

PASSIONATE
ABOUT
MARINA
PERFORMANCE

www.pacsoftmms.com

pacsoft
Software & Service Solutions

Pacsoft – Passionate about...

- IT – 30 years experience IT industry
- Marine industry & Marinas – 30 man years developing PacsoftMMS
- Improving Marina business performance
- Service – through strong partnerships

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NZ BASED – GLOBAL TEAM



- Led by Chris Thomas our Managing Director**
- 13 staff in IT support & marina software business, Microsoft Certified Partner**
- Consultants and support in the USA, UK, and Singapore**

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No Two Marinas Are The Same...

Pacsoft Marina Management System offers ultimate flexibility for individual marinas.

RENTAL & ACCOUNTING MODULE

- Identify available sites
- Site booking
- Invoice & receipt processing
- Utility charging
- Batch processing
- Cash up & banking

LEASE/OWNERSHIP MODULE

- Sales & transfer of site lease
- Automatic rental credit
- Set up credit plans
- Rental pooling
- Operating Expense Charging

HAUL OUT MODULE

- Haul out services booking
- Haul Out services Invoicing
- Activity report for operators

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PacsoftMMS offers ultimate flexibility

SERVICE YARD MODULE

Quotations, Job Costing
Invoicing
Inventory Control
Purchase Order

PLUS

Customer, vessel, sites management
Management & operations reporting
Portable Pocket MMS
Wait Lists
General Ledger Interface

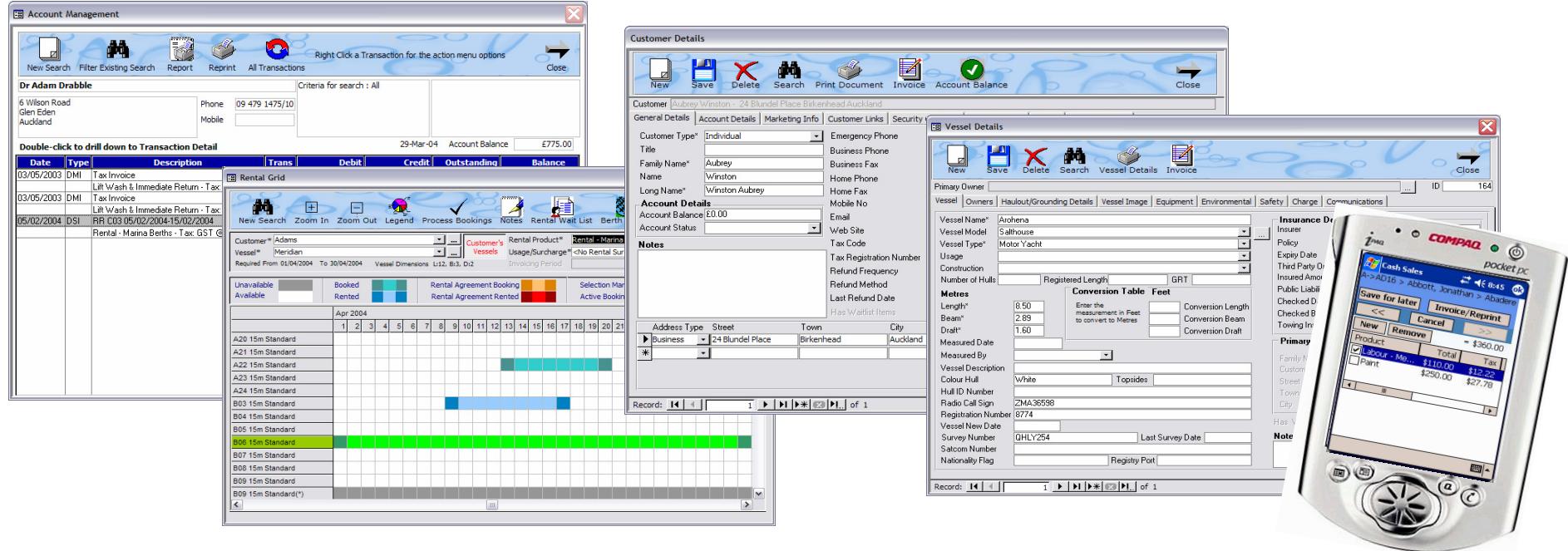
NAVIGATING MMS

Operations Shortcut menu
Quick Finder drop down
Marina View
Utilities - Meter Reading

