

- Management systems customized for specific industries are becoming more common and necessary in today's global marketplace.
- In the maritime industry the level of risk can vary dramatically due to a daunting network of customers, vendors, sub-contractors, and investors needed to consistently deliver world-class performance in an increasingly competitive market. A solid management system can help control these risks.
- ESA possesses a unique wealth of experience combining a sophisticated background in transportation consulting with vetted custom software solutions encasing a wide array of ship and shore processes.



- The skill-sets required to implement best practices require tested experience across several dimensions.

ESA's knowledge and experience can assist in core technical and procedural process areas including:

Capital Equipment:

Vessel Management Systems

Computerized Maintenance Management Systems

Labor :

Learning Management Systems

EHS protocol advisory

Terminal Operations:

Design/Build Custom Solutions

Dashboards

Cold/chill storage advisory

Supply-chain advisory

Logistics:

Stevedoring

Rail yard operations

Truck/LTL operations

Work flow advisory

Standards and Regulatory:

ISO 14001 & 9001 consulting

ISM consulting

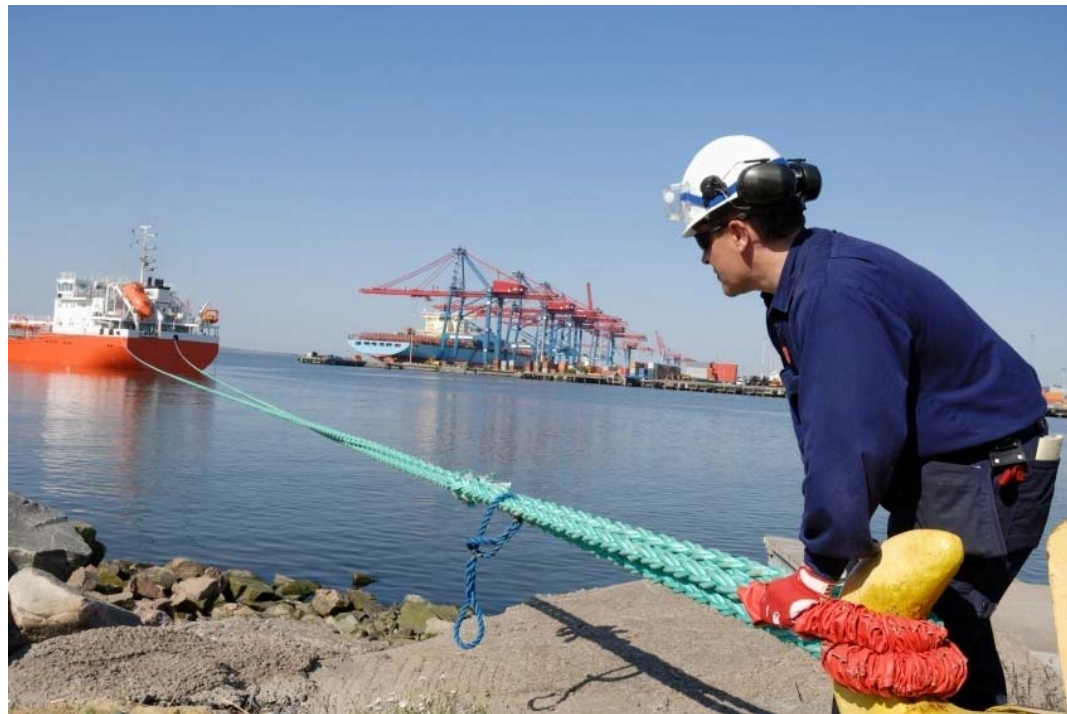
Air Emissions Modeling

- Achieving maximum capital equipment life cycles drives ROI and enhances the viability of maritime operations thereby avoiding unnecessary refurbishment and untimely replacement. ESA proprietary management systems assist with preventative maintenance of vessels and the machinery used to offload and transport cargo to shore and out of the terminal.
- The ESA Vessel Management System (VMS) deploys shoreside and boat applications, synchronizing hundreds of critical processes and procedures to ensure tasks are completed on-time and within ISM code requirements keeping crews, vessels and cargo safe.
- The ESA Computerized Maintenance Management System (CMMS) alternately takes the clipboards and the guesswork out of capital equipment maintenance routines, installing a traceable, electronic monitor that ensures machinery is kept running smoothly and for its intended longevity. From cranes to forklifts, the CMMS is always working. ESA also provides on-site or remote training to ensure the systems are seamlessly implemented.

