

shipmind:

Logistics Collaboration Platform

TARGET CUSTOMERS

Managing International Freight and Logistics operation manually &

Prefer to use more than one Freight Forwarder

WHY

International Logistics is complex and time consuming

Many stakeholders and possibilities

* Yearly 1000 Shipment

THEIR PAIN

Manuel Work

Waste 3.600 hrs yearly +
\$ 10.000 Unexpected cost *

Blind Spots



shipmind:

SOLUTION –SaaS Logistics Collaboration Platform

BRING DIFFERENT SUPPLIERS
IN ONE PLATFORM



PRINCIPLES



Connect Procurement, Booking and Delivery steps.



Support Sea, Land and Air Freight



Support Different Roles (Internal + External)



Extended Visibility –

Physical / Process / CO₂e 



Document Management

SOLUTION –Logistics Collaboration Platform



99 % Controlled
data and full overview



80 % Reduction on
daily e-mail traffic



10 % Reduction on
freight cost



20 % Reduction on
unexpected costs

Until now...Established Strong Network

Our References



Suppliers

75+ leading companies in the sector

8 shipping lines

Adding your supplier is free and max. 2 hours of training.

Cargo Owner Exporter/Importer

Internal coordination with departments such as

Purchasing,
Warehouse,
Sales,
Customs,
Finance



Some suppliers

shipmind:

Until now... achieved figures

Total

4500+
shipments

80+
suppliers

550+
users

28.000+
files

9000+
quotations

3000 freight offer requests (in 1 day)

24 Supplier (one Tender)

278 different destinations (one Tender)

500 shipments /
month

Logistics Costs of
ongoing transactions
avg 1.000.000 €
/ month



Frozen Food



Chemical



Automotive



Packaging



shipmind:

Our Competitive Edge



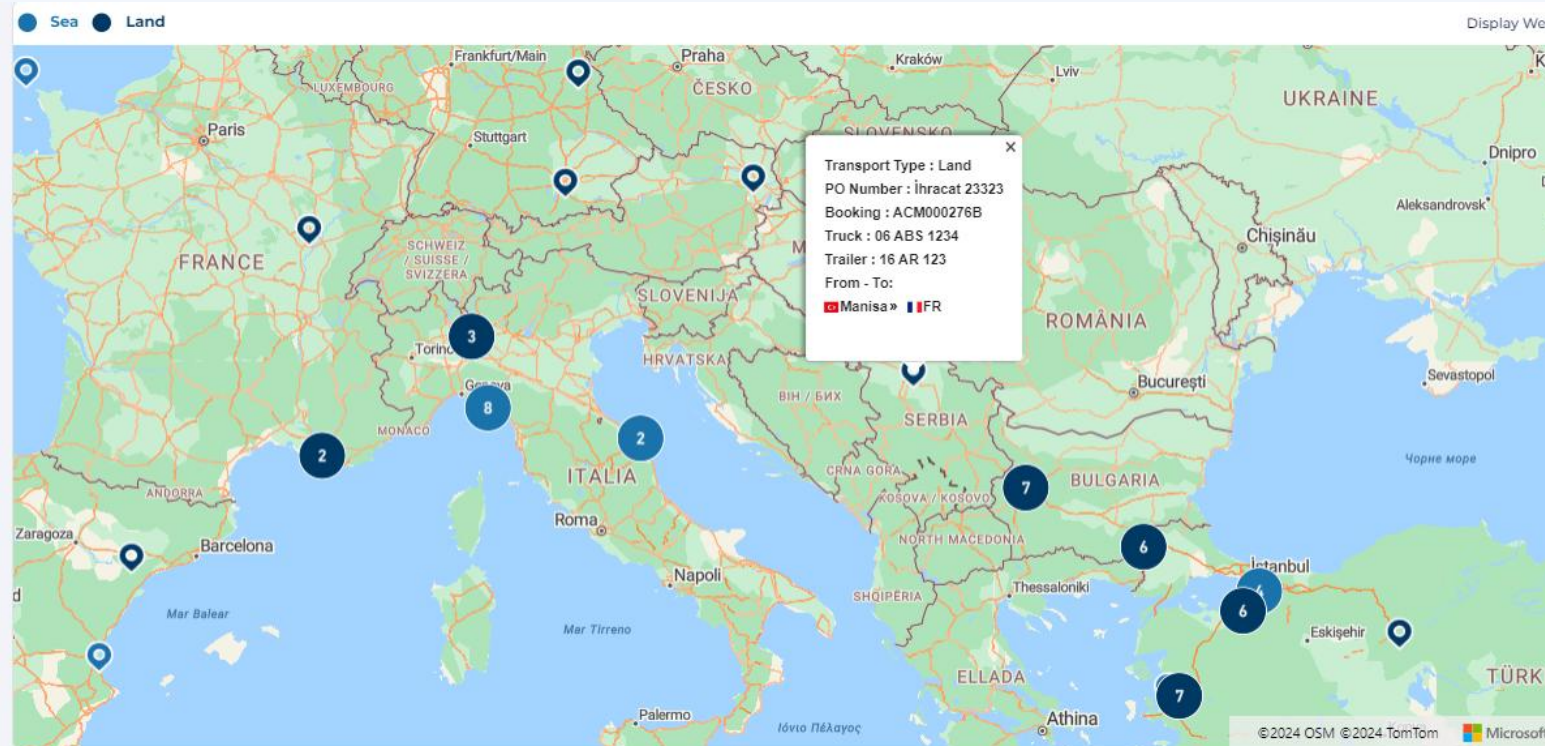
Designed as Digital Command Center for Logistics

Lightweight – Easy
Onboard

Oversight of the entire
logistics system

Enriched with external
data sources

Give insights by using AI
Agents



PaaS : Pay as you Ship

Procurement
(Spot / Tender)

Booking

Operations

Visibility

Tier 1 Eur 14 per shipment

Yearly up to 1000 Shipments

Tier 2 Eur 12 per shipment

Yearly up to 2000 Shipments

Tier 3 Eur 10 per shipment

Yearly up to 4000 Shipments

Unlimited User and Supplier

TEAM and ADVISORS



Murat ÖZEMRE Ph.D
Co Founder & CEO
25 years experience in
Software Development



Gökhan YENEROĞLU
Co Founder & COO
Marketing lead of biggest shipping
line between Turkey and Italy



Egemen TUNALI
Co Founder & CTO
15 years of experience in Software
Development for Logistics Domain.

15 Years of Experience in ARKAS
30th biggest Shipping Line



Volkan AYCAN
Business Development



TEAM Behind the SCENES



Esat M Sibay
Mentor + Investor

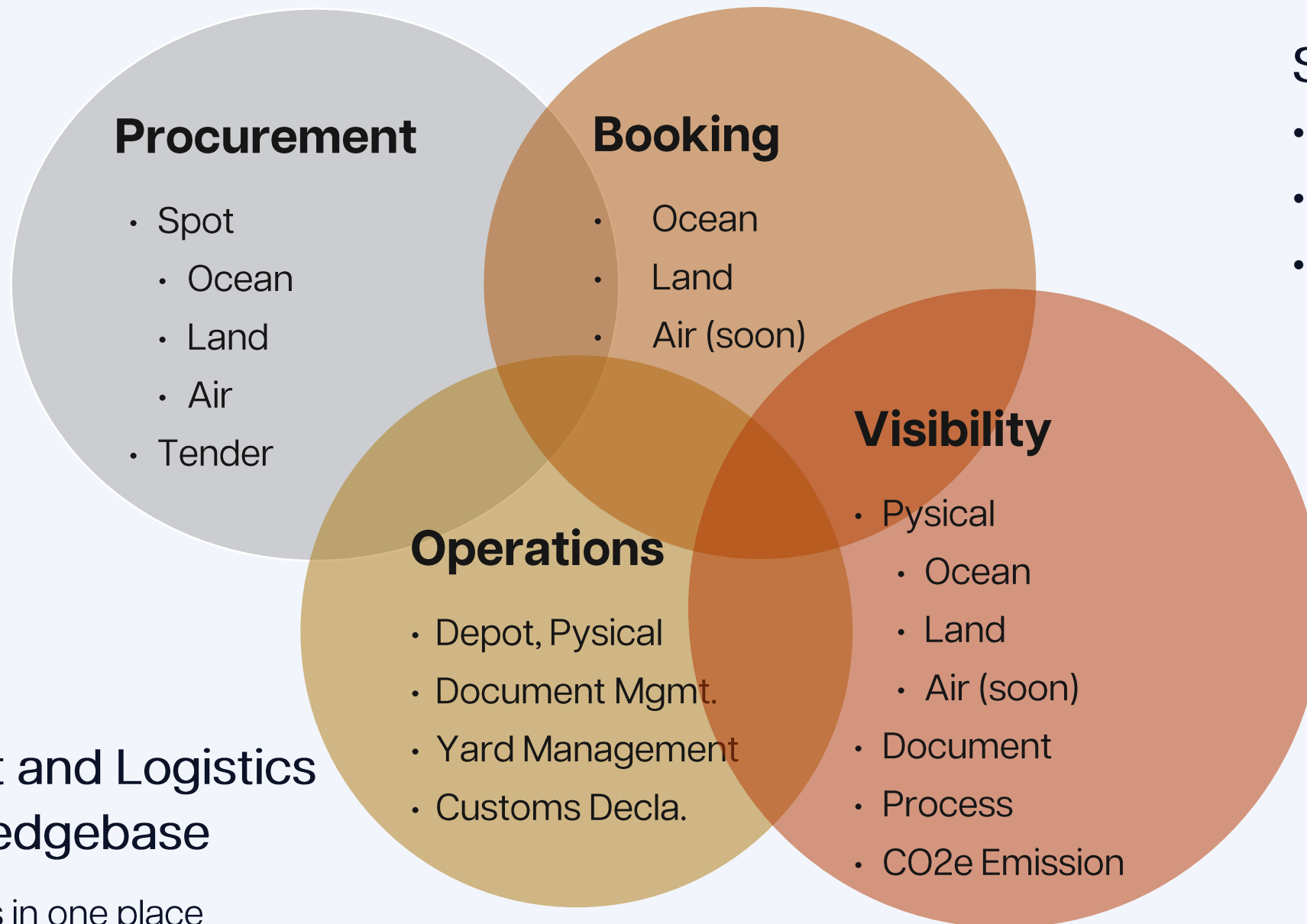


Casper Gerner Mikkelsen
Erhvervshus Nordjylland ·
Mentor Beyond Beta



Else BECH
Business Aalborg ·
Mentor + Spin-in Konsulent

Orchestrate logistics collaborations on every step



Suppliers

- Ongoing Suppliers
- ShipMind Supplier Pool
- Supplier Recommendation

Freight and Logistics
Knowledgebase

All modes in one place



Product Info

Logistics Collaboration Platform

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Sea Freight Procurement- Spot

- One Destination - Many Suppliers
- Shaping the proposal structure
- Services included in the All-in Freight figure
- Services requested in separate items
- Determination of conditions
- Copying from previous requests for proposals

Quotation Req. No	Place of Receipt	POL	POD	Place of Delivery	Term	Suppliers	Status	Request Date
CRX000001F Kemalpasa >> Milano ...	TRKPS Kemalpasa	TRALI Aliaga	ITGOA Genova	ITMIL Milano	Door to Door	▼ GLO 2 ▼ UMB 2 ▼ CSM 1	Sent	Sep 19, 2024
Current Quotations Compare quotations sent to you								
Supplier	Pol	Pod	Validity	Liner	Transit Days	All In		
GLOBEX.INT Quotation #1874	TRALI	ITGOA	Jan 31, 2025		4 Direct	40' Standard 40' HC Standard DG DG € 890.00 € 980.00	🔍 5★ 📄 📁 3 📧 📎 📅	
GLOBEX.INT Quotation #1873	TRIZM	ITSPE	Jan 31, 2025		6 Direct	40' Standard 40' HC Standard DG DG € 1,350.00 € 1,600.00	🔍 ★ 📄 📁 📧 📎 📅	
Umbrella Quotation #1886	TRALI	ITGOA	Feb 28, 2025		4 Direct	40' Standard 40' HC Standard DG DG € 1,800.00 € 2,000.00	🔍 1★ 📄 📁 📧 📎 📅	
Umbrella Quotation #1885	TRALI	ITGOA	Jan 20, 2025		8 Direct	40' Standard 40' HC Standard DG DG € 1,000.00 € 1,050.00	🔍 4★ 📄 📁 2 3 📧 📎 📅	
CSM Quotation #1887	TRIZM	ITGOA	Nov 30, 2024		6 Direct	40' Standard 40' HC Standard DG DG € 1,700.00 € 1,850.00	🔍 ★ 📄 📁 📧 📎 📅	

