

# geoconnect

PORT DISBURSEMENT, POST  
FIXTURES AND PAYMENT SOLUTIONS



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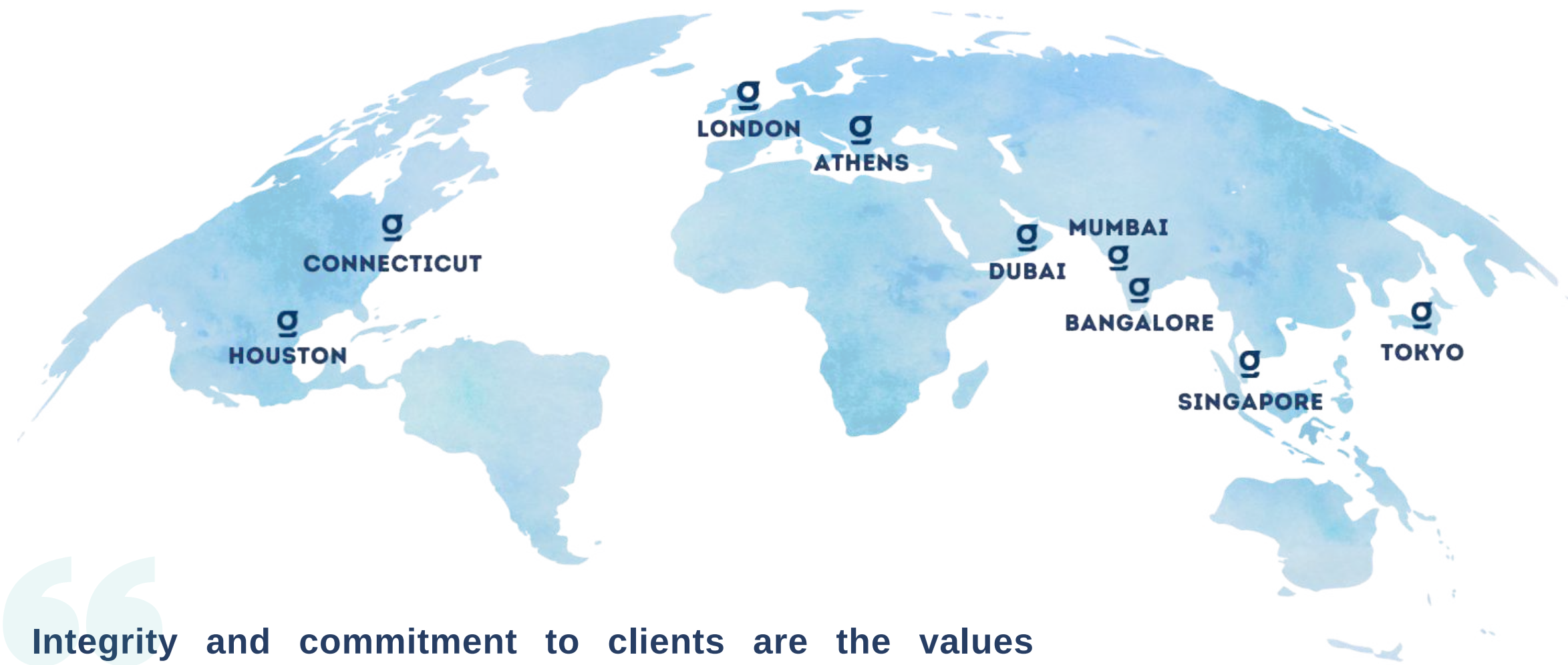




# ABOUT GEOSERVE



Founded in 2019, GeoServe is a service-driven organization committed to delivering integrated commercial management solutions for the maritime industry. Our expertise lies in providing technology-enabled services that empower vessel operators, owners, and managers to optimize every stage of a voyage – from pre-fixture planning to voyage execution and post-fixture analysis. Headquartered in Dubai, with a global presence across eight locations, GeoServe operates with a commercially focused approach, combining deep industry expertise with cutting-edge technology. At the core of our offering is a suite of integrated solutions designed to support vessel operations through domain expertise and innovation, seamlessly integrating into a unified maritime ecosystem for our users.