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Streamline Operations with a integrated solution



“Whilst there were a number of established alternative systems available in the UK, PacsoftMMS was by far the most developed yet flexible software package that we researched.” Royal Clarence Marina, UK

“Its hard to find a product to fit all business [needs], however I believe the Pacsoft are achieving that.” Fergusons Boatshed Marina, Sydney

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**Microsoft®
CERTIFIED
Partner**

pacsoft
Software & Service Solutions

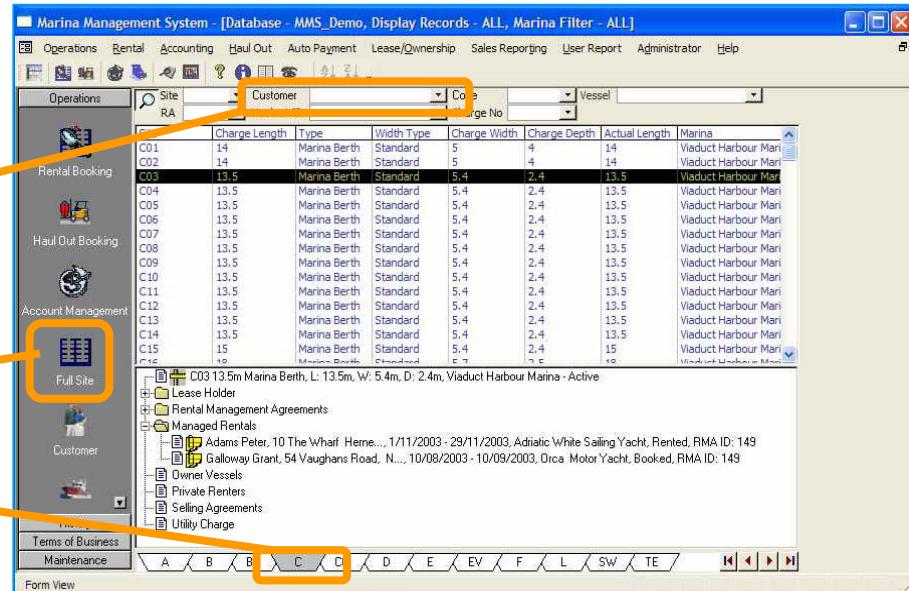
Superior Customer Service

- Quick access to information
- Easy to use

Quick Finder

Short cut buttons

Tab structure easy to search

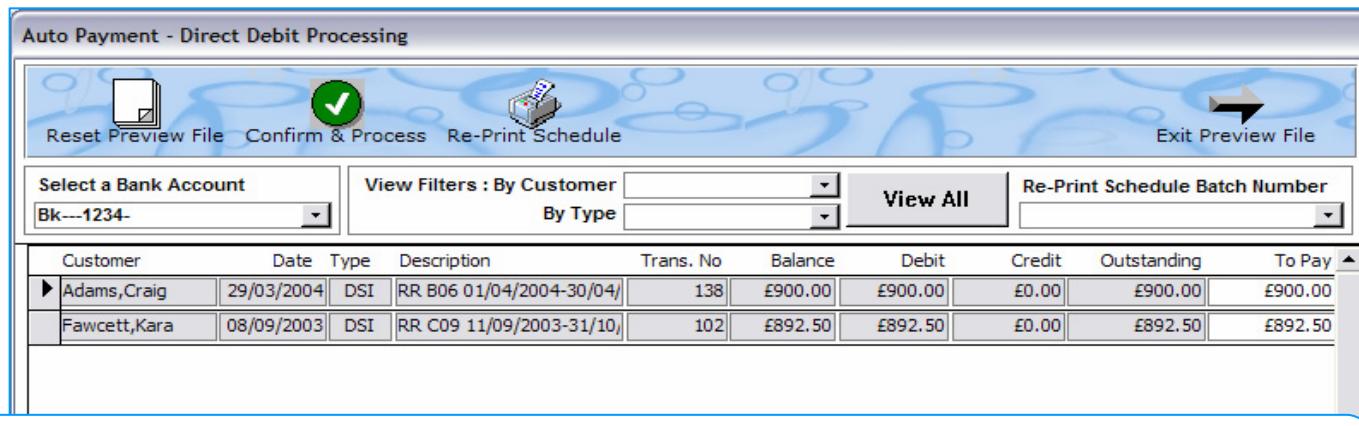


“Customer response is brilliant because we can immediately identify the customer and solve issues when they phone.” Bayswater, NZ