Sea Freight Procurement- Tender

- Multiple Destinations - Multiple Suppliers
- Reshape offer structure
- Services requested in separate items
- Determination of conditions
- Multiple round offer request
- Target Number setting (based on previous round results)

Status	Request / End Date	Total Requests	Suppliers	Equipments						
▼ #225 Sent	Feb 13, 2025	6 Requests	3 Suppliers MEX - US 2025 -1 +1 +2 Waiting Done 20' Standard40' Standard	📈 📊 📄 ≡+ ≡→						
Quotations Sort▼ ≡Filters: Suppliers▼ State▼ To▼ Pod▼										
Request		Quotations								
Req. Number	To	Supplier	Liner	Validity	Pol	Pod	Transit	20ST	40ST	
CRX000044F 📄 Compare	USHOU Houston	UMB Done		Apr 30, 2025 49 days left	MXATM Altamira	USHOU Houston	2 days	1,125 \$	1,450 \$	🔍 📄 📄
		GLO Done		Apr 30, 2025 49 days left	MXATM Altamira	USHOU Houston	2 days	1,250 \$	1,525 \$	🔍 📄 📄
CRX000045F 📄 Compare	USJAX Jacksonville	UMB Done		Apr 30, 2025 49 days left	MXATM Altamira	USJAX Jacksonville	4 days	1,225 \$	1,550 \$	🔍 📄 📄
		GLO Done		Apr 30, 2025 49 days left	MXATM Altamira	USJAX Jacksonville	4 days	1,350 \$	1,625 \$	🔍 📄 📄
CRX000046F 📄 Compare	USSAV Savannah	UMB Done		Apr 30, 2025 49 days left	MXATM Altamira	USSAV Savannah	3 days	1,525 \$	1,850 \$	🔍 📄 📄
		GLO Done		Apr 30, 2025 49 days left	MXATM Altamira	USSAV Savannah	3 days	1,650 \$	1,825 \$	🔍 📄 📄
CRX000047F 📄 Compare	USNYC New York	UMB Done		Apr 30, 2025 49 days left	MXATM Altamira	USNYC New York	8 days	1,325 \$	1,650 \$	🔍 📄 📄
		GLO Done		Apr 30, 2025 49 days left	MXATM Altamira	USNYC New York	8 days	1,450 \$	1,625 \$	🔍 📄 📄

Compare on a single screen

- The offer are all in different formats. Can they be sent in the same format?
- Is there an easier way to compare?
- Can they send me an offer with an alternative line?
- Can I calculate the total in different currencies?

Quotation Actions	  	  	  
SUPPLIERS	GLOBEX.INT Marco BERNARD Quotation #2387	GLOBEX.INT Marco BERNARD Quotation #2386	Umbrella Larissa ZOSIMUS Quotation #2388
From - To			
 Port Of Loading	• Aliaga	• Izmir	• Izmir
 Port Of Discharge JOAQB 'Aqaba	'Aqaba	'Aqaba	'Aqaba
Liner Info	 9 days Direct 31 Mar 2025	 5 days Direct 28 Feb 2025	 12 days Transit 31 Mar 2025 1 ports
GRAND TOTAL	USD ▾	Be sure you are comparing same services of each rate. Avoid any missing or excess service item. Exchange Rates based on Mar 10, 2025	
40' HC Reefer (x1)	\$ 1,500.00	\$ 1,200.00	\$ 1,350.00
	Calculator 	Calculator 	Calculator 
Services			
Freight: (Precarriage / POL Locals / Sea Freight)			
40' HC Reefer	\$ 1,500.00	\$ 1,200.00	\$ 1,350.00
Extras			
Booking Cancellation Fee			
40' HC Reefer	-	\$ 80.00	-
Includes	-	-	-

Land Freight Procurement



Land Freight Requests

8
All

0
Draft

8
Sent

0
Closed

Search Land requests...

All

All

New Land Freight

Land Req. No	Locations	Cargo	Quotation	State	Request Date	Action
> CRX000073L (E) ALICI ADI - IHRACAT DAP	Eskisehir Baku	TRESK AZBAK	FTL Cargo-1 TotalCargo Mar 12, 2025	GLOBEX.INT Waiting Umbrella € 3,500.00	Sent	Mar 7, 2025 ...
> CRX000070L (E) ALMANYA ALICI ADI - PO DAP	Istanbul Berlin	TRIST DEBER	FTL Cargo-1 TotalCargo Mar 13, 2025	GLOBEX.INT € 3,000.00 Umbrella Waiting	Sent	Mar 4, 2025 ...
> CRX000065L (E) ALICI ADI DAP	Balikesir Berlin	TRBZI DEBER	FTL Cargo-1 TotalCargo Mar 4, 2025	GLOBEX.INT € 2,500.00 Umbrella Waiting	Sent	Feb 27, 2025 ...
> CRX000062L (I) ALICI ADI - SSSS EXW	Berlin Denizli	DEBER TRDNZ	FTL Cargo-1 TotalCargo Mar 1, 2025	GLOBEX.INT € 1,500.00 Umbrella Waiting	Sent	Feb 25, 2025 ...
> CRX000055L (I) POLONYA 23452 DAP	Gdansk Kemalpasa	PLGDN TRKPS	FTL Cargo-1 TotalCargo Feb 20, 2025	GLOBEX.INT € 1,700.00 Umbrella € 2,200.00	Sent	Feb 18, 2025 ...

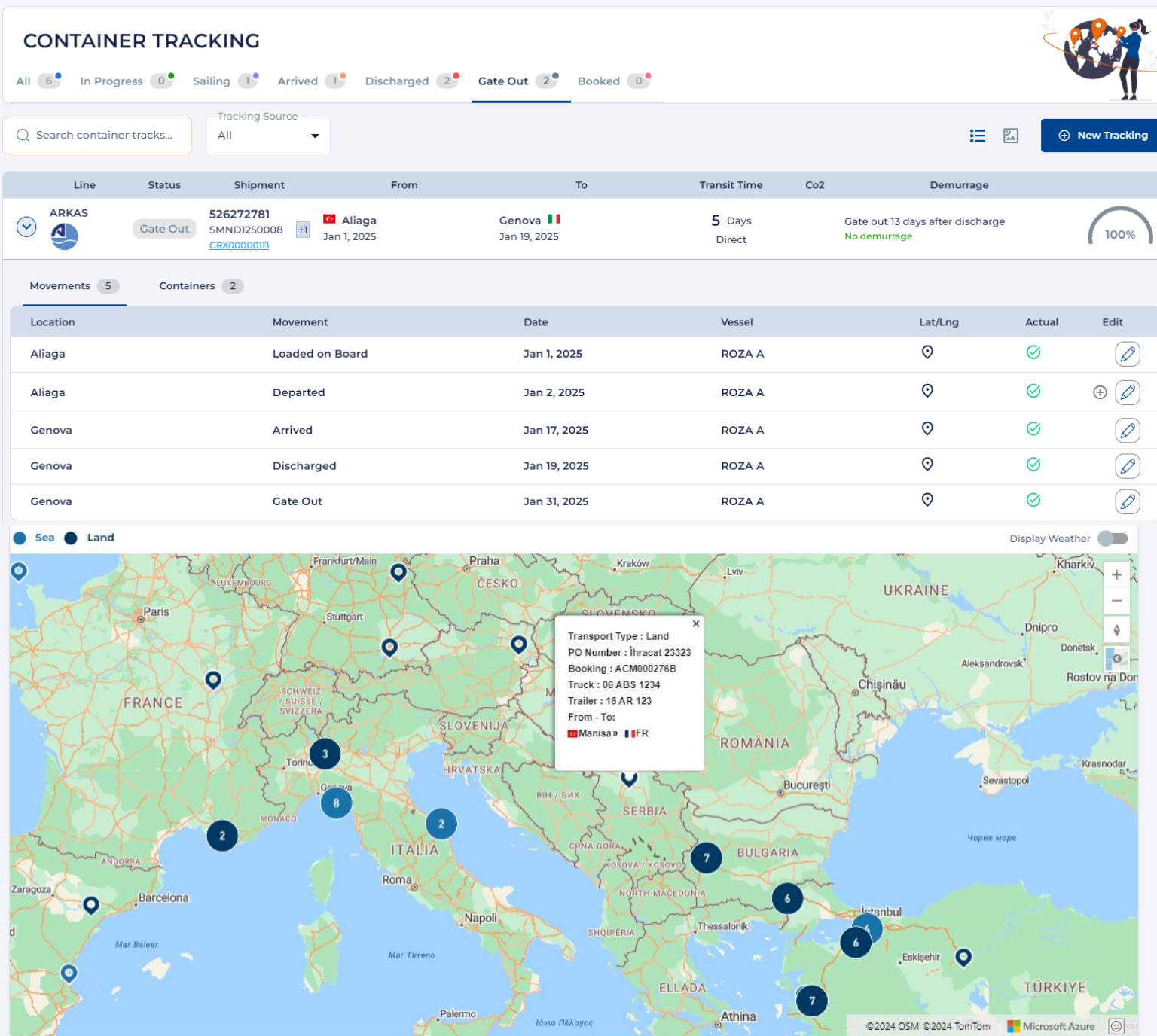
Supplier	Inland Quotation	Customs Service	Total	Validity	
GLOBEX.INT Quotation #2430	€ 1,700.00 VAT: Not Included	€ 80.00 VAT: Not Included	€ 1,780.00	Feb 28, 2025	2
Umbrella Quotation #2431	€ 2,200.00 VAT: Not Included	€ 150.00 VAT: Not Included	€ 2,350.00	Feb 28, 2025	

- FCL - LCL Request for quotation
- Multi Destination
- Comparison on one screen.
- Messaging with suppliers
- Identify favorite offers
- Creating a booking

Sea Booking Management

My Sea Bookings											
All 33 Draft 5 Sent 1 Pending Selection 0 Pending Confirmation 8 Confirmed 19 Rejected 0 Cancelled 0											
Search bookings... Tags Supplier Request User Cut Off Date All											
Booking Req. No	From/To	Ready Date	POL	POD	Equipments	Requested From	Request Date	Vessel	Booking Ref	Status	Actions
CRX000006B (E) Kemalpaşa >> Milano PO # TR-00299	ITMIL Milano ABC CORPORATION	Mar 28, 2025	TRALI Aliaga	ITGOA Genova	40' HC x1	Umbrella	Sep 20, 2024	-	-	Draft	📎 ...
CRX000040B (E) Ambarlı >> New York PO # IHR3645262	USNYC New York ABC CORPORATION	Mar 20, 2025	TRAMR Ambarlı	USNYC New York	40' HC x1	GLOBEX.INT	Mar 10, 2025	-	-	Draft	📎 ...
CRX000039B (I) Sacramento - LO... PO # LIM26262	MXSLP San Luis Potosi XYZ CORPORATION	Mar 20, 2025	MXZLO Manzanillo	USOAK Oakland	40' DC x3	GLOBEX.INT	Mar 5, 2025	AS CONS...	-	Confirmed	📎 1 ...
CRX000038B (E) Balıkesir >> El... PO # IHR786574	EGALY El Iskandariya (Alexandria) ABC CORPORATION	Mar 13, 2025	TRALI Aliaga	EGALY El Iskandariya (Alexandria)	40' HC x3	GLOBEX.INT	Mar 4, 2025	AS CONS...	ARK72722	Confirmed	📎 5 ...

- Booking Information
 - Container number
 - Vessel
 - Truck plate, driver
- Shared access to info.
 - Forwarder
 - Shipper
 - Depot
 - Customs Operator



Container and Truck Tracking

- Where is my container now?
- Has my container been loaded on the ship?
- How do I know after the container has landed and before it passes to my freetime?
- Which of my containers are delayed to be withdrawn?
- Do I have shipments with a changed ETA?