“Integrity and commitment to clients are the values central to us. True to our name, GeoServe, we exist and are here, to serve with a determination to deliver.”



# PORT DA MANAGEMENT - SOLUTIONS & EXPECTATIONS



## CAPABILITIES OF AN IDEAL PORT DISBURSEMENT SERVICE PROVIDER



### TRANSPARENCY

Rationale, unbiased cost based on objective factors.



### METHODOLOGY

Factual, documented and rightfully allocated.



### EXPERTISE

Team composition, collaboration and competence.



### RELATIONSHIP

Independent. Stable. Safeguarding Market Position.



### COST EFFECTIVENESS

Measurable cost and time savings impact for business.



**Service you can count on - EVERY TIME!**

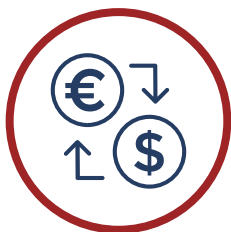
# PORT DA MANAGEMENT



## PORT DISBURSEMENT ACCOUNTING

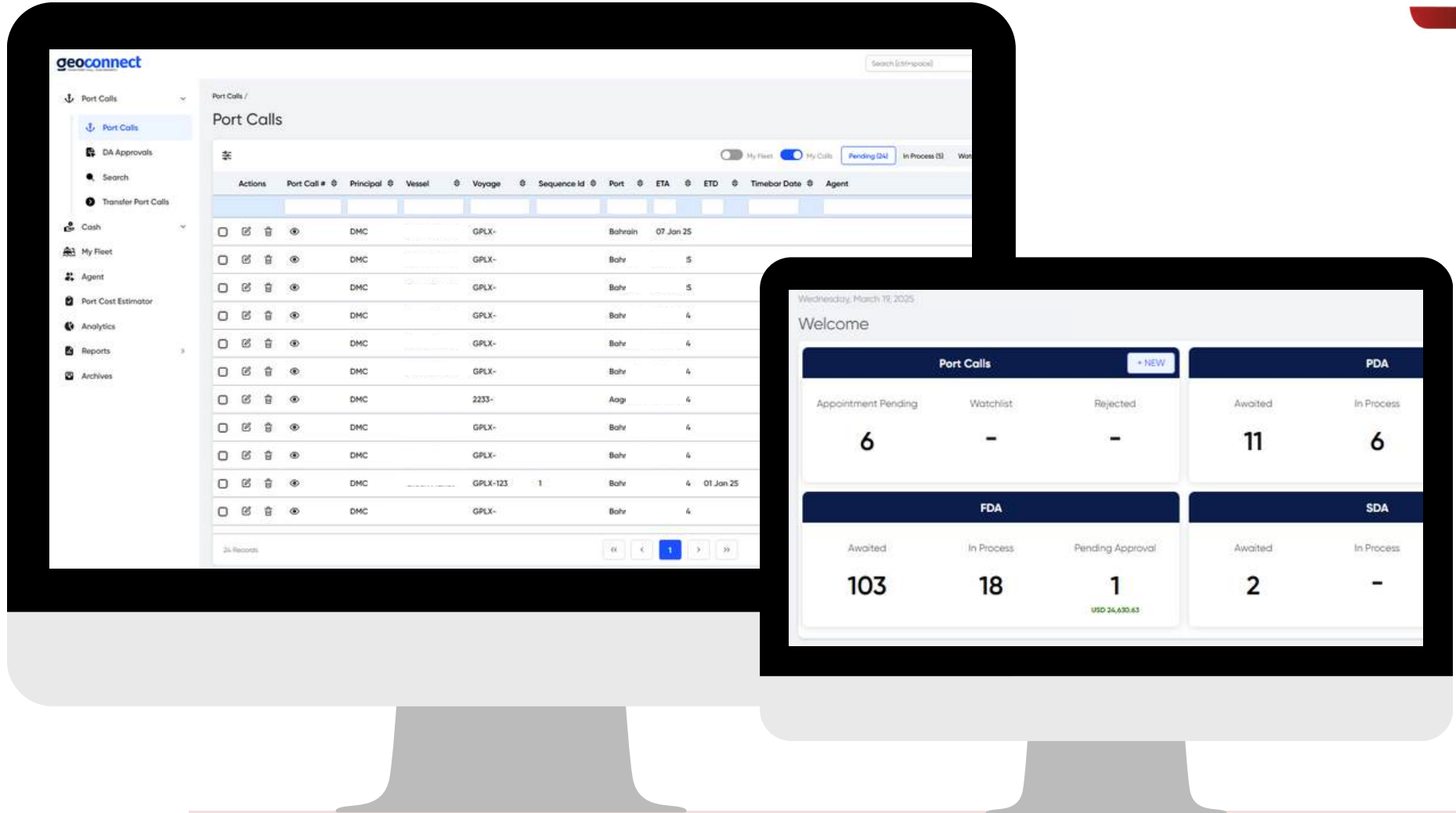


## PORT VENDOR SERVICE CONTRACTS



## CASH MANAGEMENT & FX SOLUTIONS

### METRIC



Platform partnership with VESON IMOS for Port DA data to flow seamlessly between the applications.

**7,500+**  
ANNUAL PORT CALLS

Deft at managing over 7,500 port calls annually for 500+ vessels.

**USD 10,000,000**  
CONTRACT SAVINGS

Over USD 10,000,000 in contract savings in 350+ ports for our customers last year.

**USD 350,000,000**  
PORT PAYMENTS

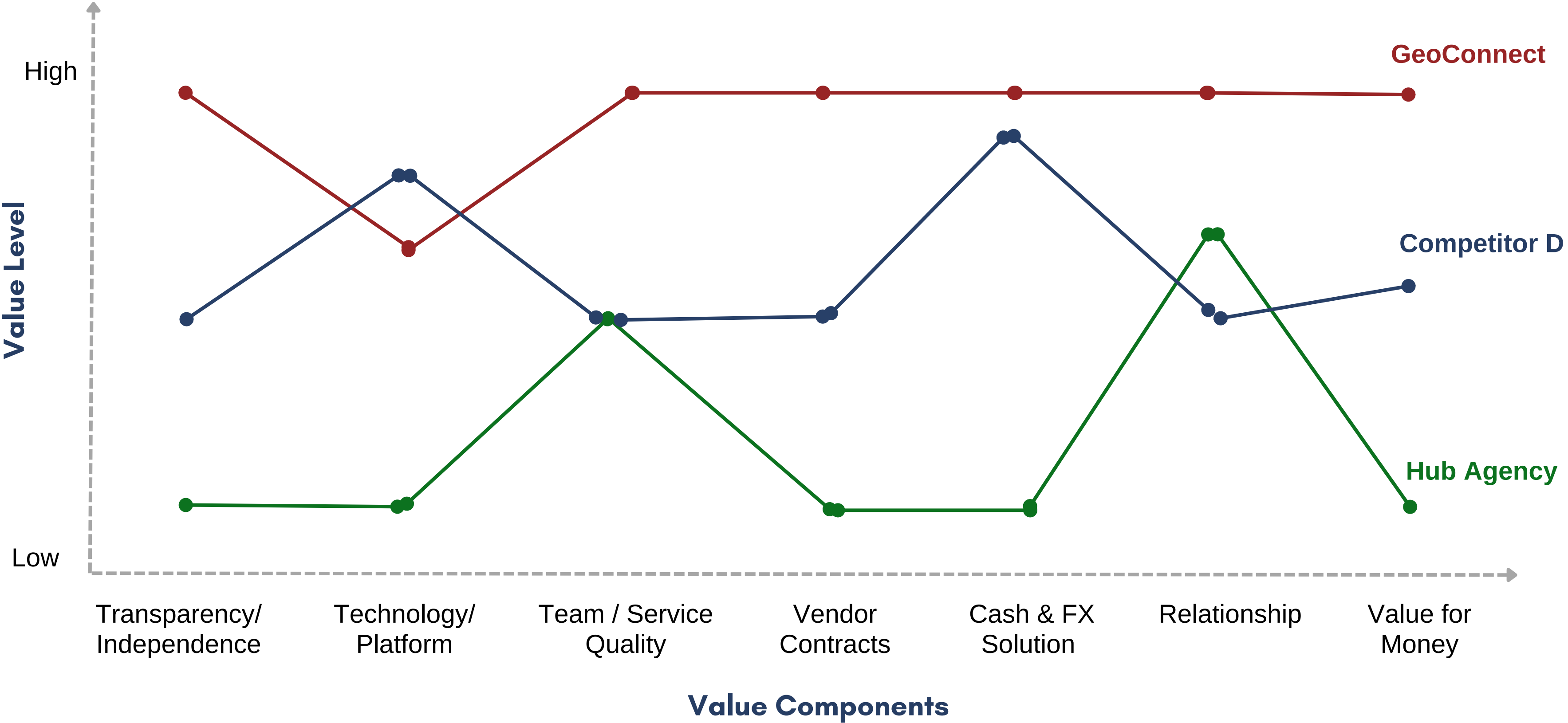
Port Payments of over USD 350,000,000 paid in 35+ currencies annually.

