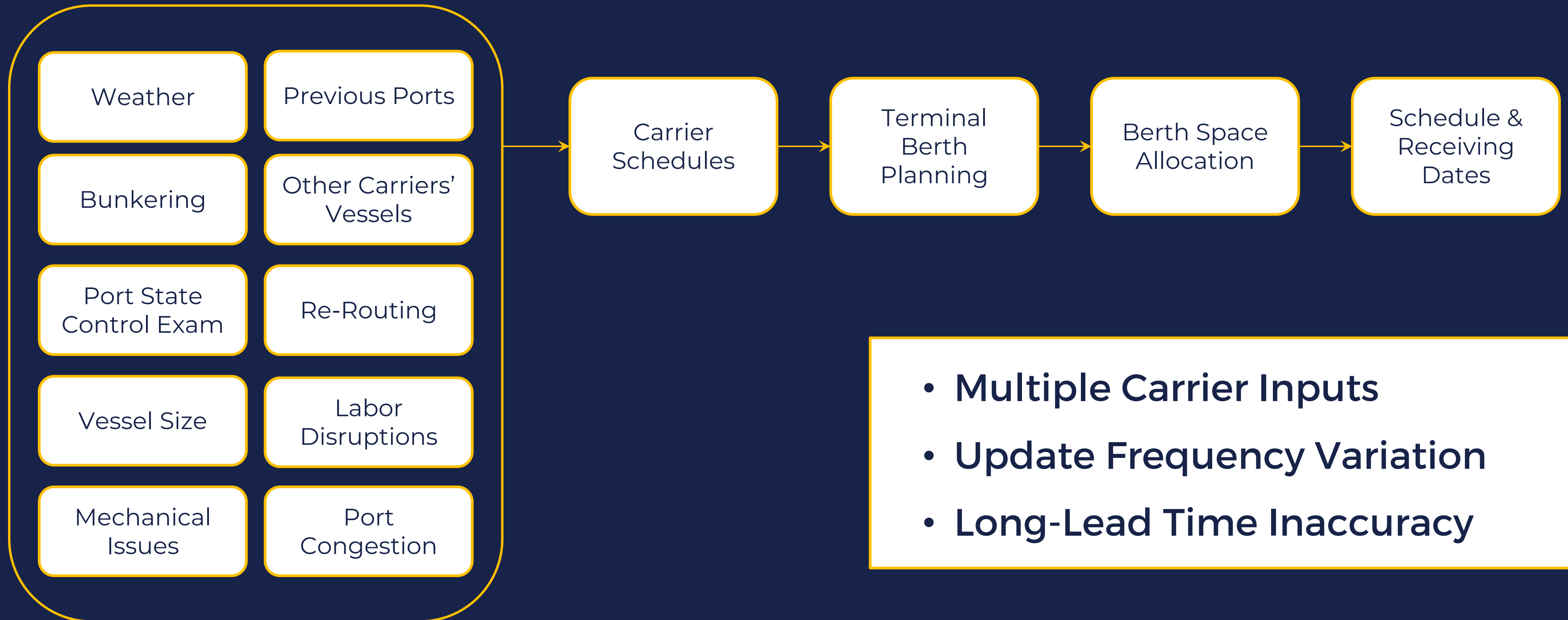
Vessel Size

Labor Disruptions

Mechanical Issues

Port Congestion

Complexity Creates Inconsistency



- **Multiple Carrier Inputs**
- **Update Frequency Variation**
- **Long-Lead Time Inaccuracy**