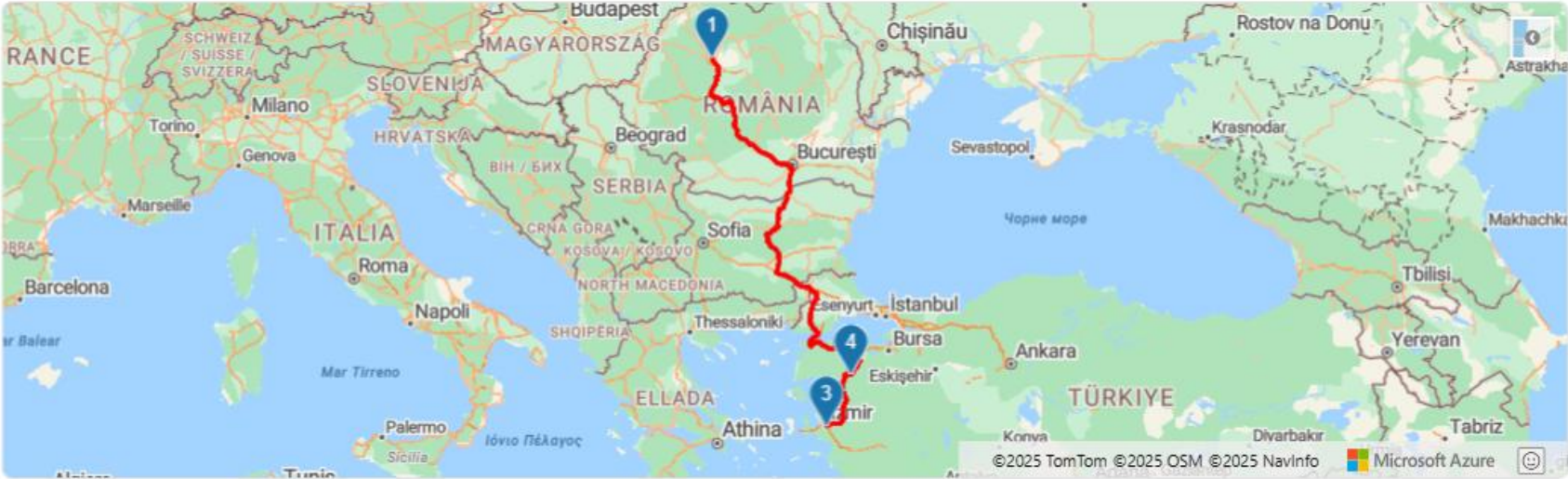
Status –Physical and Process Events

Equipment : MSDU6424032ACM000331B(E)×

Pre-Shipping			Liner Operations			Post-Shipping		
Movement	Detail	Date	Movement	Detail	Date	Movement	Detail	Date
✓ Stuffing Start		May 23, 2024, 10:00	✓ Load	ALIAGA (IZMIR) MSC THAIS	May 28, 2024	✓ GateOut	LOS ANGELES	
✓ Stuffing Finish		May 23, 2024, 16:00	✓ Departure	ALIAGA (IZMIR) MSC THAIS	May 28, 2024	✓ Empty Return		
✓ Files Approved	Raniero Marcellette	Jun 19, 2024, 13:11	✓ Arrival On Transit	VALENCIA MSC THAIS	Jun 9, 2024			
✓ Declaration Uploaded	48569552	Jun 19, 2024, 13:11	✓ Departure On Transit	VALENCIA MSC ALANYA	Jun 11, 2024			
✓ Declaration Sent	Raniero Marcellette	Jun 19, 2024, 13:11	✓ Arrival	LOS ANGELES MSC ALANYA	Jul 7, 2024			
			✓ Discharge	LOS ANGELES MSC ALANYA	Jul 7, 2024			

Truck Location Tracking

- At what stage of transportation? Where is it physically located?
- Automatic supplier Reminders for missing locations
- Retrieval of different vehicle statuses from the system
 - Vehicle Malfunction
 - RoRo Ferry
 - DFDS integration



Info: Trucking #1 (Total: 1) PO: IHR12345 CRX000035B(I) ☐ Track [Click to Complete Carriage After Carriage Completed](#)

Last Locations		Current State: In Transit	
1.	Cluj-Napoca, Romania	Select Date	26/02/25 15:28
2.	Balıkesir, Türkiye	Select Date	26/02/25 15:29
3.	Izmir, Türkiye	Select Date	26/02/25 15:29
4.	Balıkesir, Türkiye	Select Date	27/02/25 12:08

Stuffing Location:	ROCLJ, Cluj-Napoca
Stuffing Date	20 Feb 2025 08:00
Unstuffing Location:	KEMALPAŞA FABRİKA
Unstuffing Date	05 Mar 2025 10:00
Total Gross Weight	23,000 kgs
Driver Name:	MEHMET HUSEYİN
Driver Phone Number:	555 2522 52 2

Document Management

- Reservation based document management
- Who prepared which document and when?
- Are the documents for the Customs Agent / Forwarder complete?
- How do I access the Declaration and Delivery Order documents?

Booking Files- BSS0222033

Drag 'n' drop some files here, or click to select files

Files Don't Notify Upload

SMND1260006 9 All Files 9

Type	Name	Size	Created By	
Equipment	2023_09_14_Yükleme Talimatı-1.pdf SHIPPING INSTRUCTIONS / SMND1260006	441.1 KB	Caretex DEMO USER - Caretex Sep 19, 2024, 18:47	Delete Preview Download
Equipment	P1 Packing List.pdf PACKING LIST / SMND1260006	441.1 KB	Caretex DEMO USER - Caretex Sep 19, 2024, 18:47	Delete Preview Download
Equipment	E02 FATura-1.pdf COMMERCIAL INVOICE / SMND1260006 / Doc. No : xwr32333	441.1 KB	Caretex DEMO USER - Caretex Sep 19, 2024, 18:48	Delete Preview Download
Equipment	2024_08_25_Draft BL.pdf DRAFT BL / SMND1260006	455.0 KB	Marco BERNARD - GLOBEX.INT Sep 19, 2024, 18:49	Preview Download
Equipment	2023_09_25_Beyanname.pdf CUSTOMS DECLARATION / SMND1260006 / Doc. No : 334r3r3rt3	441.1 KB	Marco BERNARD - GLOBEX.INT Sep 19, 2024, 18:49	Send Preview Download
Equipment	2023_09_14_Beyanname.pdf CUSTOMS DECLARATION / SMND1260006 / Doc. No : 233	441.1 KB	Narayanan KIYO - OSCORP Sep 20, 2024, 15:57	Send Preview Download

Freight Audit Module

- Compare the agreed price of the shipment with the actual invoice

BOOKING

Main Info

Equipment Info

Vessel Info

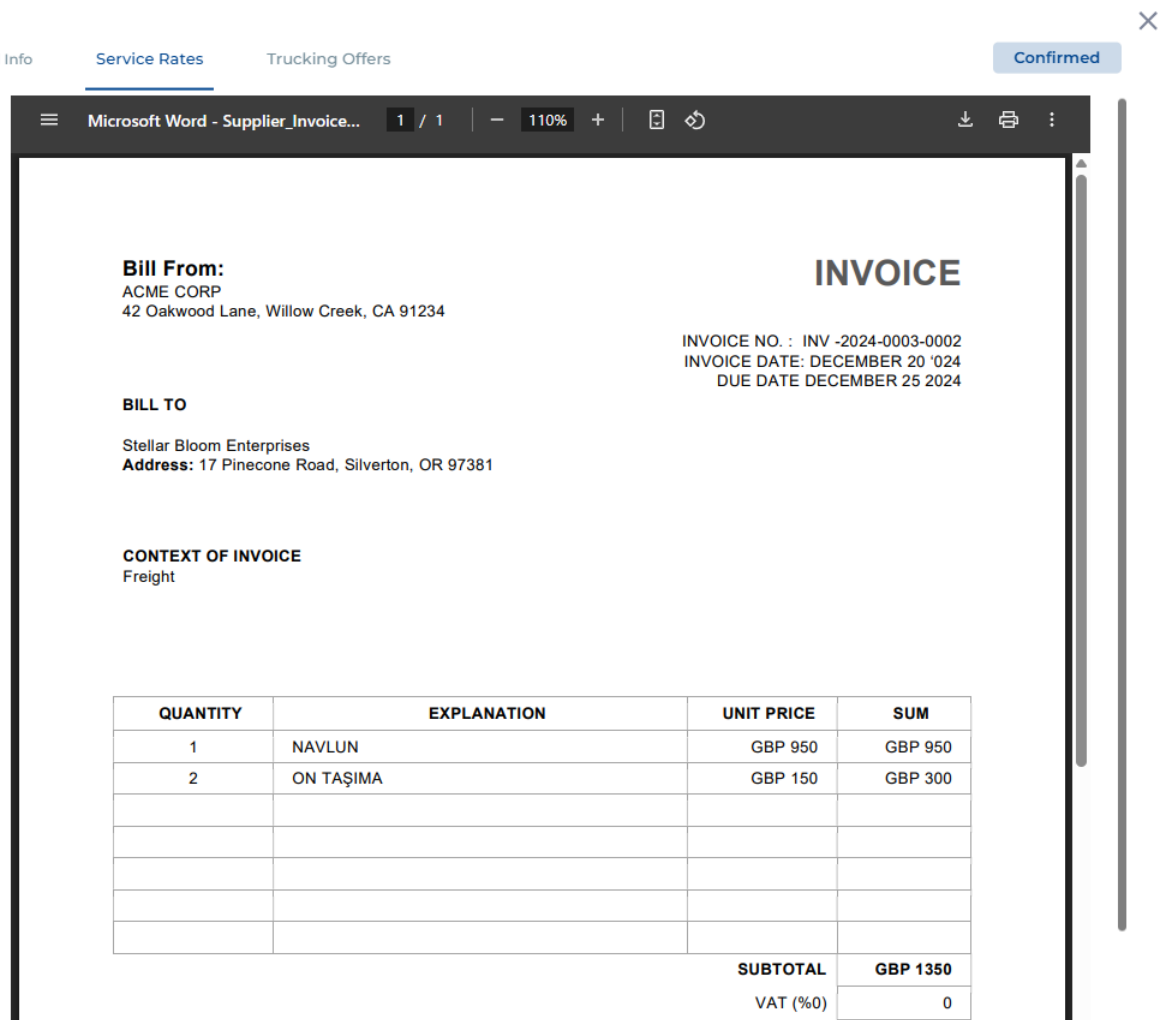
Service Rates

Trucking Offers

Confirmed

Container	Service	Amount
40' HC Standard	Freight (Includes : POD Locals / POD Locals / Sea Freight)	740.00 \$
40' HC Standard	Freight (Includes : POD Locals / POD Locals / Sea Freight)	740.00 \$
SMND2300016 40' HC Standard	Freight (Includes : POD Locals / POD Locals / Sea Freight)	740.00 \$