**5,000+**  
MARKETPLACE

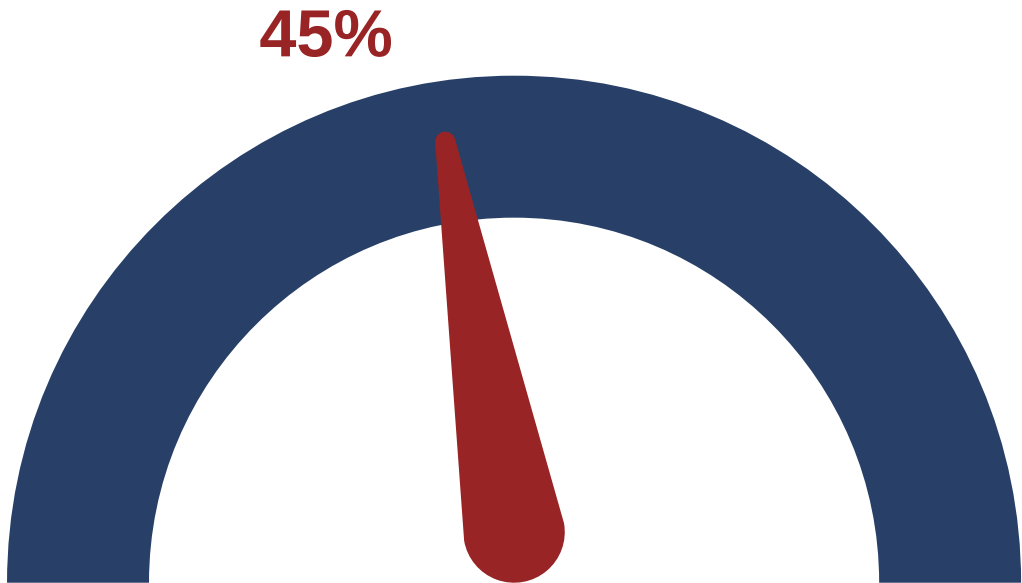
We have over 5,000 verified Agents & vendors registered on our platform.