“Customer service and safety are the two most important issues for us. With MMS, we are instantly able to see the entire history of previous visits including which slips they have been assigned, utility requirements and any special needs of the owner or captain.” Crown Bay, US Virgin Islands

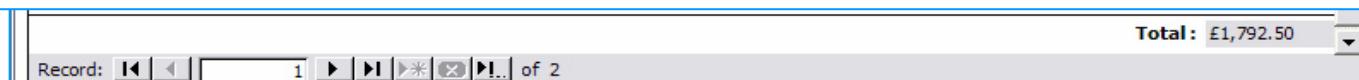
Staff Productivity & Satisfaction

- Improve staff productivity & satisfaction by automating mundane daily tasks



"We are 60 hours down on staff – we've reduced our staff numbers by 1½, down to 10!" Abel Point Marina, Australia

"Staff get introduced to the system, they love it and are in there all the time."
Bayswater, NZ



Powerful Accounting & Audit Control

- Accurate, efficient invoicing
- Extensive accounting reports
- Date, time stamping, & user ID all records

The screenshot displays two main windows of the Account Management software.

Aged Balance: This window shows the aged balance for Dr Adam Drabble as of 5/07/2005. It includes a table of transactions and a summary for the creditor account.

Date	Type	Description	Debit	Credit
03/05/2003	DMI	Tax Invoice		
		Lift Wash & Immediate		
03/05/2003	DMI	Tax Invoice		
		Lift Wash & Immediate		
05/02/2004	DSI	RR C03 05/02/2004		
		Rental - Marina Berth		

Financial Report: This window shows a detailed financial report from Tuesday, 5 July 2005, covering the period from 1/01/2004 to 31/12/2005. It lists transactions by customer, billing agent, original date, type, sub-type, description, debit, credit, paid, allocated, payment method, date, and balance.