Totals	2,220.00 \$
--------	-------------



Manage Calendar

Get Appointments from
Suppliers

or

Give your preferred Date and
Time

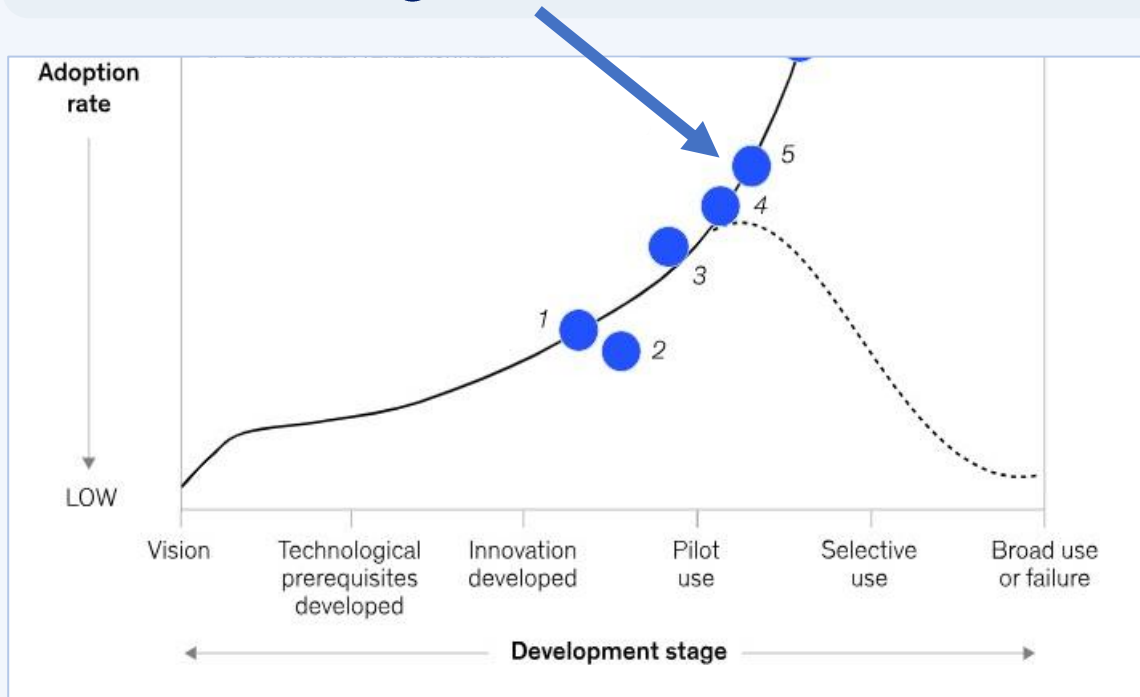
Manage scheduling easier

12	13	14	15
🕒 09:00 122333 SMND9900012 ALIAGA CORP 🕒 14:00 AKU-213567 ALICI BARCELONA	🕒 14:30 122333 SMND9900007 ALIAGA CORP		🕒 14:00 12345 BORU7025270 99 DV 9869 BARCELONA CONSIGNEE
19	20	21	22
	🕒 13:00 122333 ALIAGA CORP	🕒 10:00 12345 TRKU2050145 99 AZ 2536 BARCELONA CONSIGNEE	🕒 10:00 SMND-00020 SMND0253656 ALICI BARCELONA 🕒 10:00 12345 TLLU5420954 99 AB 2324 BARCELONA CONSIGNEE
26	27	28	29
🕒 12:00 TEK-IMP 00313 MEDENE CORP.	🕒 10:00 PO123344 SMND1211110 EGYPT CONSIGNEE	🕒 00:00 3444 # FOB ALICI VALENCIA -1 🕒 13:00 PO123344 MSCU7757245 EGYPT CONSIGNEE	🕒 14:00 122333 ALIAGA CORP

Why Now and Some Industry Insights

Global logistics at the forefront of digital transformation*

Logistics Command Centers moving out of Pilot*



Announced
Control Tower Solutions
March 2025



FOURKITES

Main Focus on Visibility

flexport

Digital Freight Forwarder

shipmind:



Thank You For Your Time !

Logistics Collaboration Platform

Expansion Plan

Currently operating in Turkey Market



Türkiye Market

TAM

Freight

TOTAL : \$ 23,1 B

Ocean: \$ 10,8 B

Land: \$ 7,8 B

Air: \$ 4.5 B

SAM

Freight Services

\$ 1,5 B**

SOM

ShipMind Services

TOTAL : \$ 24.6 M

Ocean \$ 10,1 M

Land \$ 4,9 M

Air \$ 9.6 M

** Freight Services: %7 of Freight

*** %8 of yearly TAM transaction

Avg:

1700 \$ per Cont : 6,3 M* Cont / year

2500 \$ Per Land : 3.1 M Shipment / year

300 \$ Per Air : 15 M Shipment / year

% 50 of Türkiye's Container transaction

Avg : 120 \$ per Cont

Avg :

20 \$ per Ocean + Land

8 \$ per Air

Funding Needs

We seek for;

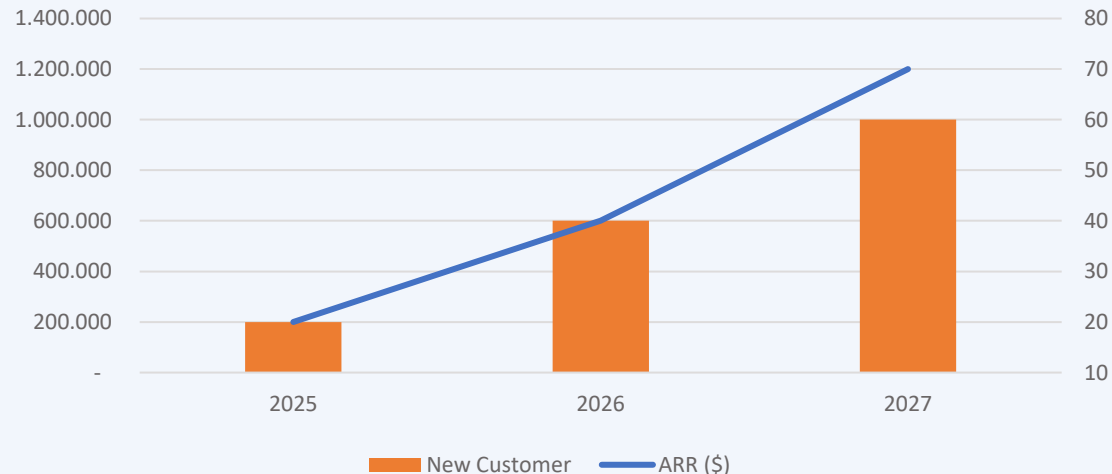
\$400K

\$200 K Sales Marketing - \$200 K Technical

Main Purpose

Marmara Region expansion

Freight Invoice Audit App



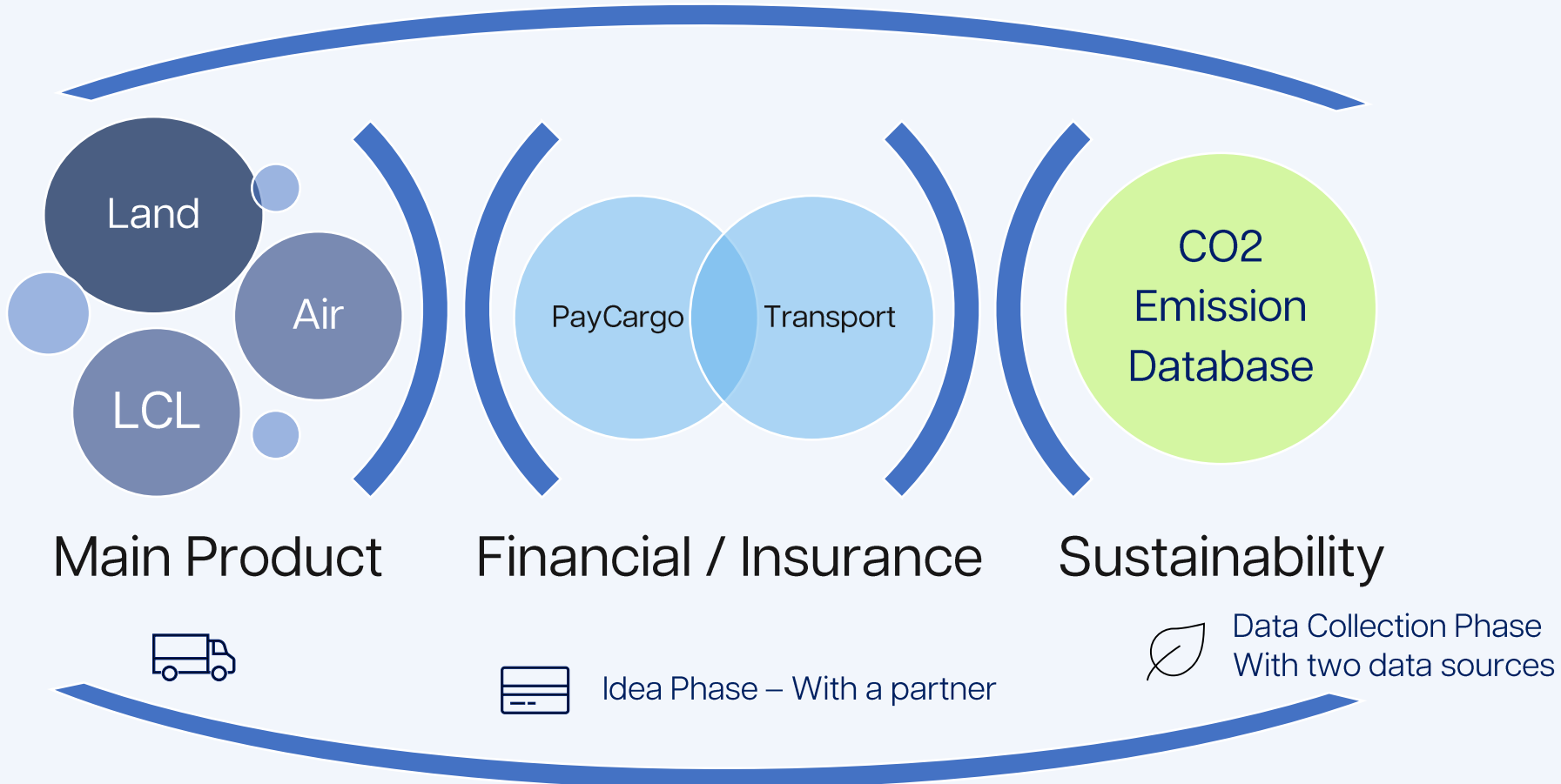
Investor Profile

Experience in B2B SaaS Scaling

Network connections in industry or logistics

Product RoadMap

ONLINE LINERS / DIGITAL FORWARDERS



LLM** for Logistics 

* LCL : Less then Container Load

** LLM : Large Language Model

POC ready – With a partner

Roles



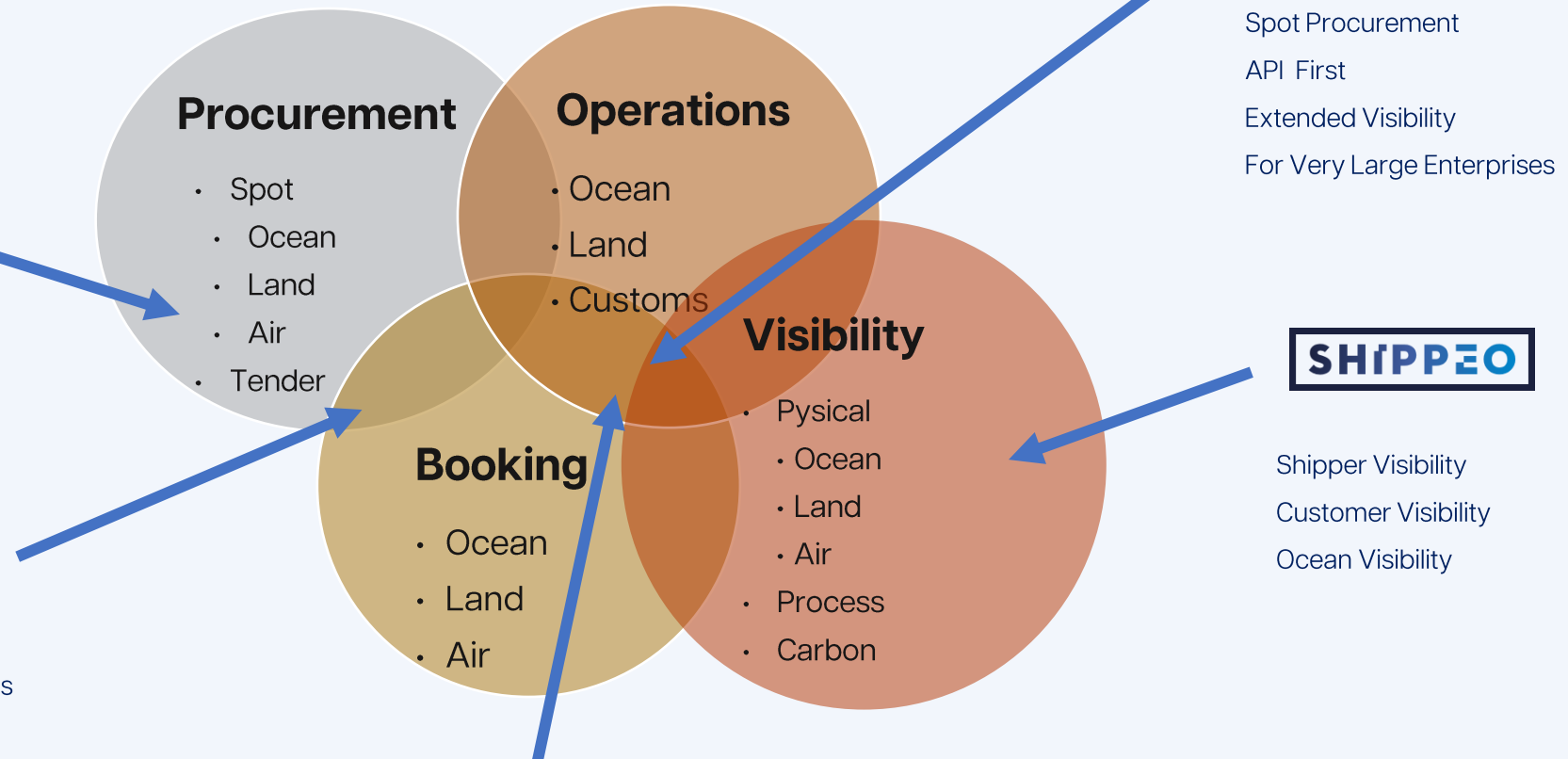
Supply Chain Holly Grail



Tender Rate Management
Integrated with Xenata



Ocean and Air Rate and Booking
Prepared Freights - Limited Routes



Gartner Leader
Spot Procurement
API First
Extended Visibility
For Very Large Enterprises