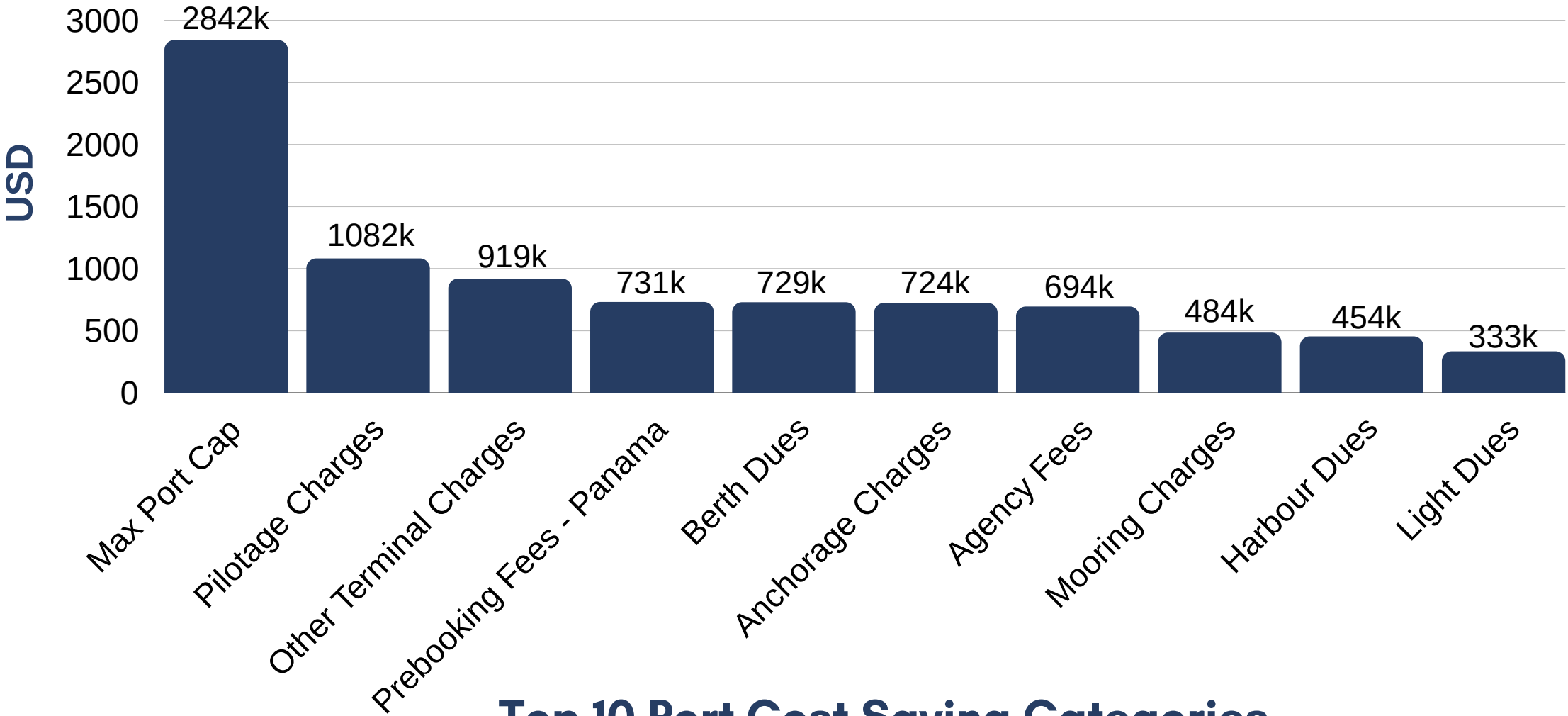
# MARKET DIFFERENTIATION