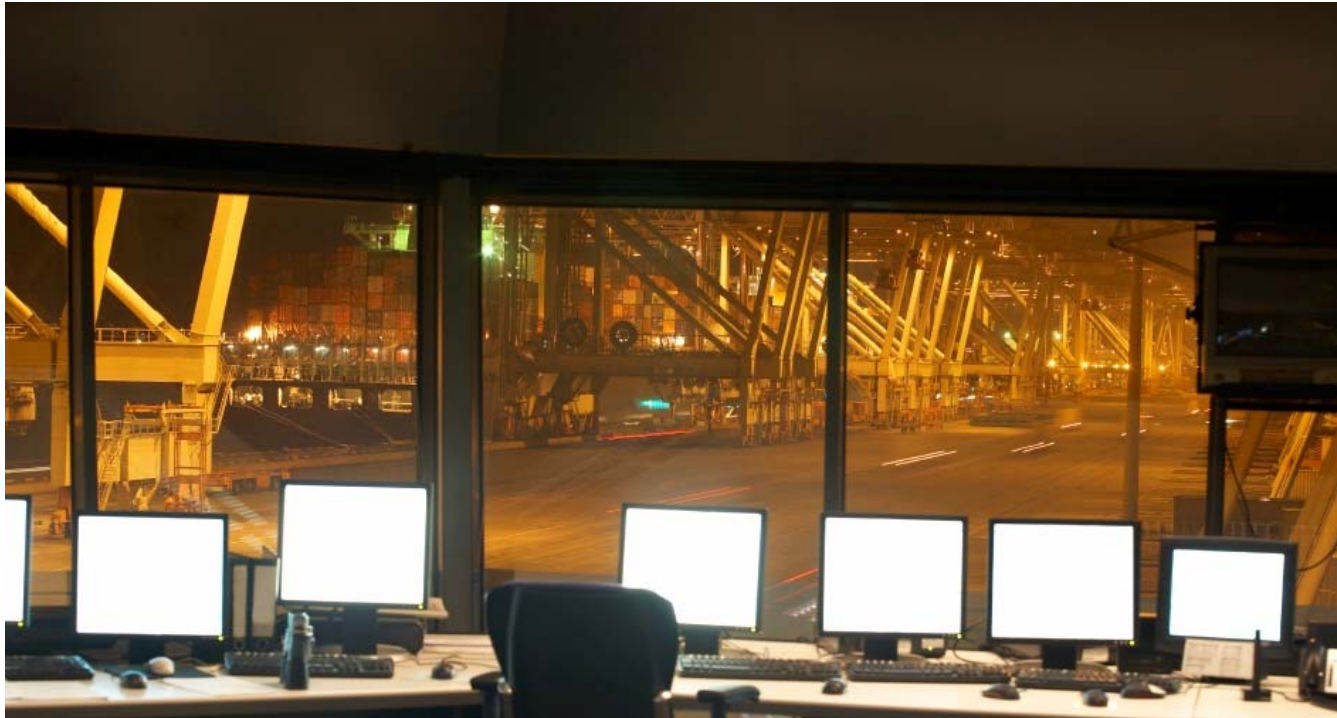


ESA Maritime Management Systems

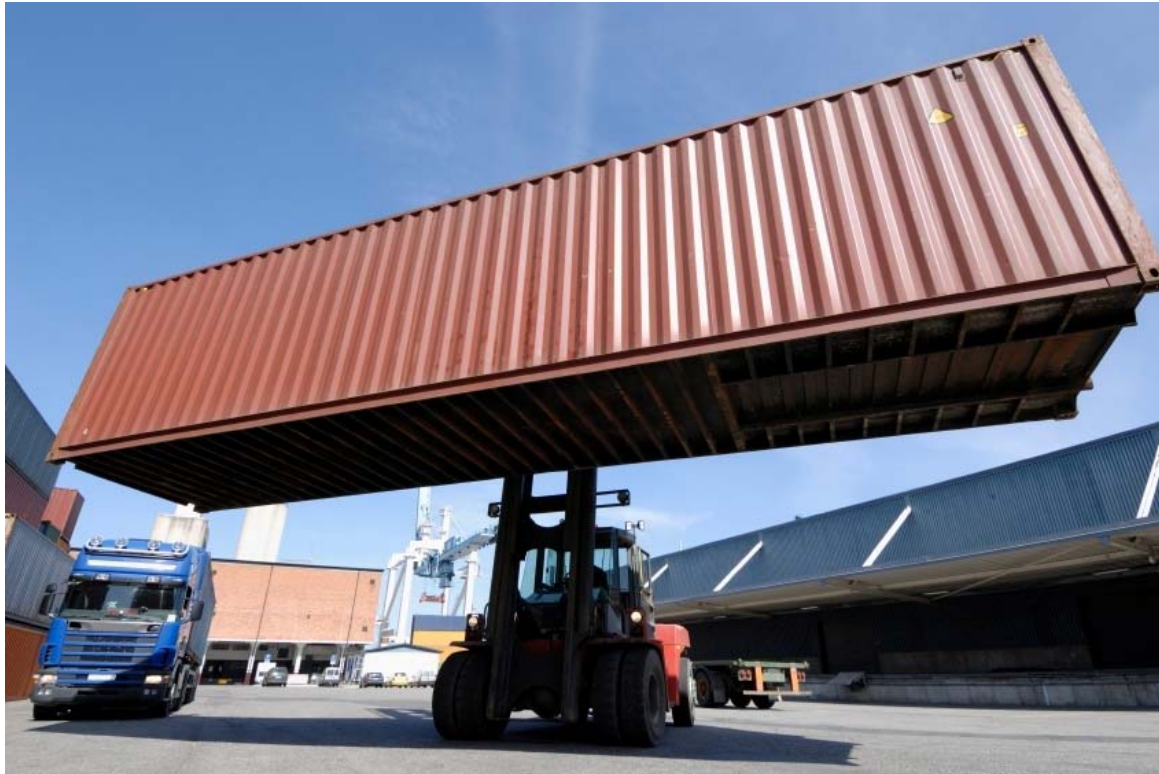
- Worker orientation and its successful tracking is challenging for any business. A complex sub-contracting, high-churn environment only increases difficulties and risk to the hiring entity.
- ESA's Learning Management System (LMS) combines years of field experience with enterprise software to create an easy-to-use, traceable management system that tirelessly tracks New Hire EHS protocol & introductory training/testing electronically while mitigating client risk.
- Customized using client specific content, hiring entities can enact Computer-Based Online Training & Testing (on or off work-site), Operator/Driver Training Programs, Complete Training Documentation Systems and Reporting, plus Customized Training Suited to Job Type. Foreign language options for international hiring are also available.
- Data migration and ongoing service of the LMS is web-based, ensuring mechanical integrity. All input data is automatically collated, filed and available anytime, anywhere with an internet connection.



- Terminal operators face infinite challenges in guidance, responsibility and execution. Best business practice backed by best software solutions is a bar every operator seeks to clear. Getting there and more importantly staying there are the dynamic challenges in a hyper-competitive and increasingly sophisticated market.
- ESA deploys a wealth of enterprise and engineering expertise to the benefit of today's 21st century maritime operation. Design/build custom solutions provide IT nerve centers that can alert, monitor and track the most major procedural tasks down to the most minute details. Supply-chain advisory is an application of ESA's design/build suite – driving efficiencies and exposing weaknesses to maintain optimum output from a structural perspective.
- Environmental and Quality offerings from ESA include 'dashboards' offering compliance snapshots in real time for key performance indicators and other aspects stringently tracked by regulatory agencies. Cold/chill storage advisory is a highly technical, high risk environment ESA can guide and safely implement. ESA can furnish a terminal operator management systems for Process Safety Management (PSM), Risk Management Planning (RMP), and Hazardous Materials Plans.