Shipper Visibility
Customer Visibility
Ocean Visibility

Focused on simple and end to end
Enough granularity for Medium – Small - Large Sized Enterprise
Enable to cooperate other vendors as well. Like Project 44
Missing parts : Air etc

Programs and Partnerships

Start-up focused



Completed



TEB

GİRİŞİM EVİ

On Going

**Business
Aalborg**

On Going

Beyond Beta
building future scaleups

On Going

Product focused



Logistics and Transportation Digital Transformation

GALAKSİYA
LLM– Start Up

ShipsGo

Container Tracking – Start Up

Quant.
Insurance– ??



Consultancy / Outsourcing
February 2021- April 2024

crasship software

Technology Outsourcing
Start January 2024

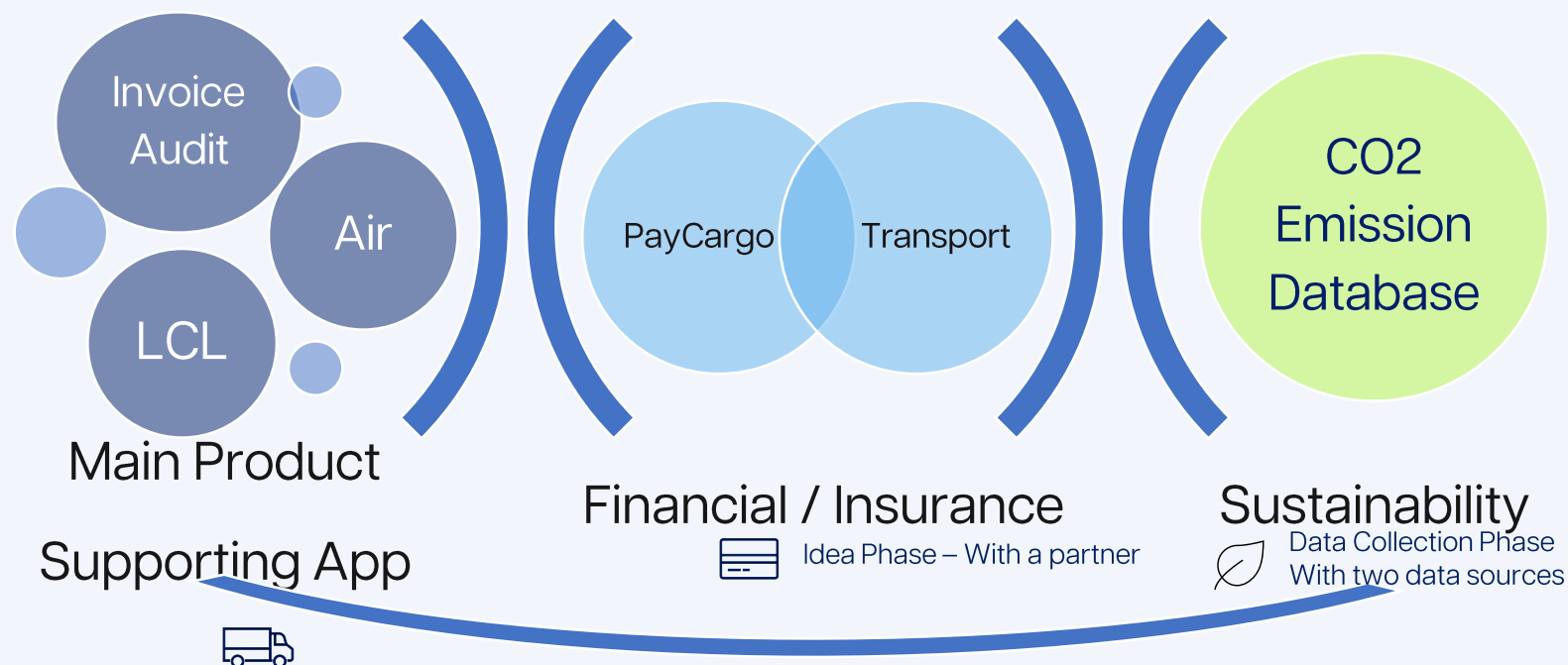


R&D Innovation Grant

Alternative Cash
Flows

shipmind:

Product RoadMap



* LCL : Less than Container Load
** LLM : Large Language Model

+ Effect on Turkiye
SOM

+ Revenue /year		+ Financial transaction /year	
Land	USD 36.000.000	Pay Cargo	USD 76.500.000
LCL	USD 1.500.000	Transport Insurance	USD 5.00.000
Air	USD 12.000.000		

Details on next page

Revenue Model with Road Map - Türkiye

Transaction Revenue

	Yearly # Transport	%30 of Total Contract Based	SOM # Transport %8 of Market	Revenue
Ocean – \$ 15	6.300.000		500.000	USD 7.200.000
Land – \$ 10	151.200.000*	46.360.00	3.628.800	USD 36.000.000
Air – \$ 10	50.00.000 **	15.00.000	1.200.000	USD 12.000.000
LCL - \$ 20	315.000***		25000 * 3	USD 1.500.000
Total				USD 56.700.000

* Daily 420.000 Transport > Yearly 151.200.000
 ** Yearly 1.500.000.000 Kg Export and Import and Average 30 Kg > Yearly 50.000.000
 *** Yearly 6.3 M Full Container % 5 of them LCL > Yearly 315.000 - Average 3 Shipment in Each Container

Payment Intermediary

	Yearly # Transport On ShipMind	Cross Selling % & Amount		Avg Price	Transaction / Yearly
Pay Cargo	150.00.000*	%30	45.00.000	USD 1700	USD 76.500.000
Transport Insurance	500.00.000	%20	100.00.000	USD 50	USD 5.000.000
Total					USD 81.500.000

* Small Enterprises are %20 of all Transport Transactions 500.000 Container > Yearly 150.000

- DEMO
 - With Test Account – Already Build in Information
 - With Actual Account
-
- It must be Interactive with their supplier - We behave like their supplier
 - They want to see their scenario
 - They want to see their supplier –

Land Freight Management

- Request Freight Quotation (FTL, LTL)
- Which freight rates did I used for this booking?
- Booking Management related with quotation.
 - Trucker Info
 - Process Updates
 - Last Location Update



The map displays a route starting at Hamburg (marked with a blue pin and '1') and ending at Hannover (marked with a blue pin and '2'). The route is highlighted in red. Other cities shown include Manchester, Birmingham, Amsterdam, Berlin, Poznań, and Warszawa. The map includes labels for the United Kingdom, North Sea, and NEDERLAND. Copyright information at the bottom right reads: ©2024 TomTom ©2024 OSM Microsoft Azure.

Info: Trucking #1 (Total: 1) PO: HMML-0004 ACM000305B(E) [Click to Complete Carriage After Carriage Completed](#)

Last Locations	
1. Padborg, Danimarka	Select Date X 15/05/24 10:08
2. Hannover, Almanyas	Select Date X 15/05/24 10:08

Stuffing Location:	PADBORG DISTRIBUTION
Stuffing Date	X 22 May 2024 00:00
Unstuffing Location:	SIVEL, Velenje
Unstuffing Date	dd mmm yyyy hh:mm
Driver Name:	RASMUS
Driver Phone Number:	45 256 36631
Temp. Truck Plate:	
Temp. Trailer Plate:	
Truck Plate:	DB 23 4565
Trailer Plate:	DB 35 4565

Document Management

- Reservation based document management
- Who prepared which document and when?
- Have the paperwork for the Customs Agent / Forwarder been completed?
- How can I access updated documents like, customs declaration, delivery order etc?

Booking Files-

Choose File No file chosen

File Type

Document Number

Upload

SMND2334443

*This field is required when the 'Invoice' or 'Customs Declaration' file type is selected

SMND2334443 7 All Files 11

Equipment	2023_10_12_Proforma Invoice.pdf PRO-FORMA INVOICE / SMND2334443	441.1 KB	Raniero MARCELLETTE - ACME Nov 3, 2023, 14:25	Preview Download
Equipment	2023_11_25_Certificate of Origin.pdf CERTIFICATE OF ORIGIN / SMND2334443	441.1 KB	Raniero MARCELLETTE - ACME Nov 3, 2023, 14:37	Preview Download
Equipment	2023_11_25_Invoice.pdf COMMERCIAL INVOICE / SMND2334443 / Doc. No : 664874838	441.1 KB	Raniero MARCELLETTE - ACME Nov 3, 2023, 14:38	Preview Download
Equipment	2023_11_25_Packing List.pdf PACKING LIST / SMND2334443 / Doc. No : 22333	441.1 KB	Raniero MARCELLETTE - ACME Nov 3, 2023, 14:38	Preview Download
Equipment	2023_11_25_Customs Declaration.pdf CUSTOMS DECLARATION / SMND2334443 / Doc. No : UTR737373	441.1 KB	Narayanan KIYO - OSCORP Nov 3, 2023, 14:47	Preview Download
Equipment	2023_11_25_Bill of Lading.pdf BILL OF LADING / SMND2334443	441.1 KB	John DOE - CSM Nov 3, 2023, 14:48	Delete Preview Download
Equipment	2023_11_25_Booking Confirmation.pdf BOOKING CONFIRMATION / SMND2334443 / Doc. No : 2356989	441.1 KB	John DOE - CSM Nov 3, 2023, 14:48	Delete Preview Download

LLM for Logistics

- PO number based
- For now all booking information retrieved
 - Vessel
 - Document
 - Container
 - PreCarriage On Carriage
 - Status
 - etc

How can we help you today?



SMND-00001 Vessel Info



The vessel name for the PO number SMND-00001 is "TURKON ISTANBUL". Here are the details of the voyage:

- Voyage Number: 0IESZWITK
- Transit Days: 5
- Estimated Departure (ETD) from POL (İzmir): 2023-12-01
- Estimated Arrival (ETA) at POD (Ashdod): 2023-12-05

If you need any further information, feel free to ask!





Which documents are uploaded?