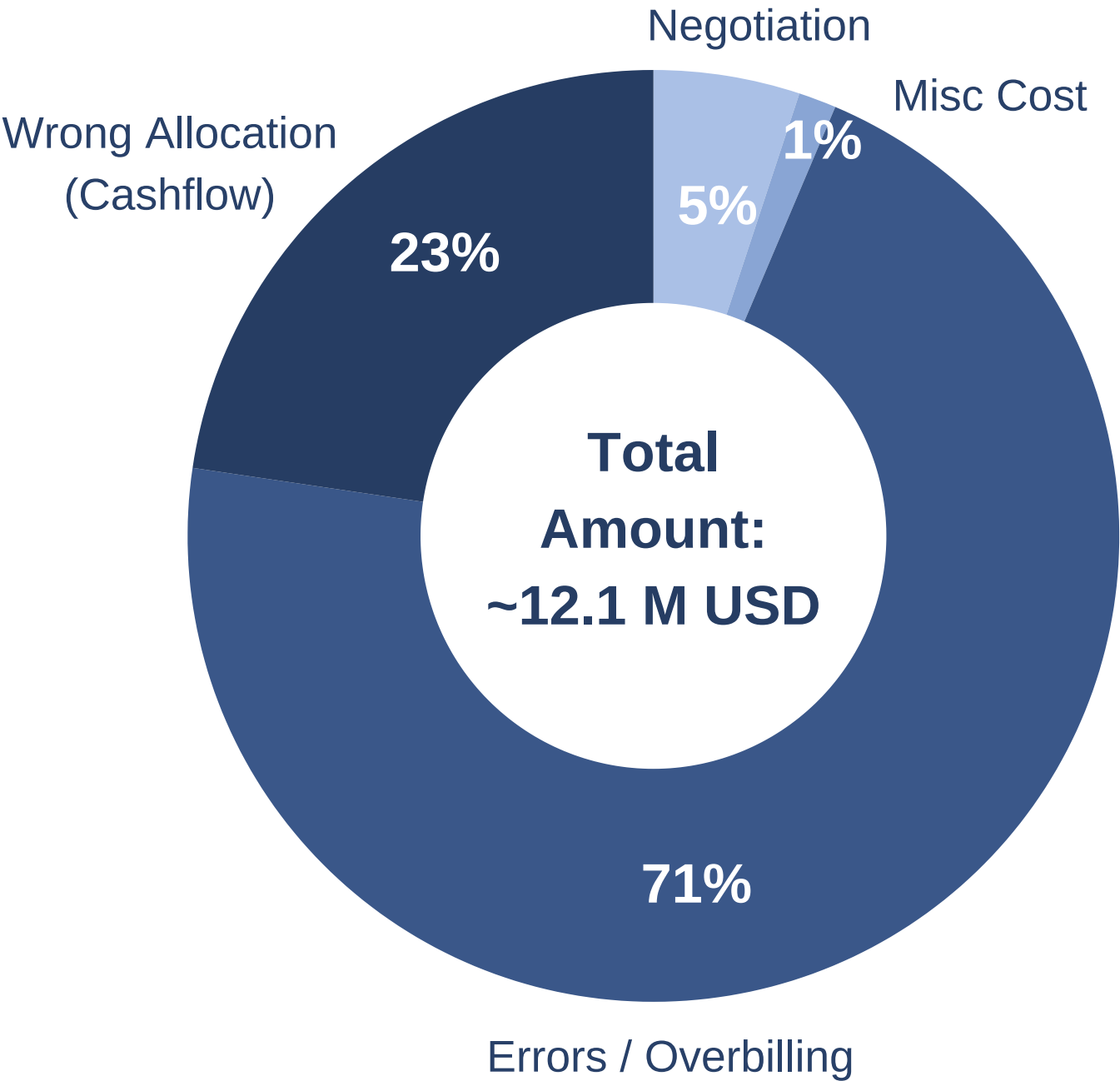
ACTUAL DATA BASED ON ABOUT 7,500 CALLS FROM JAN TO DEC 2024