- ESA's process mapping and procedural documentation systems assist port operators and their vendor communities across the entire spectrum of cargo on & off-loading, work flow efficiencies, and other logistical necessities.
- ESA's deep background in transportation regulations and proper logistics execution extends far beyond stevedoring. From work flow advisory models for efficient fork-lift operations to rail-yard operations to heavy truck/LTL solutions, ESA consulting and custom software deliverables can map, execute and track the most mundane to the most sophisticated logistics solutions.



- ESA's team of certified in-house auditors conduct internal audits and interface with third-party auditors across a full ISO suite including ISO 14001 and 9001 certification processes. ISO 14001 is an internationally accepted specification for an environmental management system (EMS). An ISO 14001 environmental management system is intended to develop a systematic management approach to the environmental concerns. ESA maintains post-certification relationships with our ISO-certified clients to maintain a core element of the processes, which is a continual review and assessment to verify systems are working in the prescribed manner, improvements are being made as necessary and corrective action is being taken to eliminate any problems identified.
- The International Safety Management (ISM) code and the associated vessel and shoreside audits can be supported by ESA's VMS boat application and shoreside portal.
- Air emissions modeling will become an ever-increasing priority in a world that's going green. ESA's environmental engineering arm can assess carbon footprints and track emission rates for individual air pollutants from core output sources such as vessel smokestacks, heavy machinery and other traceable origins.



- Risk mitigation is a prerequisite for today's maritime operators. ESA can assist, navigate and drive the core initiatives of your business, deploying a diverse array of skills, experience and custom IT deliverables.
- Contact ESA Director of Sales Michael Sipprell at mike.sipprell@enterprise-sa.com for more information on how ESA can customize the right solution for your maritime operation or visit www.enterprise-sa.com