The following documents have been uploaded for the shipment with the PO number SMND-00001:

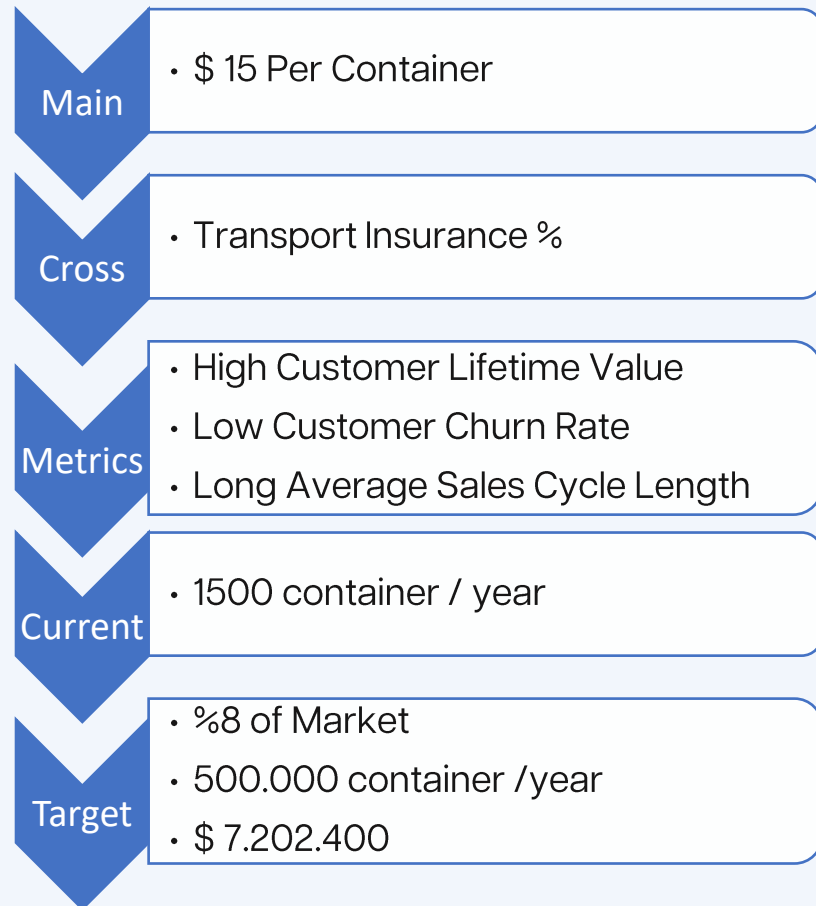
1. Customs Declaration (Gümrük Beyannamesi)
2. Shipping Instructions (Yükleme Talimatı)
3. ATR Movement Certificate (ATR Dolaşım Belgesi)
4. Commercial Invoice (Ticari Fatura)
5. Bill of Lading (Konşimento)
6. Delivery Notes (İrsaliye)

If you need any of these documents, please let me know, and I can assist you in accessing them.



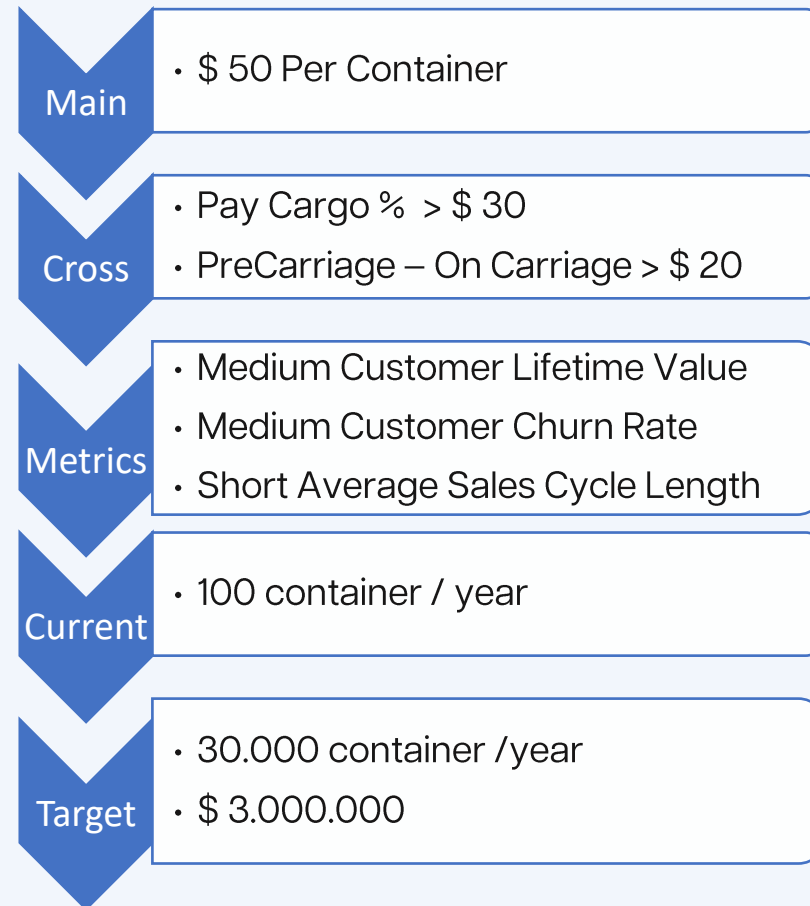
CashFlow Road Map

Platform - Digitilization



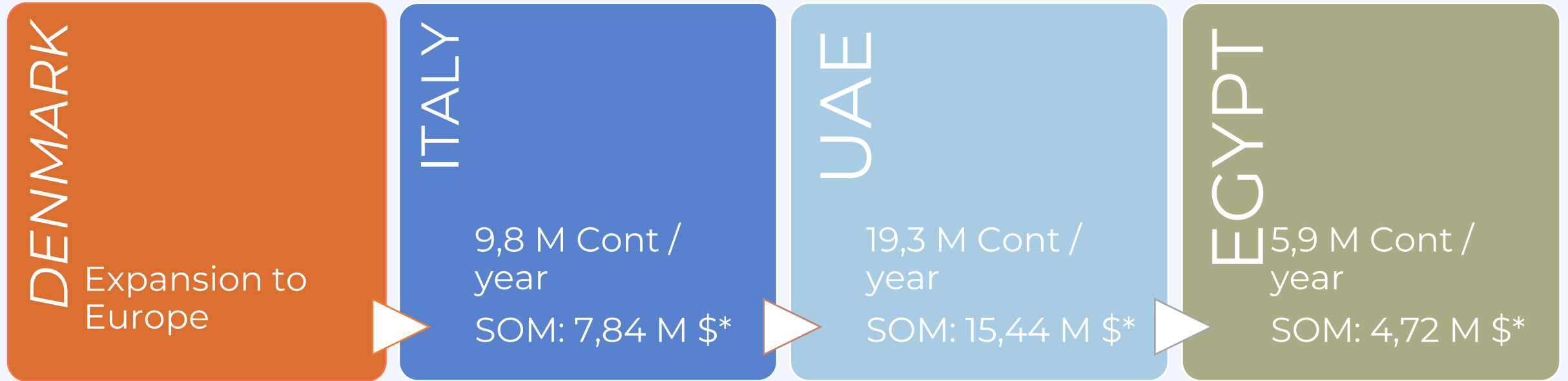
High Scalable – Low Operation Cost

Freight - Consultancy



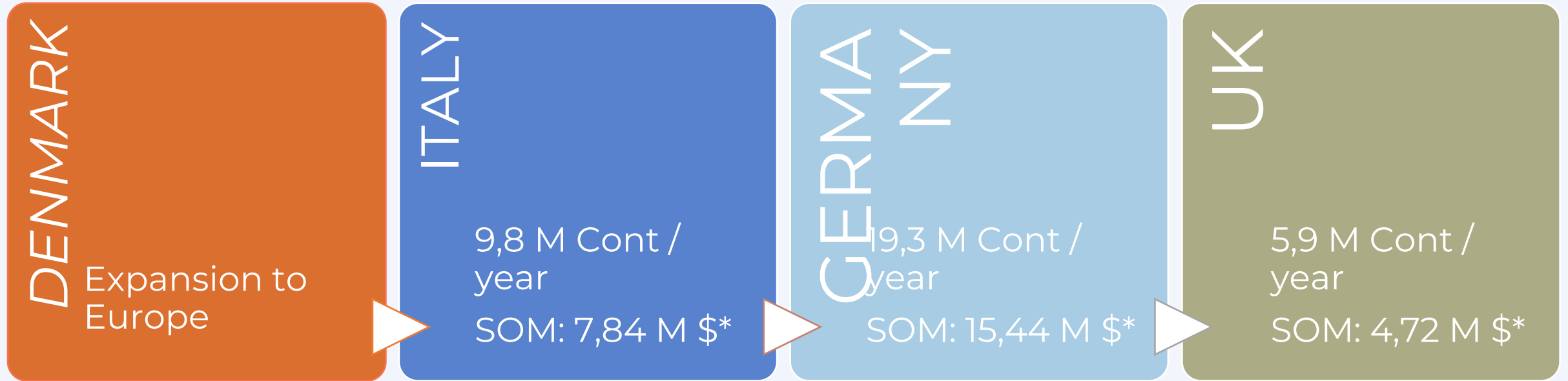
Medium Scalable – Medium Operation Cost

Expansion Plan –



* 8% of SAM

Expansion Plan –



* 8% of SAM

Product Roadmap

Priority 1-5

Sea Freight Functions

Quotation Mng.