INCORRECT DA's



Top 10 Port Cost Saving Categories



# A TANKER OWNER- FIRST 6 MONTHS WITH GEOCONNECT



## \*SAVINGS



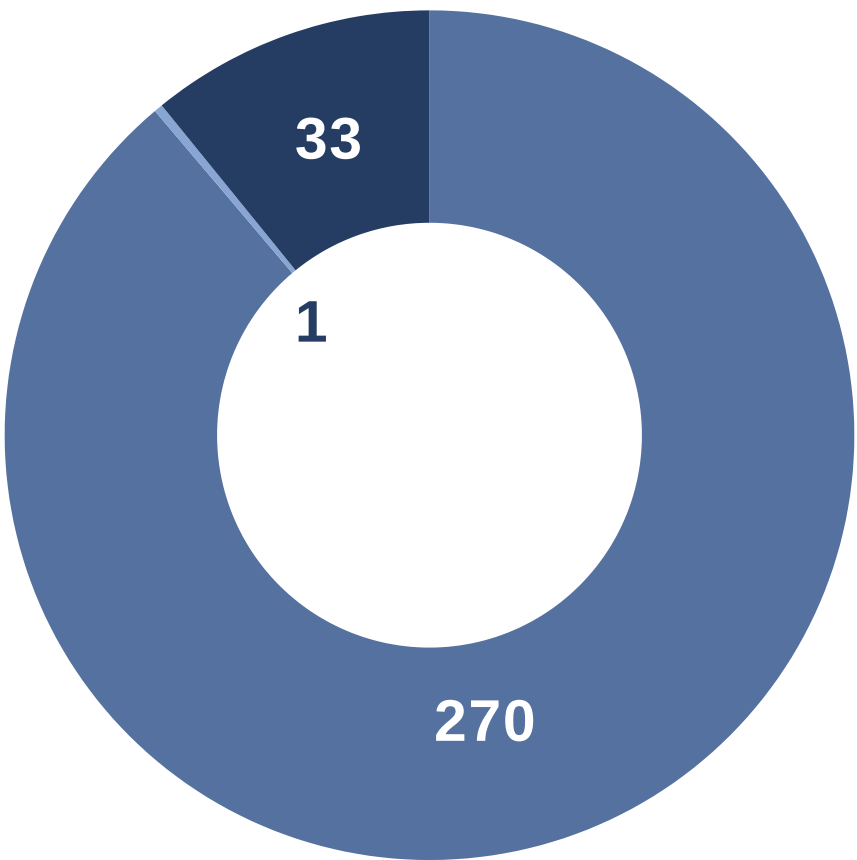
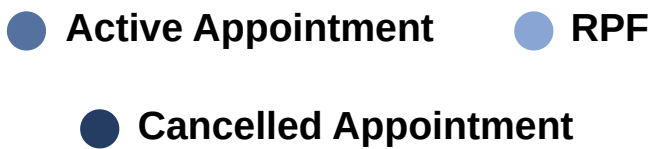
### \*Actual Savings



### \*Actual Saving Per Call



## PORT CALLS



### Additional Cash Flow Optimised



\*Based on the actual saving obtained for a client over a 6-month period.

# EFFICIENCY SUMMARY\*



## IMPROVED PRODUCTIVITY

DA scrutiny takes about 2 hours on average. We act as your extension and allow your operations teams to focus on larger issues whilst we take care of the ancillary services.

### PRE-FIXTURE

- Port Expense Estimations
- PDA Quotes and Liaising
- World Scale & CP Rebills

### VOYAGE INITIATION

- Agent Selection
- Port Services
- Vendor Selection
- Appointment Terms

### BALLAST LEG / LOAD PORT

- PDA Screening & Processing
- Pre-funding Negotiation
- Interim Port Rebills

### LADEN LEG / DISCHARGE PORT

- PDA Screening & Processing
- Pre-funding Negotiation
- Interim Port Rebills

### SETTLEMENT

- FDA Screening and Processing
- Owners Cost & Rebills
- Payment Processing



Total time saved\* per voyage

 **6-12**

Total time saved^ annually

 **50-100**  
mandays

\*Based on the average time reported by our customers when managing the process on their own



# LAYTIME AND CLAIMS MANAGEMENT



LAYTIME CALCULATIONS



CLAIMS REVIEW



CLAIMS AND REBILL  
MANAGEMENT

## OUR STRENGTHS



### IMPROVED SITUATIONAL AWARENESS

Real-time information to track KPIs and take action to improve overall claim recovery.



### ENABLES DECISION-MAKING

Allows stakeholders to make key decisions using real-time performance indicators.



### ACCOUNTABILITY

Acting as an extension of the Principal to ensure the claim is presented professionally and recovered in a timely manner.



### REPORTING

Weekly, monthly, and quarterly updates on outstanding, recovered and all invoiced claim status.

## METRIC

**98.8%**  
RECOVERY

Amount recovered against claims billed to counterparts

**USD 500,000,000**  
ATV

Value of all claims & demurrage managed annually

**<1%**  
CASES ESCALATED

Percentage of claims escalated to external lawyers

**103 DAYS**  
CYCLE TIME

Average amount of time taken from invoice due to receipt of funds

# VISION

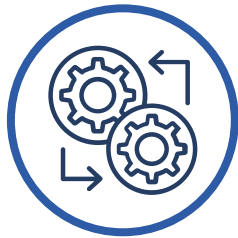


## INTEGRATED VOYAGE PLATFORM

Our aim is to deliver an end-to-end approach to commercial voyage management through integrated workflows which optimise decision making across pre-fixture planning, post fixture execution and post voyage analysis.