Customer	Billing Agent	Original Date	Type	Sub-Type	Description	Debit	Credit	Paid	Allocated	Payment Method	Date	Balance	
12m to 17.95m pool 12	Pacific Water & Marlin	1/31/2004	DJC	RP	PP E01	\$87.50	-\$87.50	\$0.00				\$0.00	
12m to 17.95m pool 12	Pacific Water & Marlin	2/30/2004	DJC	RP	E12	\$22.50	-\$22.50	\$0.00				\$0.00	
Joab at Abbott	Pacific Water & Marlin	135	10/05/2004	DSI	VC	CC Pegit	debit 01/05/2004-31/1	\$29.32		Arb Payment	10/05/2004	\$29.32	
Joab at Abbott	Pacific Water & Marlin	138	10/05/2004	DSI	OC	CC Pegit	debit 01/05/2004-31/1	\$29.32		Arb Payment	25/05/2004	\$29.32	
Joab at Abbott	Pacific Water & Marlin	139	10/05/2004	DSI	VC	CC Pegit	debit 01/05/2004-31/1	\$29.32		Arb Payment	25/05/2004	\$29.32	
Joab at Abbott	Pacific Water & Marlin	141	6/07/2004	DSI	VC	6/07/2004-6/07/2004	\$0.75		\$0.75	Cash	6/07/2004	\$0.00	
Joab at Abbott	Pacific Water & Marlin	142	6/07/2004	DMR	Cash			\$0.75	\$0.75	Cash	6/07/2004	\$0.00	
Joab at Abbott	Pacific Water & Marlin	128	5/04/2004	DSI	OC	CC Pegit	debit 1/04/2004-1/12/	\$50.00		Cash	5/04/2004	\$50.00	
Joab at Abbott	Pacific Water & Marlin	129	14/05/2004	DSI	OC	CC Pegit	debit 14/05/2004-14/05/2004	\$2.00		Arb Payment	14/05/2004	\$2.00	
Joab at Abbott	Pacific Water & Marlin	130	10/05/2004	DSI	OC	CC Pegit	debit 01/05/2004-31/1	\$50.01		Arb Payment	10/05/2004	\$50.01	
Joab at Abbott	Pacific Water & Marlin	131	10/05/2004	DSI	VC	31/04/2004-31/04/2004	\$175.01			Arb Payment	10/05/2004	\$175.01	
Joab at Abbott	Pacific Water & Marlin	132	10/05/2004	DSI	OC	CC Pegit	debit 01/05/2004-31/1	\$29.32		Arb Payment	10/05/2004	\$29.32	
Joab at Abbott	Pacific Water & Marlin	134	10/05/2004	DSI	OC	CC Pegit	debit 01/05/2004-31/1	\$29.32		Arb Payment	10/05/2004	\$29.32	
Steve Adair	Pacific Water & Marlin	114	9/06/2004	DMI	M2	Skewer Tokens - Tax Exempt	\$0.00		\$18.00			\$0.00	
Steve Adair	Pacific Water & Marlin	41	9/06/2004	DMR	Cash			\$18.00	\$18.00	Cash	9/09/2004	\$0.00	
Steve Adair	Pacific Water & Marlin	125	2/04/2004	DMI	M2	Cargo - Walkage - Tax Exempt	\$2.00		\$2.00			\$0.00	
Steve Adair	Pacific Water & Marlin	50	5/04/2004	DMI	M2	Per jt	\$100.00			Cash	5/04/2004	-\$100.00	
Steve Adair	Pacific Water & Marlin	137	10/06/2004	DSI	VC	16/04/2004-16/04/2004	\$2.00		\$2.00	Cash	10/06/2004	\$0.00	
Steve Adair	Pacific Water & Marlin	54	6/07/2004	DMR	M2	Per jt	\$10,000.00			\$5,60 cash	6/07/2004	-\$4,394.40	
Craig Adams	Pacific Water & Marlin	128	5/04/2004	DSI	PR	RR Long Site	204/2004-30/04/2004	\$800.00			Accrue on Accrue	5/04/2004	\$800.00
Peter Adams	Pacific Water & Marlin	55	19/11/2004	DMI	Cash			\$15.00		\$15.00	Cash	19/11/2004	\$0.00
Peter Adams	Pacific Water & Marlin	59	19/11/2004	DMR		Cheque - ASB Bank New Lynn	\$150.00			\$150.00	Cheque	19/11/2004	\$0.00
Peter Adams	Pacific Water & Marlin	103	8/09/2004	DSI	TL	TLLI 8/09/2004-8/09/2004	+\$28.00			\$28.00			\$0.00
Peter Adams	Pacific Water & Marlin	32	8/09/2004	DMR	Cash			\$28.00		\$28.00	Cash	8/09/2004	\$0.00
Peter Adams	Pacific Water & Marlin	49	5/04/2004	DMR	M2	Per jt	\$50.00			\$50.00	Cash	5/04/2004	-\$50.00
Peter Adams	Pacific Water & Marlin	140	11/06/2004	DSI	PR	PP ACC 01/05/2004-30/06/2004	\$1,708.00			\$1,708.00	Direct Debit	11/06/2004	\$0.00

Make Better Decisions

- Current, accurate information for reports for every aspect of the marina operation

Sales By Product

29 March 2004

Product/Customer	Jan	Feb	Mar	Apr	May	Jun	Jul
Year 2004							
Haul Out - One Way Lift or Drop							