Tender Quotations



Booking



Logistics Operations
PreShipment - Export



Logistics Operations
PostShipment - Import



1

Inland Trucking

On Carriage Pre Carriage



1

Additional Services

Land Freight



2

Air Freight

3

Freight Invoice
Validator

2

Freight Market
Insights

3

LLM Based Services

2

Financial Services

Transport Insurance

4

Integrated Payment
System

5

Container Insurance

5

Payment Term

5

API's

Container Tracking



3

Worldwide Schedules



3

Instant Quotations

2

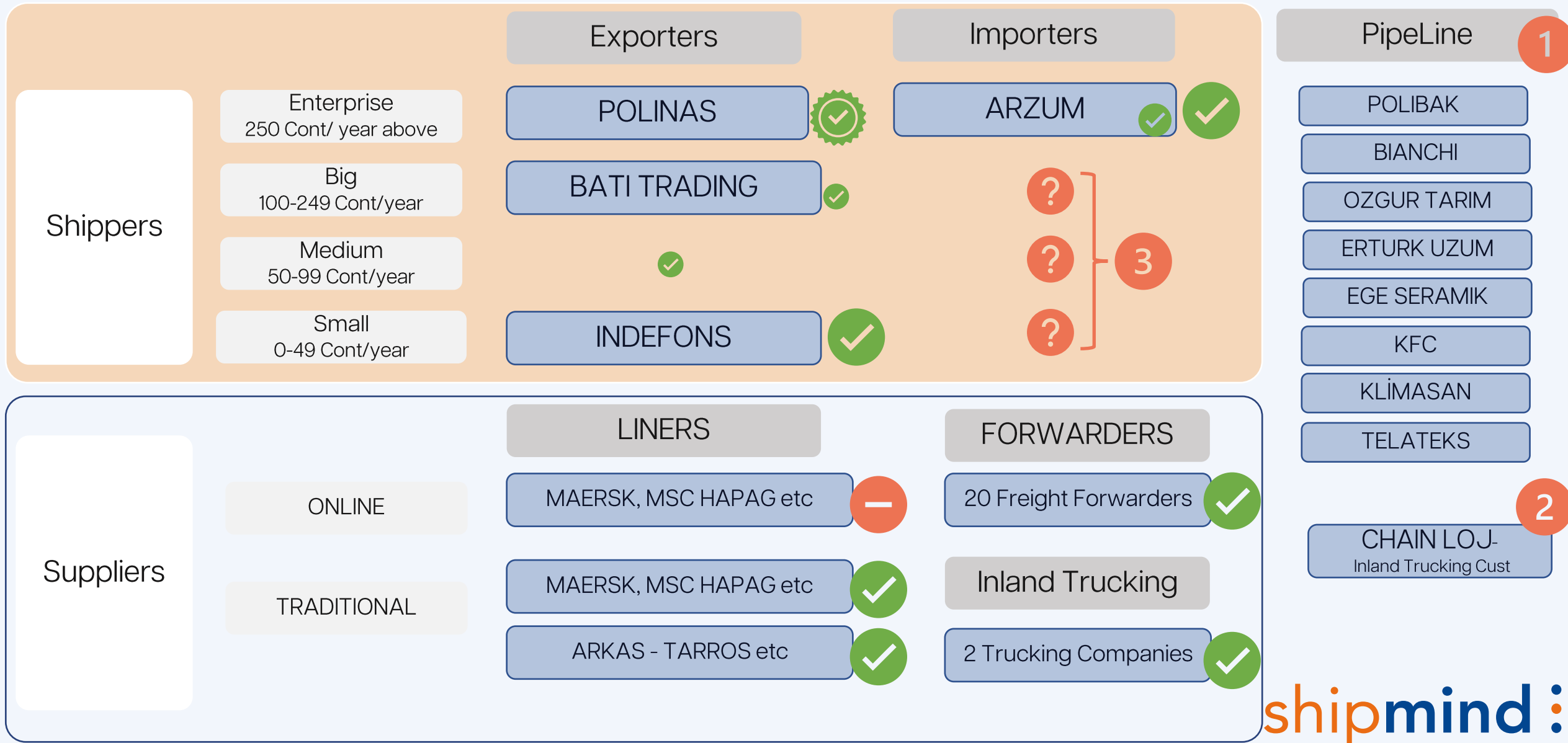
SAP / ERP
Integrations

2

Freight CO'2
Calculator

1

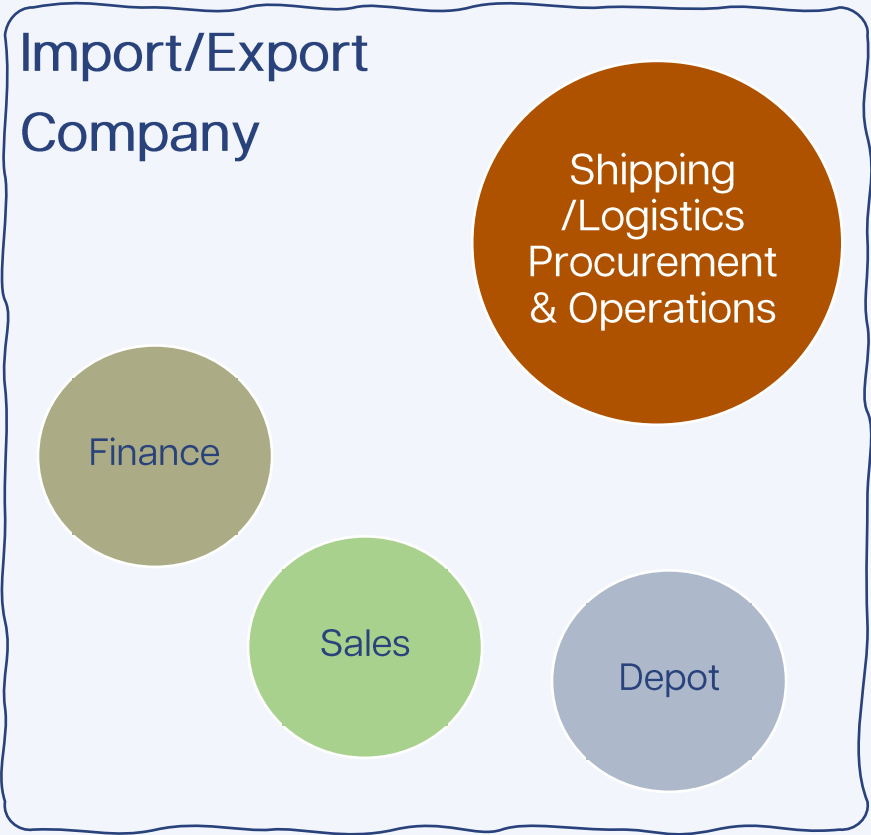
Marketing and PMF Validation Roadmap



TAM - SAM - SOM Calculation

1 TEU : 20 Ft Container	2020 World Bank Data	Total Freight Market %50 of All Container Transactions	AVG Freight 1730 USD per Container	Freight Services given by intermediary companies. % 7 of all Total Freight: 120 USD per Container	SOM Market Share %8 of TAM Container	Proposed ShipMind Services AVG 20 USD per Container
		50%	\$ 1.730	7%	8%	\$ 20
Market	2020 TEU	TAM TEU	TAM (\$)	SAM (\$)	SOM (TEU)	SOM (\$)
World	800.000.000	400.000.000	692.000.000.000	48.440.000.000	32.000.000	\$ 640.000.000
EU Zone	101.000.000	50.500.000	87.365.000.000	6.115.550.000	4.040.000	\$ 80.800.000
Germany	18.028.000	9.014.000	15.594.220.000	1.091.595.400	721.120	\$ 14.422.400
Greece	17.300.000	8.650.000	14.964.500.000	1.047.515.000	692.000	\$ 13.840.000
Italy	9.800.000	4.900.000	8.477.000.000	593.390.000	392.000	\$ 7.840.000
Spain	8.700.000	4.350.000	7.525.500.000	526.785.000	348.000	\$ 6.960.000
United Kingdom	5.756.000	2.878.000	4.978.940.000	348.525.800	230.240	\$ 4.604.800
Turkiye	12.500.000	6.250.000	10.812.500.000	756.875.000	500.000	\$ 10.000.000
İzmir Liman	1.500.000	750.000	1.297.500.000	90.825.000	60.000	\$ 1.200.000
EGYPT	5.900.000	2.950.000	5.103.500.000	357.245.000	236.000	\$ 4.720.000
UAE	19.300.000	9.650.000	16.694.500.000	1.168.615.000	772.000	\$ 15.440.000

ORJINAL



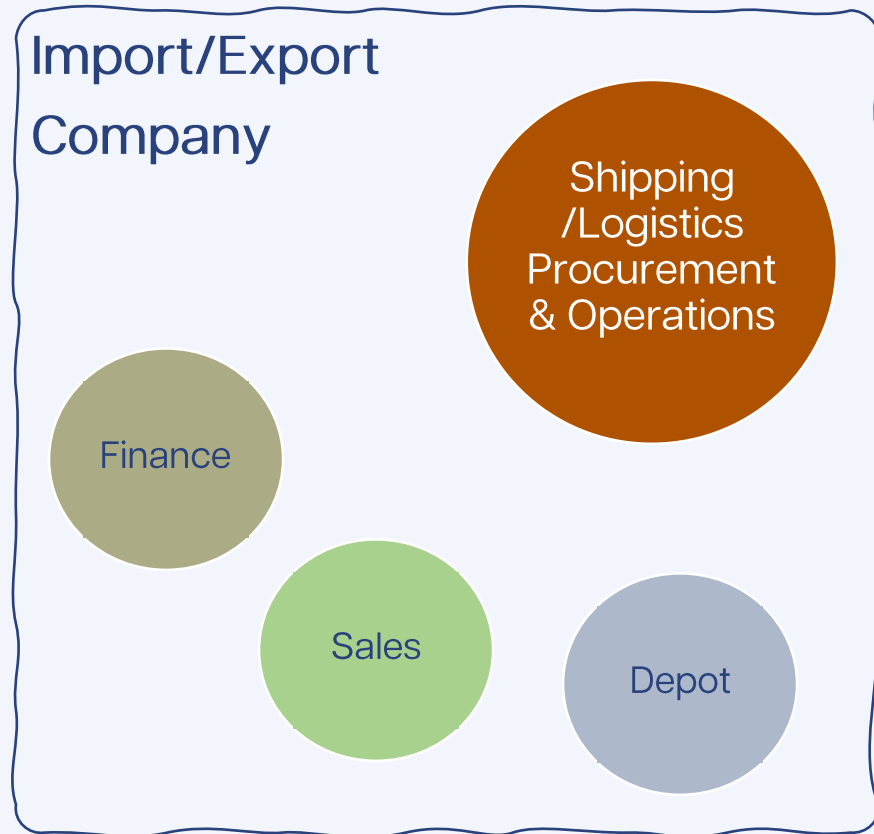
Freight Forwarder A

Freight Forwarder B

Freight Forwarder C

Pre - OnCarriage Company

Customs Company



Freight Forwarder A

Freight Forwarder B

Freight Forwarder C

Pre - OnCarriage
Company

Customs Company

İthalat / İhracat
Şirketi

Lojistik
Satınalma &
Operasyon

Finans

Satış

Depo

Freight Forwarder A

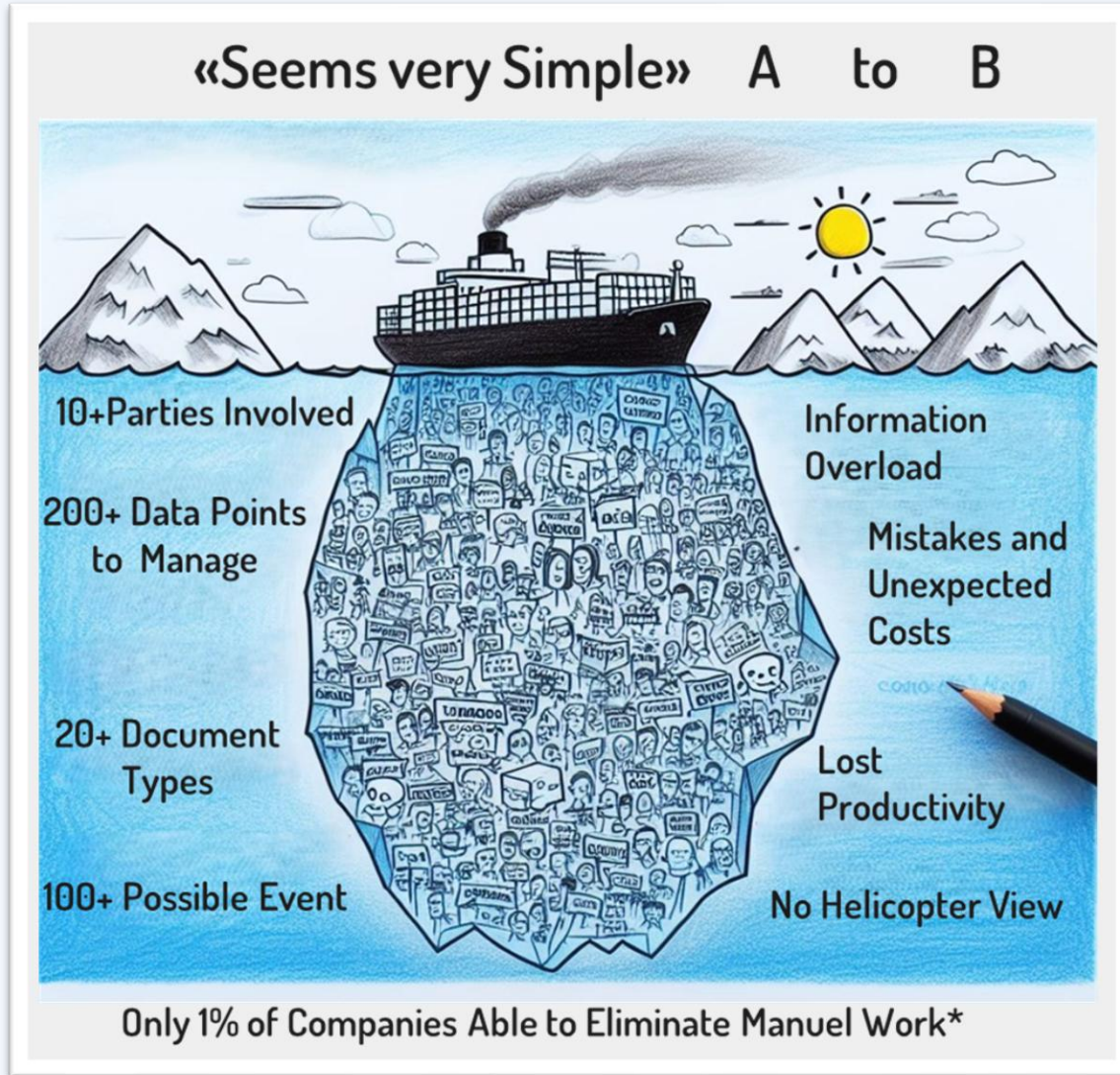
HAT B

Freight Forwarder C

Ön – Son Taşıma Firması

Gümrük Müşaviri

ShipMind **minds** your Logistics Effectiveness



From Procurement to Delivery

All Logistics Suppliers and Partners in One Platform

Logistics Collaboration via Digitalization

Visibility and Tracking

- Process
- Physical
- CO2 footprint

100 % Controlled Data and Full Overview

90 % Reduction on Daily e-mail traffic

Minimized Communication Mistakes

shipmind :

Procurement

Spot Quotation – Single Destination
Tender Quotation – Multiple Destinations
Supports:

- 15 types of Containers
- Flexible Quotation request types

Quotation Revision History

Booking

Integrated With Quotation
Booking Management

- Vessel Alternatives and Selection
- Container Info
- Driver & Truck for Inland Trucking
- Expected Freight Cost

Operations

Booking integrated;
Depot / Inland Trucking / Customs Declaration Operations

- Factory Depot Arrival - Departure
- Inland Trucker Management
- Custom Declaration Management

Visibility

Three types of Tracking in one place

1. Physical Tracking
2. Process Tracking – From Factory Gate –out until Delivery Including Customs Declaration
3. CO2e Reporting

1

Document Management

Booking / Container Based Document Management – 20 + Types of Documents

2

Warnings

Critical Warnings for Selected Vessels, (Latest Gate out, Latest Cancellation etc.)