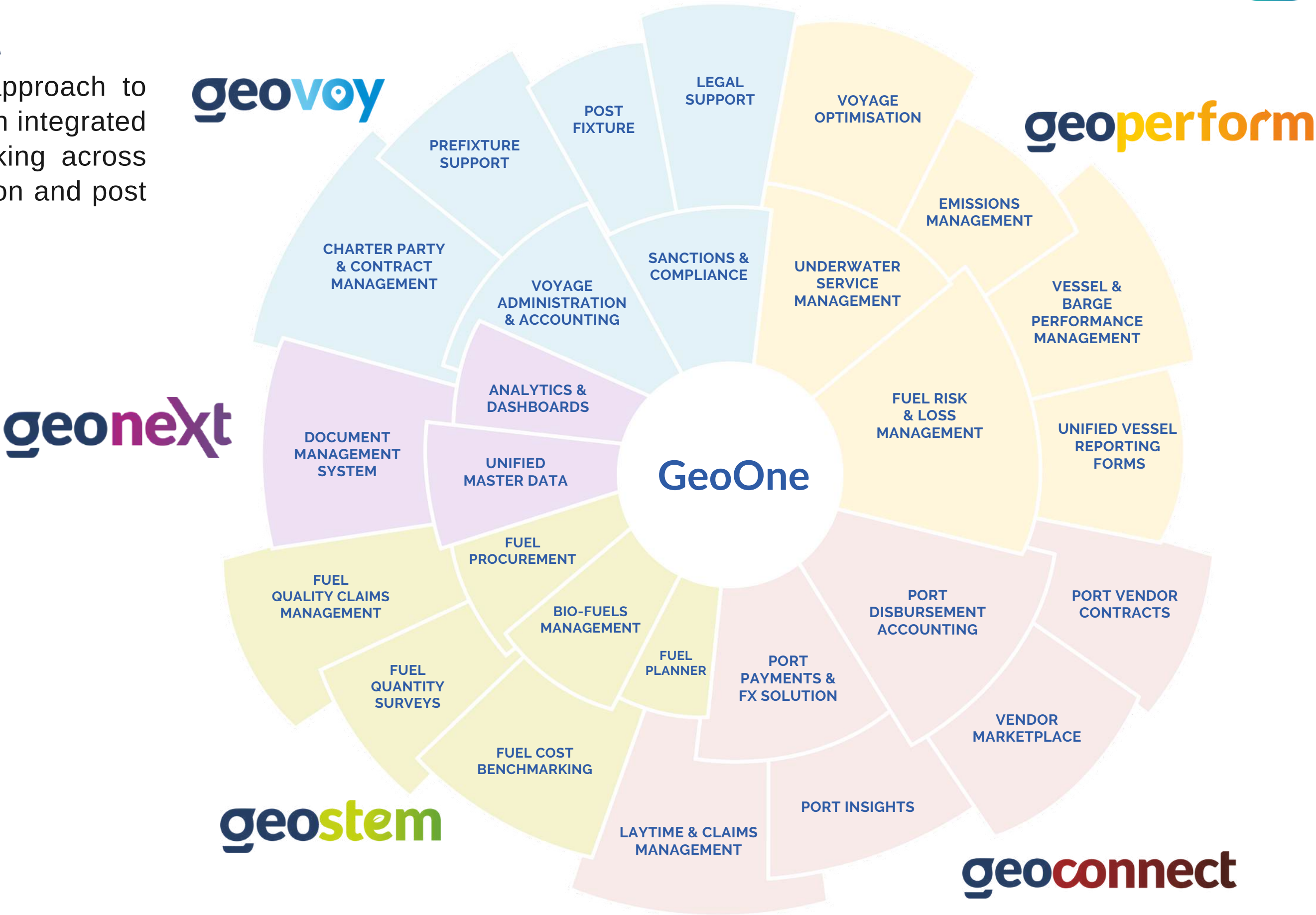
UNIFIED VOYAGE VIEW



INTEGRATED WORKFLOWS



DATA DRIVEN  
DECISION-MAKING





**THANK YOU**

**[contact@get-dmcc.com](mailto:contact@get-dmcc.com)**