MTD/YTD Sales By Customer

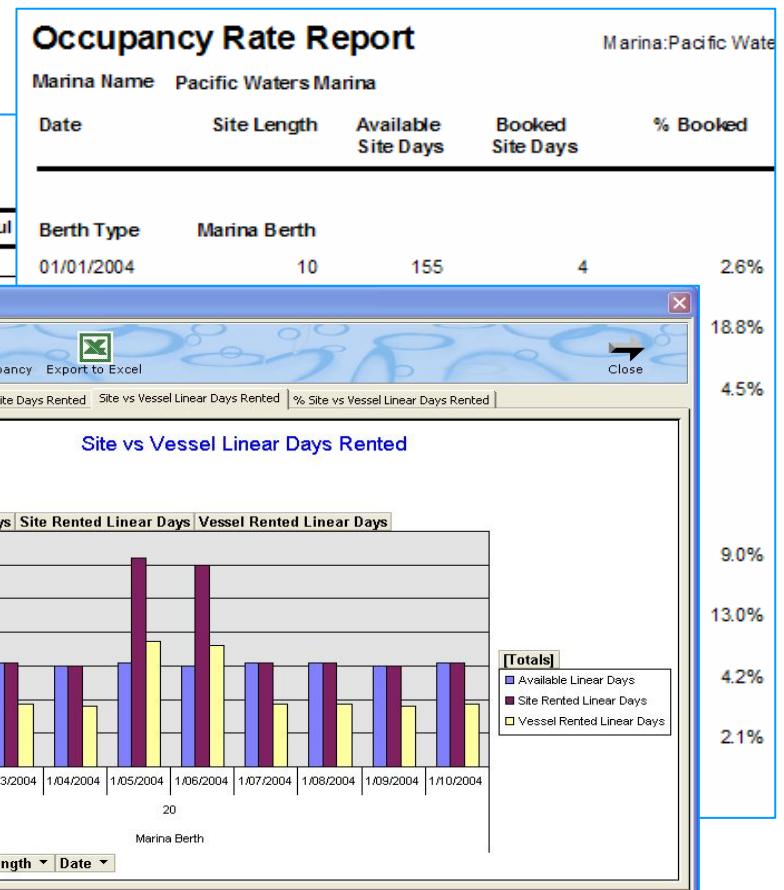
29 March 2004

Customer/Product	MTD March			Variant
	Current	Last Year	Amt	
Amt	No.	Amt	No.	Amt
Company				
International Paints Inc				
Paint				
International Paints Inc				
Lakeline Development				
Deposit - Security Keys				
Photocopying				
Rental Rate - Site Length Per				
Rope				
Lakeline Development				
Martin & Sons				
Deposit - Security Keys				
Rental Period Charge - Fixed				
Rental Rate - Site Length				
Rope				
Martin & Sons				