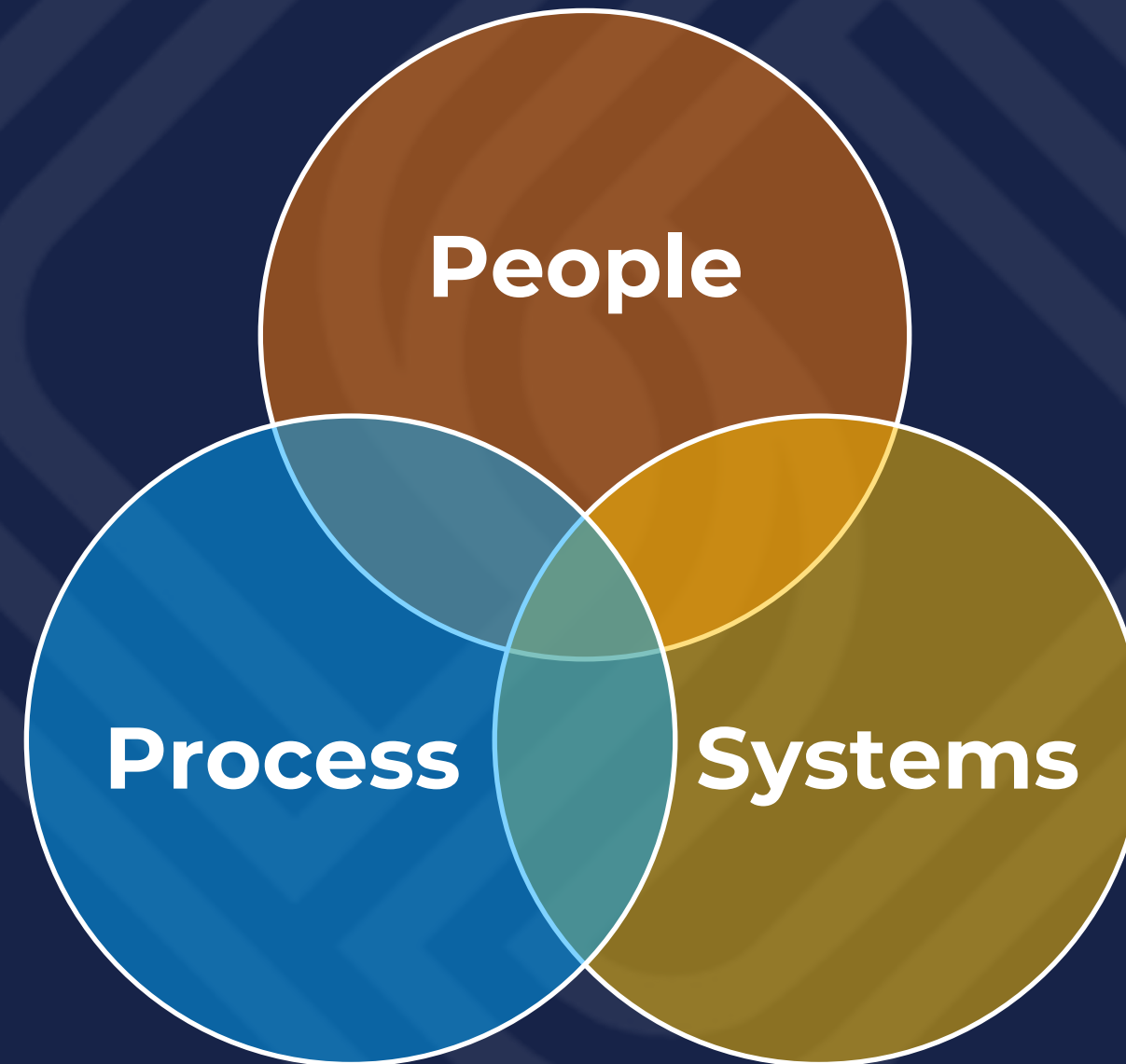
Not All Berths Are Equal



Communication and Data

- Emails
- Websites
- Documents
- Spreadsheets
- Integrations
- Automation
- Accessibility
- Frequency

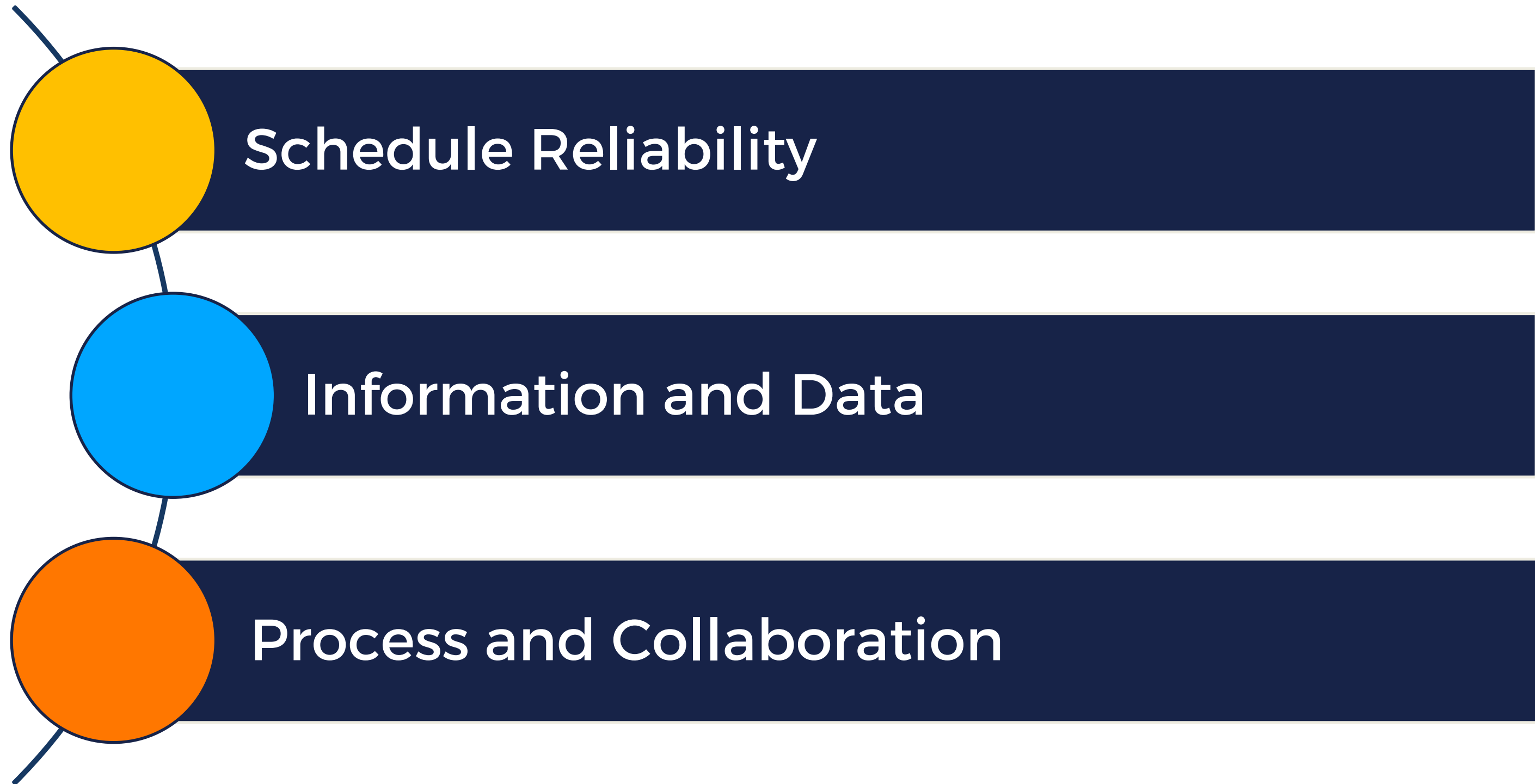
Communication and Data



Competing to Be First In



A Persistent and Pesky Problem



Thank you

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