Critical Warnings for Tracking (Demurrage, Vessel Arrival etc.)

3

Chat

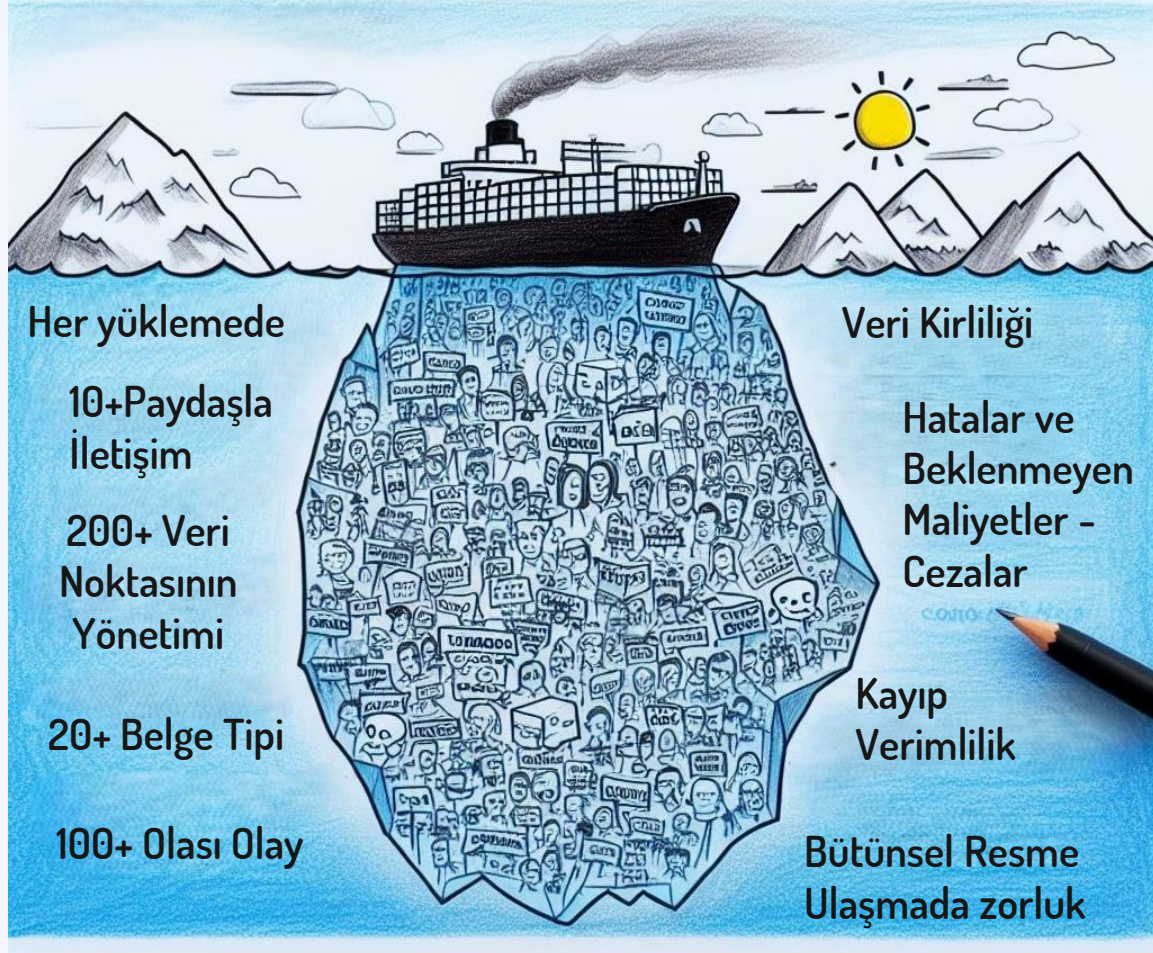
Chat : Quotation based or Booking based Chat / Discussion option

4

Dashboards

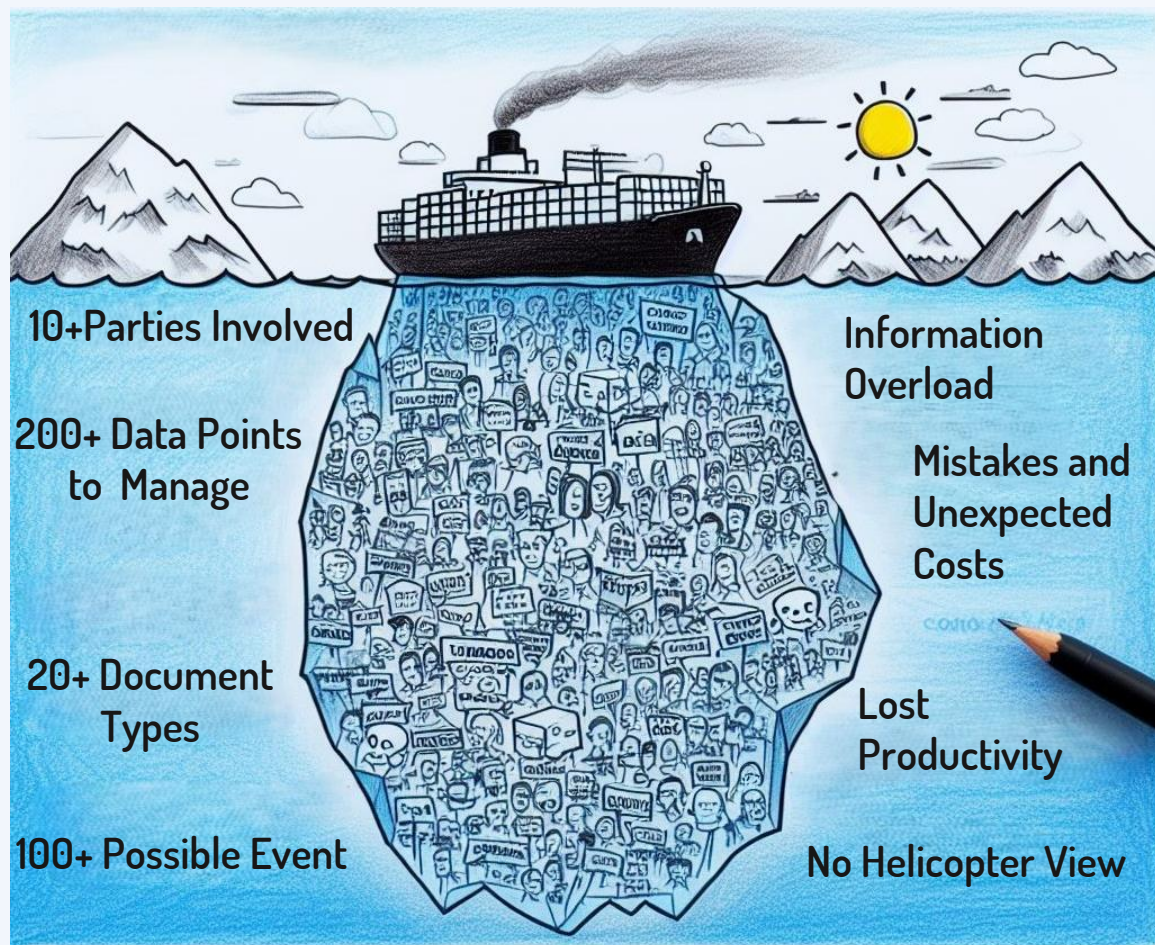
Quotation / Booking / Container based Dashboards

A'dan B'ye «Gayet Kolay Görünüyor»



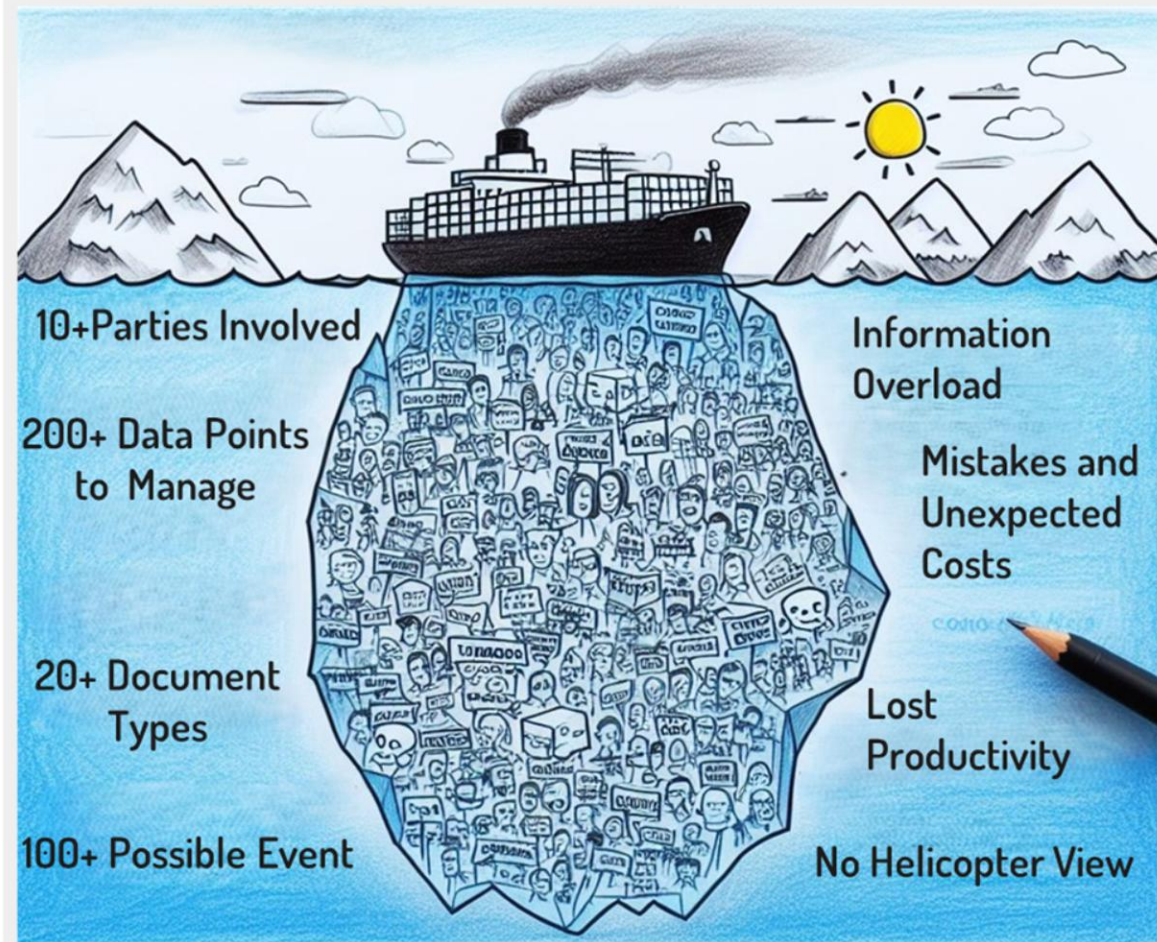
Lojistik Süreçlerini Modernleştiren Şirket Oranı Sadece 1% *

«Seems very Simple» A to B



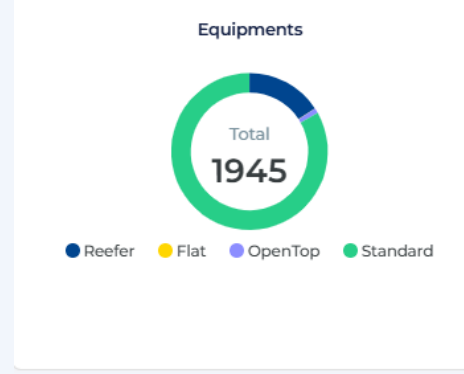
Only 1% of Companies Able to Eliminate Manual Work*

«Seems very Simple» A to B



Only 1% of Companies Able to Eliminate Manual Work*

ULKE Filtresi
Çoklu Seçim



40 STD
20 STD