Dock Walk Report

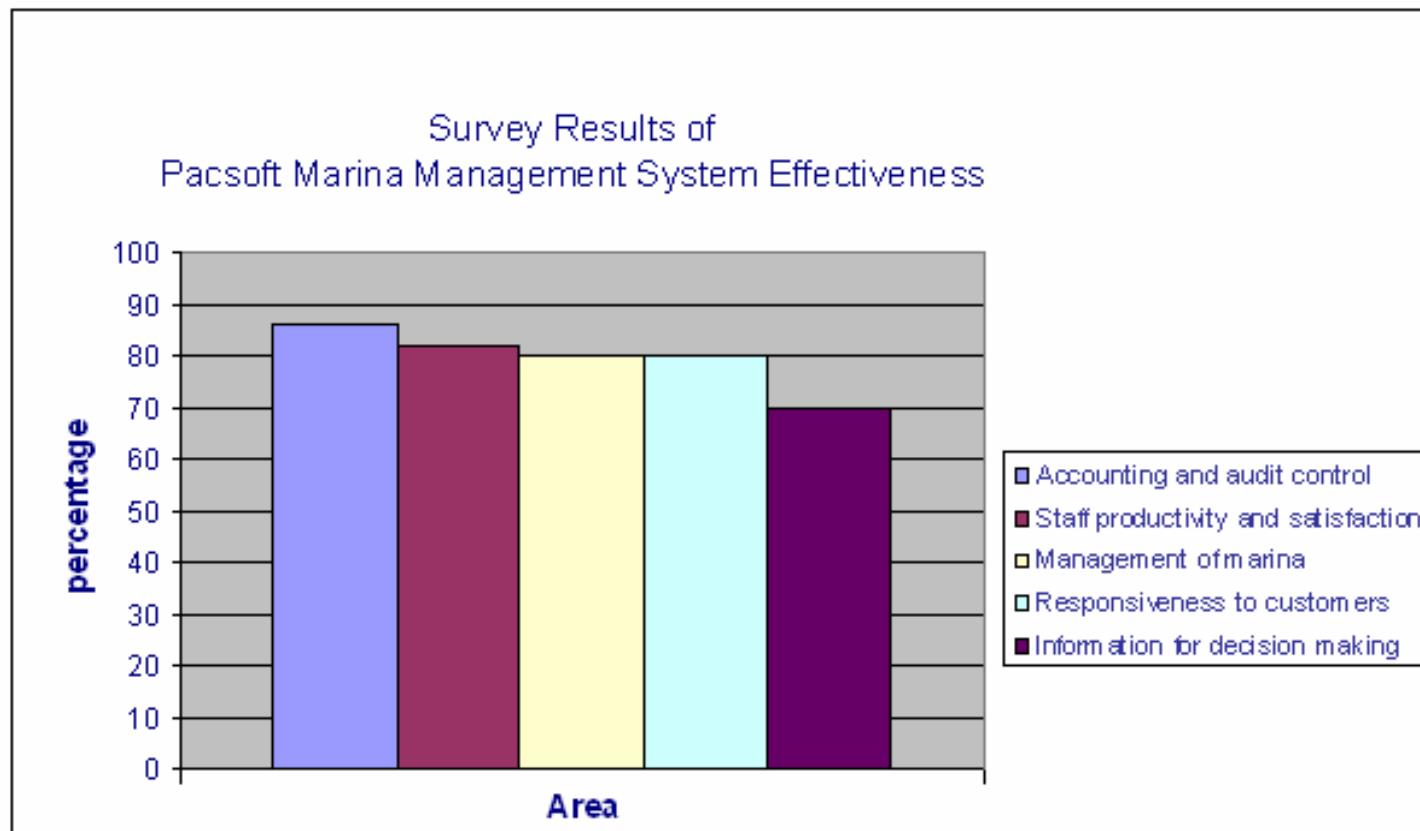
01 April 2004

Site	Vessel	Length	Width	Type
A01				
A02				
A03	Strangeways II	12.08	4	Sailing Yacht
A04	Stargazer	8	2.7	Motor Yacht
A05	Sea Atoll	10	3.29	Sailing Yacht
A06				
A07	Ryoma	21.3	5.4	Sailing Yacht
A08	Tanya Maree	13.67	3.89	Motor Yacht
A09				



Marinas 80% More Effective On avg with PacsoftMMS

A survey of USA, Australia & NZ PacsoftMMS users reported significant increase in effectiveness of the following key business areas.



Our Customers Are Passionate Too!

“It was a big step, we are a small marina, there was no discipline in our marina management systems, and we have had to make ourselves disciplined.”

“With PacsoftMMS we are there – we are really happy with the outcome...Pacsoft is big enough to perform but small enough to listen.”

Fergusons Boatshed Marina, Australia

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Another Passionate Customer

“PacsoftMMS has allowed us to reduce the time taken to do many previously manual tasks, giving us more time to spend with our customers. We have required new and varied reports and the suppliers have only been too happy to assist us in developing those reports. Nothing is a problem for the experienced team from Pacsoft.” *Bayswater Marina, NZ*

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Representative Customer List

PacsoftMMS enjoys a strong presence in NZ, and has customers in the USA, the UK, the Caribbean, Australia and Thailand.

UK

Royal Clarence Marina
Jersey Harbour Marinas

USA

Snug Harbour Marina
Marina Village
Miami City Marinas

Caribbean

Crown Bay Marina
Jolly Harbour Marina



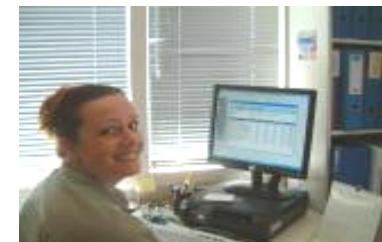
Australia

Marlin Marina, Cairns Port Authority
Abel Point Marina
Ferguson's Boatshed Marina
Patterson Lakes Marina



New Zealand

Westhaven Marina
Gulf Harbour Marina
Bayswater Marina



Thailand

Royal Phuket Marina



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